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Denise R. Ginn

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Denise R. Ginn

(Signature of person mailing paper or fee)

RE: Federal Intent-To-Use Service Mark Application
Mark: INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH
Serial No.: 76/484,107
Filing Date: January 23, 2003
Our Reference No: CXU-395-TM



08-17-2004

U.S. Patent & TMO/c/TM Mail Rcpt Dt. #74

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RESPONSE

Applicant hereby responds to the Office Action mailed on February 17, 2004, as follows:

REMARKS

Applicant's mark is CLEMSON INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH. The Office Action refused registration based on the contention that the

terms **INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH** are primarily descriptive of applicant's services and requested that Applicant disclaim said terms.

Page two of the Action states:

A feature or characteristic of the applicant's real estate services would be to develop a place where two or more nations would concentrate on automotive research.

Applicant respectfully declines to disclaim said terms and respectfully requests that the mark be registered under Section 2(f) for the following reasons.

The statement on page two of the Action is incorrect. Applicant's real estate services do not involve development of a place where two or more nations would concentrate on automotive research. Applicant's services are directed to corporate entities, not governments of different countries. These corporate entities currently include IBM, Microsoft, BMW Manufacturing Corp. in South Carolina, and Michelin North America, Inc., the latter two companies being headquartered in South Carolina and owned by companies headquartered in Europe. Thus, the term "International" is more suggestive than descriptive as concerns applicant's services and accordingly should not need to be disclaimed on that basis alone.

Furthermore, Applicant respectfully submits that the phrase **INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH** is recognized throughout industry and commerce as having a secondary meaning, namely, as an identifier of a unique source of real estate development services. Applicant submits herewith approximately 150 separate documents from varying publications having a distribution that ranges from national to local in scope and that evidence public recognition of **INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH** as a unique source identifier for real estate

development services. Pertinent references to the phrase are highlighted for the convenience of the Examining Attorney. Indeed, Applicant has not found any reference to the phrase where it was merely used in a descriptive sense for the services of a third party. Each of the enclosed 150+ publications that contain at least one reference to the phrase in question show the phrase being used as a proper noun or proper adjective and referring to Applicant's services alone. Accordingly, the phrase INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH is shown to have acquired a secondary meaning as an indicator of a unique source of real estate development services.

Several of the accompanying documents deserve particular mention. Exhibit A is a national publication of a real estate forecast from Grubb & Ellis, a real estate service provider. Exhibit A serves to demonstrate that the phrase INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH has gained recognition on the national level as a unique identifier for real estate development services. Exhibit A is provided as an excerpt from a larger publication, but for the sake of convenience, only the pertinent pages (i.e., Title page, pg. 3, and pg. 19) are provided. The full publication will be made available to the Office upon request. Said phrase can be seen to extend beyond the borders of a single State. Exhibit B is an article from The Charlotte Observer (Charlotte, NC). Exhibit C is an article from Winston-Salem Journal (Winston-Salem, NC). Exhibit D is from the Community News section of Asheville.com (Asheville, NC). Exhibit E is an Associated Press article from Raleigh, NC displayed by WTOP News (Washington, DC). Exhibit F is an article from The State newspaper (Columbia, SC) in the central part of the State of South Carolina. Exhibit G is an article from The Post and Courier (Charleston, SC) in the southeastern part of the State of South Carolina. Exhibits H-J

demonstrate local usage of the phrase in question in the northern part of South Carolina where the real estate development is located. Exhibit H is an article from the Spartanburg Herald-Journal (Spartanburg, SC). Exhibit I is an article from Anderson Independent-Mail (Anderson, SC). Exhibit J is an article from The Greenville News (Greenville, SC). Exhibits K and L are instances of use of the phrase in question by future consumers of Applicant's services. Exhibit K is a press release from Michelin North America, Inc., and Exhibit L is a printout from BMW Manufacturing Corp.'s website. These referenced Exhibits are but samples of all of the enclosed documentation. The remaining documents (Exhibit M) are separated by publication and date of publishing.

Moreover, the ability of CLEMSON to function as a unique identifier of goods and services has been amply demonstrated by issuance of Registration Nos. 1,298,366 and 2,328,954 and allowed application serial no. 76/417,021.

In addition, it is noteworthy that INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH is often presented in association with another one of Applicant's federally registered marks, CLEMSON UNIVERSITY (Reg. No. 2,845,824), for real estate development services. This association serves to reinforce in the public consciousness that the phrase is an identifier of a unique source, rather than a phrase that is merely descriptive of many different sources of real estate development services. The close proximity of "Clemson University" to the phrase in question in these instances virtually assures that INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH cannot be confused as a description of similar services offered by another party.

Additionally, the Applicant's services are real estate development of a research and technology park. Applicant's services being promoted under this mark are not automotive research, and all of the real estate that is being developed resides in the United States. Therefore, the phrase **INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH** in Applicant's mark is not merely descriptive of the services offered by Applicant. Accordingly, the requirement to disclaim this phrase should be withdrawn.

For the reasons set forth above, refusal under Section 2(e)(1) to register **CLEMSON INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH** appears unwarranted, and Applicant respectfully requests that such refusal be withdrawn.

In accordance with the above remarks, Applicant respectfully submits that the application to register the subject mark should be published for opposition.

Respectfully submitted,

DORITY & MANNING, P.A.

DATE: Aug 16, 2004

BY: James M. Bagarazzi
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EXHIBIT
A



Grubb & Ellis.
Property Solutions Worldwide



2004 REAL ESTATE FORECAST

SOUTHEAST

ATLANTA
CHARLOTTE
COLUMBIA
GREENVILLE
MEMPHIS
NASHVILLE
RALEIGH-DURHAM
RICHMOND

State of Georgia offered a \$322 million incentive package. But, those plans were recently postponed indefinitely by the company. Although not in the Southeast, Toyota announced it has chosen San Antonio, Texas the site for construction of the \$800 million Tundra plant.

The annual G8 Economic Summit, a meeting of the leaders of the eight major industrial nations, will be held at Sea Island, Georgia next June. State officials expect the economic impact from this one event to be \$300 to \$500 million to the areas along the Georgia coast. And, it will focus much international attention on the Southeast.

As expected for the five southern states in this forecast, Georgia, Tennessee, South Carolina, North Carolina and Virginia, the outlook for an accelerated recovery is good. With a total population of 33.6 million and 17.3 million employed, the Gross State Product for the five-state region (Year 2001) measured \$1.146 trillion or 11.3 percent of the national total. The unemployment rate for the region stood at 5.0 percent, a full percentage point below the national average.

Atlanta led the charge by creating more than 65,700 jobs in the 12 months leading up to September 2003, more than any other MSA and almost triple of the next highest MSA, Las Vegas at 23,700 new jobs. However, as Atlanta experienced substantial job losses during the recession, the area has tremendous ground to regain.

The State of North Carolina ranked top on Site Selection Magazine's Business Climate rankings. Charlotte's key industry driving the market remains financial services. As home to Bank of America and Wachovia, this financial sector provides over 20 percent of area jobs and added jobs at the rate of 2.2 percent over the 12 months prior to September 2003. But as Charlotte has grown, it has diversified its economic base making it much less vulnerable than in the past.

Forbes Magazine recently ranked Raleigh-Durham third on its list of Best Places for Careers and Business. And, The Milken Institute ranked Raleigh-Durham as the 12th best performing city in the nation, up from 20th the previous year. Employment within in the Triangle Region is highly diversified, although services, government, retail and wholesale trade, and manufacturing are the most significant sectors.

Columbia, the South Carolina State capital, is another fast growing southeast market showing an increase in population of 19% since 1990. Unemployment is low at 4.2 percent, 140 basis points below the national average. However, the area lost 8,200 jobs over the 12-months preceding October, 2003.

It has been announced that Greenville will be the home of Clemson University's International Center for Automotive Research. The research campus will house a graduate engineering center, state-of-the-art research and testing facilities and private industry R&D operations, and is being backed by BMW, IBM, Clemson University, and local governments. The ICAR campus will prove to be a boon for Greenville's economy over the next decade.

With unemployment at 3.9 percent, rising job growth and positive net absorption in all property types, Nashville has already begun to show signs of recovery. Nashville has a well diversified economy that has allowed it to weather the economic downturn gracefully.

Memphis is in the midst of a revitalization unlike most others, in that this transformation has been led by residential, not commercial development. And, much of the focus has been along the area fronting the mighty Mississippi River, led by the Riverfront Development Corporation. The momentum of the revitalization efforts are leading to a renewed corporate focus on the Memphis CBD.

Richmond economy is on the road to recovery with its unemployment rate is down to 3.7 percent, 190 basis points below the national average and job growth has been positive. Richmond is home to six Fortune 500 companies and has been ranked one of America's hottest cities for business relocation by Expansion Management magazine. ●

The development and far-reaching impact of the International Center for Automotive Research will forever alter the economic landscape of the Greenville-Spartanburg Area.

INDUSTRIAL

GREENVILLE

The Greenville-Spartanburg area has long been known as the industrial anchor of South Carolina, typically being the chosen location of dozens of new, expanded or relocated firms each year. In recent years however, the expansion of local firms has played the largest role in the growth of the local market, with relatively few new tenants entering the area. Speculative construction has been minimal in light of atypical levels of economic uncertainty, plant closings and job losses.

General industrial space, at 42.9 million square feet, began to stabilize at the end of 2003, as vacancy decreased from a high of 11.6 percent to the current rate of 10.2 percent. Warehouse space, at 43.4 million square feet, followed suit, decreasing from 17.9 percent to 15.9 percent in the last year.

R&D/flex Space has taken a wild ride over the past three years. The volatile nature of this property type has resulted in huge fluctuations in vacancy. At 4.8 million square feet, vacancy has ranged from a high of 26.6 percent to the current 20.2 percent. This decline in vacancy is a sign that perhaps this group is becoming somewhat more stable.

Approximately 646,000 square feet of new space will be added to the market by the end of 2004. The majority of new space will be owner-occupied or build-to-suit, while speculative construction accounts for roughly 20 percent. The largest additions will include the 260,000-square-foot Glaxo SmithKline building and the 153,000-square-foot distribution facility built by Warehouse Services. The largest speculative building to be delivered is the 84,000-square-foot "Matrix Spec Building" in southern Greenville.

Even though Upstate economic development activity levels have been in a temporary lull, quite a buzz was created with the long-awaited announcement of the International Center for Automotive Research (ICAR) in Greenville. This announcement represents historical cooperation between the State of South Carolina, Clemson University, BMW, and developer Rosen and Associates.

The automotive industry has been a key economic driver in the Upstate for the past decade, and is expected to gain unprecedented strength as ICAR becomes reality. Initially, ICAR will house a new graduate school of automotive engineering for Clemson, funded by a \$10 million gift from BMW. The park will eventually house research and development firms and possibly a wind tunnel facility. It is expected that ICAR will create a synergy that will bring additional firms to the region, either directly or indirectly involved in the automotive industry. The long-term result may be a significant transformation of the character and composition of the upstate economy and industrial market. ●

Market at a Glance
2003 Year End

	Standard Industrial	R&D/Flex	Total
Total*	86,305	4,835	91,140
Vacant*	11,245	977	12,222
Vacancy Rate	13.0%	20.2%	13.4%
Absorbed*	1,732	293	2,025
Under Construction*	592	54	646
Rental Rate**	\$3.01	\$7.39	\$3.49

*Square feet in thousands; includes owner-occupied
** Weighted average asking rent/SF/year Triple Net

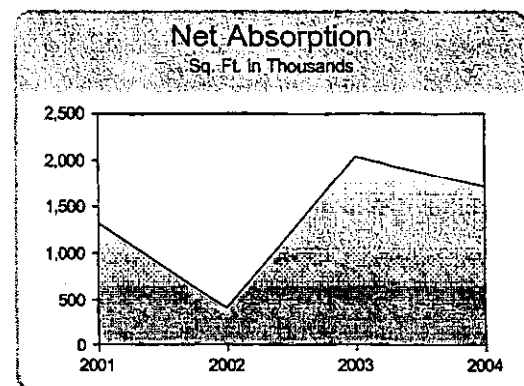
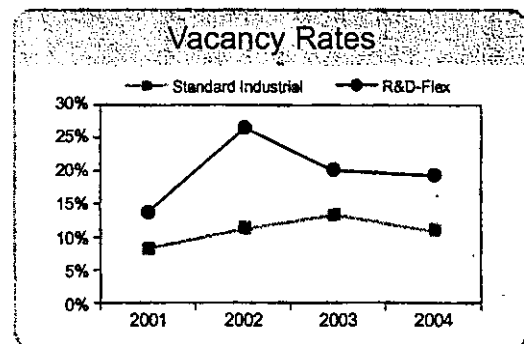


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Charlotte Observer, The (NC)

February 10, 2004

Section: BUSINESS

Edition: ONE-THREE

Page: 1D

Column: Daily Briefing

DAILY BRIEFING

DIANE SUCHETKA, RICK ROTHACKER, Staff Writers

The Carolinas

Clemson hires director for automotive center

RESEARCH **Clemson** University has hired a director for its new **International Center for Automotive Research**. Robert Geolas, 39, manager of N.C. State University's Centennial Campus, begins the new job in April.

He has overseen the 1,334-acre N.C. State campus since 2000.

As director, Geolas will be responsible for overall management of the **Clemson** auto research campus, recruiting additional automotive and motorsports industries and coordinating education, research and business activities.

Clemson broke ground in November on its 400-acre automotive research park in Greenville, S.C., 40 miles from the university's main campus. **Clemson** officials hope it will become a world leader in automotive innovation.

BofA mails proxies for FleetBoston merger vote

BANKING Bank of America Corp. on Monday began mailing proxies to shareholders who will vote on its proposed FleetBoston Financial Corp. merger. The bank will hold a special shareholders' meeting on the merger March 17 in Charlotte. FleetBoston will hold a meeting for its shareholders the same day in Boston.

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EXHIBIT
C

JURY FINDS BANK OF AMERICA TOOK CLIENTS' FEES ILLEGALLY; [METRO Edition]

Journal Staff and Wire Report. Winston - Salem Journal. Winston-Salem, N.C.: Feb 27, 2004. pg. 1

Full Text (423 words)

Copyright Media General, Inc. Feb 27, 2004

CHARLOTTE - A San Francisco jury ruled that Bank of America illegally raided the Social Security benefits of a million customers, and it ordered the bank to pay damages that could exceed \$1 billion.

The Superior Court jury verdict, reached Wednesday after a six-week trial, requires Bank of America to pay \$75 million to the entire group, plus \$1,000 to each customer who proves the bank's actions caused substantial emotional or economic harm.

Bank of America predicted that the verdict would be overturned.

The class-action case, filed 5 1/2 years ago, centers on allegations that Bank of America collected some service fees by taking money from direct-deposit accounts set up to receive Social Security benefits.

S.C. wants automakers to invest in Clemson park

GREENVILLE, S.C - State business leaders are looking to Detroit and Germany to find automotive business partners for Clemson University's research park.

Plans for meetings in Germany in June include Gov. Mark Sanford and possibly U.S. Sen. Lindsey Graham, R-S.C., Sam Konduros, the president and chief executive of the 10-county Upstate Alliance, said at the economic-development group's annual investor meeting this week.

Chris Prziembel, Clemson's vice president for research, also provided details of a trip in March to Detroit, where business leaders and recruiters will lobby for U.S. auto manufacturers to set up in the International Center for Automotive Research.

BB&T starts fourth phase of Hispanic ad campaign

BB&T Corp. introduced yesterday the fourth phase of its audiotape marketing campaign to the Hispanic community.

The 60-minute tape provides information on health care and basic financial information for newcomers to the United States.

The free tape series is called "BiBi" and is named after one of the fictional Hispanic characters on the tape. BB&T, the N.C. Office of Hispanic/Latino Affairs, and the Forsyth County Department of Public Health and AIDS Care Service Inc. sponsor the series.

It is available at all of BB&T's 1,350 branches.

Partners to cut premiums for Medicare Advantage

Partners National Health Plans of North Carolina Inc. will reduce its monthly premiums for its Medicare Advantage plan by \$5 next month, as the federal government has given more money to Medicare-plus choice health plans.

The monthly premium will drop from \$39 to \$34 effective March 1, the company announced yesterday.

Congress passed the Medicare Prescription Drug, Improvement and Modernization Act in December, which will bring increased Medicare reimbursement to HMO plans. Insurance companies across the country have used the reimbursements to lower rates this year.

Have a business story idea? Call 727-7374 or send it to business@wsjournal.com

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Companies: Bank of America (NAICS: 522110, 522120, Duns:00-691-1747) , BB&T Corp

Column Name: *Briefcase*

Section: *D*

EXHIBIT
D



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Michelin Investing in Upstate S.C. Auto Research Park; Will be Joining BMW, IBM and Microsoft

Michelin North America is the fourth company to join Upstate S. C.'s International Center for Automotive Research since the auto research campus was announced in November 2003. Campus investment now tops \$90 million.

Michelin North America announced Thursday, Feb. 19, that it will invest \$3 million to endow a professorship in vehicle electronic systems integration. That amount could be increased with state and other matching funds. The endowed chair will promote accelerated improvement in electronics and the development of intelligent tire systems for automobiles and trucks that improve overall performance and efficiency.

Michelin joins BMW, IBM and Microsoft as partners in Clemson's ambitious undertaking. The project will coalesce, onto a single research campus, automotive engineering, motorsports and research-driven graduate education.

"This project continues to gain substantial momentum at both the national and international level," said Chris Prziembel, Clemson's vice president for research. "An increasing number of companies and organizations are expressing serious interest in locating in or near the auto research campus."

The 400-acre Clemson University International Center for Automotive Research promises to make South Carolina a hub of the nation's automotive and motorsports industry. Site development is already under way for a graduate engineering center and an information technology research center that will focus on automotive software systems for BMW products. Future R&D facilities at the Greenville-based campus could include a full-scale wind tunnel, crash-worthiness lab and a fuels lab with an emphasis in hydrogen-based research.

Robert Geolas has been named campus director. Geolas was hired from his position as top manager for one of the country's best-known research campuses, the Centennial Campus at North Carolina State University.

Clemson expects to name the auto research campus's first endowed chair this spring. That person will also serve as director of the Carroll A. Campbell Jr. Graduate Engineering Center, the academic cornerstone of the campus named for the former S.C. governor instrumental in recruiting BMW to the state.

Automotive and motorsports engineering are increasingly driving South Carolina's economic future. More than 1,000 automotive assemblers and suppliers are within a 500-mile radius of Upstate South Carolina.

The campus's three components – graduate education, automotive engineering and motorsports – will work seamlessly, putting researchers, students and industry scientists in close working contact.



The campus's academic anchor will be the graduate engineering center, where programs will focus on systems integration. Successfully integrating mechanical, electrical and digital technologies is a growing challenge in the automotive industry as car components become increasingly computerized and complex. The center could open as early as 2005.

The automotive engineering component is being spearheaded by an information technology center that will focus on improving automotive software systems and software/hardware compatibility for BMW products. IBM and Microsoft will also play a part in the campus.

The motorsports component will be anchored by a proposed wind tunnel testing facility that will feature research capabilities unique in the Western Hemisphere.

The research campus is on Interstate 85 halfway between Charlotte, N.C., and Atlanta, Ga., a corridor that is home to two-thirds of the nation's motorsports racing teams.

(Images provided by Michelin)

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SEARCH

TOP NEWS

Carolina Lawmakers Back Tax-Funded Track

Updated: Thursday, May. 6, 2004 - 9:39 PM

By STEVE HARTSOE
Associated Press Writer

RALEIGH, N.C. (AP) - State lawmakers want to spend millions of dollars to protect North Carolina's status as the hub of stock car racing.

They are pushing for a \$50 million test track and research complex in the Charlotte area that would allow drivers to remain close to home. Virtually all NASCAR teams are based in the area.

But the sanctioning body limits the number of times drivers can practice on a sanctioned track, such as Lowe's Motor Speedway outside Charlotte. Big time stock car racing is a \$1.5 billion industry that employs 10,000 people in the state, supporters said.

"This is an industry that a lot of states are really showing a lot of interest in right now," said House Co-Speaker Jim Black.

Gov. Mike Easley is proposing \$15 million be included in the 2004-05 budget for a North Carolina Motorsports Testing and Research Complex. Easley said the complex would link with the University of North Carolina-Charlotte's existing motorsports engineering program.

"The growth and popularity of motorsports has led to increased competition from other states in this sector," the governor said in a letter this week to a joint legislative committee on economic development. "We must invest now to ensure that this industry keeps its home in North Carolina."

In South Carolina, Clemson University is building a 400-acre **motorsports testing and research facility** that "promises to make South Carolina a hub of the nation's automotive and motorsports industry," according to a university Web site.


Heavy-hitters including BMW, Microsoft and Michelin North America are partnering with Clemson on the roughly \$140 million project. The campus will include a graduate engineering program, research and testing facilities, and other amenities.

Virginia also is working to boost auto racing in that state, said Humpy Wheeler, president of Lowe's Motor Speedway.

He said NASCAR has "nationalized" itself, leading to increased competition for the industry.

"North Carolina is not the center of NASCAR from a geographical standpoint like it originally was," he said.

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 - GEICO
 - Man About Town

Bob Madigan
National Security Report

Even so, about 300 race teams _ NASCAR and otherwise _ are located within 60 miles of Charlotte, and most are within 35 miles, he said.

Keeping Kids Connected
Novac

Wheeler said several counties around Charlotte could land the track. Acreage would likely be donated and supporters are looking for public money to build the complex.

Pentagon Report
ARINC

The complex would include four tracks and probably include Formula One and other racing entities, proponents said.

AFCEA Defense Technology Report

Racing teams say the most pressing need for North Carolina is to build a test track, according to Michael Almond, president and chief executive officer of the 16-county Charlotte Regional Partnership, an economic development group leading the track effort.

The Politics Program
Mark Plotkin

He added that the track could eventually wean itself off public financing.

Charity of the Month
Mattress Discounters

"We would like to make a pre-emptive move," Almond said. "We want to make sure we are doing everything possible to have the infrastructure so they stay here."

Ask the CHCO
Aon

Mike Schmaltz, a spokesman for Kentucky Speedway in Sparta, Ky., said NASCAR teams practice a few days a week at the 1 1/2-mile trioval, which opened five years ago.

Wellness Update
Whole Foods Market

Ultimately, they want them to race there, too.

"Oh, we'd love to see it come our direction," he said. "That's sort of been our hope since we opened."

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EXHIBIT
F



Posted on Wed, Jun. 16, 2004

Companies still vying for Georgetown Steel

An auction of the assets of Georgetown Steel Co. continued late Tuesday in a Columbia bankruptcy courtroom.

At least two other companies were in on the bidding, hoping to top the \$16 million initial bid by International Steel Group. Names of the bidders might be revealed Thursday. They were not named because they wanted to keep secret the details of offers to union members at the plant.

The steel plant closed in the fall of 2003. It could reopen this fall but with fewer workers than the 500-plus it had.

• Developer details donation to Clemson

GREENVILLE — Cliff Rosen, the Miami developer who worked with Clemson University to buy land for automotive research, said he donated \$20 million worth of real estate options in the deal.

Rosen said he sold and transferred options to buy a site for the university to build the International Center for Automotive Research to Clemson's real estate foundation at below market value.

Clemson reached a deal with Rosen in October to acquire land where it plans a graduate school of automotive engineering and a BMW research center focused on information technology.

Clemson officials said they do not know if Rosens' options add up to a \$20 million donation. The deal gives Clemson 250 of the 400 acres Rosen acquired on I-85.

• JPS stock jumps on higher profits

GREENVILLE — JPS Industries Inc. stock surged 33 percent Tuesday after the industrial products company reported higher sales and a quarterly profit.

The company said sales in the quarter ending May 1 rose 29 percent compared with the same quarter of 2003. An increase in sales for roofing products led to a quarterly profit, compared with a loss a year ago.

JPS stock closed at \$3.34 on Tuesday, up 83 cents.

JPS Industries Nasdaq: JPST

quarter May 2004 2003 Revenue \$38.2 million \$29.5 million

Net income \$900,000 (\$1.5 million)

Earnings per share \$0.09 (-0.17)

• Winn-Dixie prepares to sell 130 stores

Winn-Dixie Stores Inc. has hired help to sell 130 stores in a dozen states that include South Carolina.

The grocer hired Excess Space Retail Services Inc. and The Food Partners LLC of Washington, D.C., to sell the stores.

Winn-Dixie in April said it would close or sell 156 stores nationwide and shed 10,000 jobs. Eight of the company's 62 S.C. stores will be closed,

all in the Myrtle Beach area.

• **Industry, wildlife seminar is June 25**

The S.C. Wildlife Foundation, state Forestry Commission and Michelin are holding a seminar to show industry how to integrate wildlife needs into land management decisions.

The Wildlife and Industry Together seminar is from 10 a.m. to 3 p.m. June 25 at Michelin's Lexington facility, at 2400 Two Notch Road.

To register for the seminar, call the Wildlife Federation at (803) 256-0670 or send an e-mail to mail@scwf.org. The deadline is Monday.

From Staff and Wire Reports

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EXHIBIT
G



LOCAL/STATE

Friday, June 11, 2004

Man accused of cutting 2 people denied bail

A 43-year-old North Charleston man remains in jail after he was accused of cutting two people with a broken bottle during an argument Wednesday night.

Jesse James Alston has been charged with two counts of assault and battery with intent to kill. He was denied bail Thursday morning.

According to police, Alston used a broken bottle to cut a man and woman after an argument near Joppa Street escalated into a fight. Both victims were cut on their upper bodies.

Both were treated and released. Alston was captured a short time later.

Bishop England grad wins journalism award

Christian Miller, 34, a 1988 graduate of Bishop England High School and a former newspaper carrier for The Post and Courier, won the \$10,000 Livingston Award for his international reporting on "Colombia's Children of War," a series about children living through the civil war in Colombia.

Miller writes for the Los Angeles Times.

The Livingston Awards are limited to journalists under the age of 35, and are the largest all-media, general-reporting prizes in the country. The prizes were announced Tuesday in New York by Ken Auletta of the The New Yorker, Tom Brokaw of NBC News, Clarence Page of the Chicago Tribune and Ellen Goodman of The Boston Globe.

Officer accused of trying to sexually assault girl

COLUMBIA--An Orangeburg County school resource officer has been charged with trying to sexually assault a 15-year-old North High School student in April, state agents said.

Winston Leonard Jr., 36, picked up the girl at the high school and took her back to his house and touched her inappropriately, according to a warrant issued by the State Law Enforcement Division.

Orangeburg County Sheriff Larry Williams asked SLED to investigate his deputy.

Leonard was arrested Thursday and charged with second-degree assault with intent to commit criminal sexual conduct. The crime carries a sentence of up to 20 years in prison.

Man shot to death while running from attackers

SUMTER--A man trying to run away from two men who were beating him up has been shot to death, Police Chief Patty Patterson says.

Donald Tyrone Pettis Jr., 36, died shortly after the shooting Tuesday evening on a Sumter street, authorities said.

Pettis was jumped by two men who began hitting him with their fists. Pettis then jumped up and began running and calling for help, Patterson said.

Witnesses heard a gunshot, and Pettis fell, the chief said.

Investigators haven't determined a motive for the shooting or even if Pettis knew his attackers, Patterson said. Robin Dukes, 26, has been arrested and charged with murder, Patterson said. Police are seeking a second suspect.

Clemson still planning to build wind tunnel

GREENVILLE--Clemson University officials say they still intend to build a full-scale wind tunnel at the International Center for Automotive Research, even though they haven't received the \$50 million to pay for it.

Clemson officials had hoped the wind tunnel would be the research magnet that would draw the motorsports industry to the automotive center. The university planned to use the wind tunnel for its research and sell time in it to race teams and motorsports companies.

After talking with BMW Manufacturing Corp., however, Clemson turned its attention to a graduate school of automotive engineering coupled with a BMW research center focused on information technology. Clemson is poised to break ground on those facilities, but the wind tunnel has been put on the back burner.

Chris Przirembel, Clemson's vice president for research, said Clemson has been approached by three parties that could line up financing for the wind tunnel.

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Article published Mar 12, 2004

German auto representatives tour Upstate

Amanda Ridley
Business Writer

Representatives from eight German automotive firms toured the Upstate on Thursday to evaluate new investment opportunities for their companies. The 11-member group -- known as Forum Amerika -- is in the United States as part of its seventh annual Delegation of German Automotive Suppliers trip. At a breakfast meeting at the Spartanburg Marriott at Renaissance Park, the Upstate Alliance presented the group with an introduction to the region and its benefits and an overview of Clemson University's International Center for Automotive Research. Upstate development officials hope the presentation and tour showed why the Upstate should be home to new U.S. operations. "We want them to take an even deeper look at the Upstate to show them how now we can help them to be more successful," said Sam Konduros, president and chief executive officer of the Upstate Alliance, a marketing group that sells the 10-county region. Joerg H. Hohnloser, president and owner of Gartner+Klinger, said he wants to bring his Asperg-based firm to an area of the United States that features a collaborative effort between government, industry and academics. Throughout the day, the group toured BMW and several of its suppliers, including Draexlmaier and Bosch, met with ICAR developer Cliff Rosen and talked with leading German business leaders in the Upstate. Before arriving in the Upstate, the group spent the week at the Society of Automotive Engineers 2004 World Congress in Detroit, where the Upstate Alliance also held its third annual Upstate South Carolina Automotive and Motorsport Reception. Klaus Westerwelle, with the S.C. chapter of the German American Chamber of Commerce of Southern United States, said the German automotive companies could play major roles in the project. "This is extremely exciting because the new automotive center will have a huge impact on the area, and this group fits into that picture because of what they will be able to do here," he said. And ICAR will draw more business that can help to increase economic development in the Upstate. "This is about opportunity, opportunity, opportunity," said Carter Smith, chief executive officer of the Spartanburg County Economic Development Corp. "We want to get on their radar screen and continue to stay on their radar screen." Amanda Ridley can be reached at 562-7270 or amanda.ridley@shj.com.

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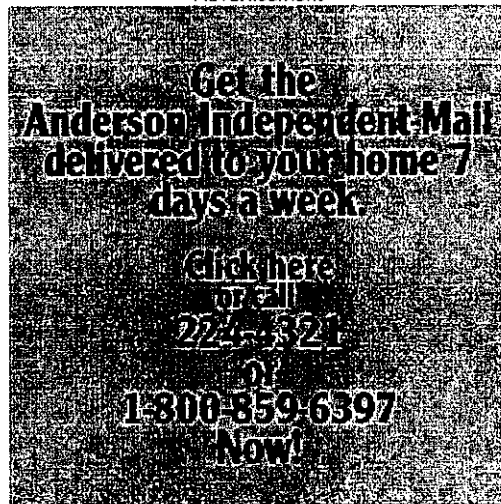
New BMW president to start next week

By **Stephanie Tracy**
Independent-Mail
July 1, 2004

GREER — A new president officially took the reins at BMW Manufacturing Co.'s North American operations Thursday in a routine management shift, though the company's fourth president was not expected to arrive until next week.

BMW spokeswoman Bunny Richardson said Clemens Schmitz-Justen was still traveling to his new home in the Upstate and was unavailable to comment on his new position.

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Mr. Schmitz-Justen replaced Helmut Leube who has held the position since 2000. Mr. Leube was reassigned to Munich as chief executive officer of the BMW Group factory.

Ms. Richardson said presidents serve an average of three years.

Mr. Schmitz-Justen, a 13-year-veteran of BMW, previously managed the Painted Body Division in the Research and Innovation Center of BMW in Munich. He earned a manufacturing engineering degree and a doctorate from Technical University of Aachen.

In the 12 years since it established a plant in the Upstate, BMW has pumped millions of dollars into the local economy, and created more than 4,300 jobs, according to an economic impact study conducted by the University of South Carolina Moore School of Business in May 2002 posted on the company's Web site.

The auto manufacturer has committed more than \$15 million to a partnership with Clemson University to establish the International Center for Automotive Research near Greenville. BMW also has plans for an 84,000-square-foot research development facility located on the campus.

Ms. Richardson said she did not know how the leadership change would affect BMW's relationship with the research campus, but said the new president will "put his mark on the plant."

ICAR Executive Director Bob Geolas said he was confident of continued support from BMW.

"BMW as an organization continues to be extraordinarily supportive," Mr. Geolas said. "Although I haven't met (Mr. Schmitz-Justen), every indication I get is that he shares the same enthusiasm."

Scheduled to open in 2004, the research park will house the university's Carroll A. Campbell Jr. Graduate Engineering Center as well as state-of-the-art research and development facilities.

Stephanie Tracy can be reached at (864) 260-1275 or by e-mail at tracysk@IndependentMail.com.

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Auto park, company collide over name

Clemson sues auto repair training center to keep ICAR acronym

By Andy Paras
STAFF WRITER
aparas@greenvillenews.com

Clemson University has fired the first shot in a legal battle to keep the brand name of its \$90 million automotive research project.

The university filed a lawsuit in U.S. District Court

school continues to use the acronym for the International Center for Automotive Research project.

An attorney for Inter-Industry Conference on Auto Collision Repair said he has not seen the suit and declined to comment.

The suit alleges that no one will confuse a company that trains auto repair mechanics with a project that will educate postgraduate students intent on shaping the cars of the future.

It also alleges that the Trademark Office has found that Clemson's brand did not present any likelihood of confusion with any previously registered marks, including the I-CAR brand.

The planned auto park will be anchored by a \$25 million graduate engineering research building that will house master's and doctorate programs in automotive engineering.

Other facilities include a \$50 million wind tunnel fa-

city and a \$15 million technology research facility in which BMW, IBM and Microsoft are participants, the suit says.

It alleges that it won't be confused with the Inter-Industry Conference on Auto Collision Repair, which offers courses that train auto body mechanics how to repair body damage.

Some courses are offered to South Carolina residents at the University of South Carolina, Greenville Tech

and several other schools, according to the lawsuit.

Though both offer education, the Clemson program focuses on postgraduates who are intent on creating innovative technologies that will shape the cars of the future, the suit says.

Cathy Sans, a Clemson spokeswoman, said the school attempted to negotiate a deal with the company up until filing the lawsuit. That deal would have re-

quired the school to use the word "Clemson" with any mention of the project.

She said Clemson filed the suit when the Illinois company announced its intent to sue.

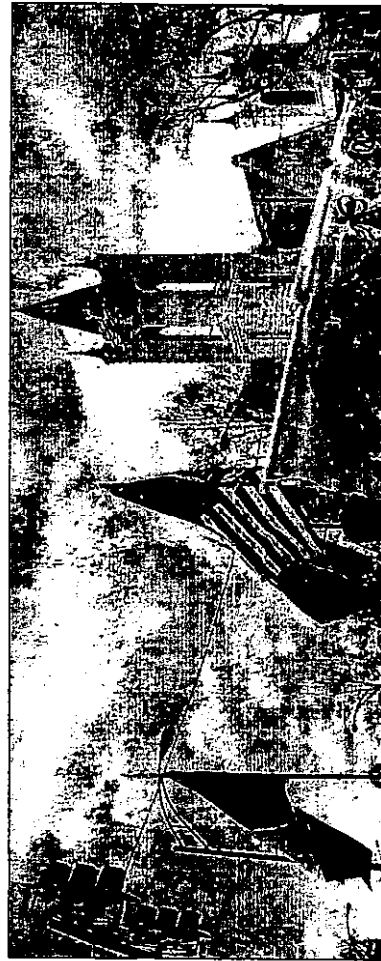
"We felt we had no other choice but to take this action to protect our interests," she said.

Andy Paras covers crime and courts. He can be reached at 298-4220.

Judge puts lid on sauce lawsuit

Court: Groceries had right to drop Bessinger product

St. Patrick's Day puts green in Greenville



City arsonists draped in haze of mystery

Residents still uneasy that no one charged in string of fires last year

By E. Richard Walton
STAFF WRITER
rwalton@greenvillenews.com
Anthony Blanton lives

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MICHELIN NORTH AMERICA INVESTS IN INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH

Tire Maker To Fund Chair and Conduct Research

GREENVILLE, S.C. (February 19, 2004) – Michelin North America, Inc. announced today that it will become a partner in the Clemson University International Center for Automotive Research, funding an endowed professorship and associated laboratory. Michelin also plans to use the center for some of its future automotive research.

Michelin North America will invest \$3 million over five years to endow a professorship in Vehicle Electronic Systems Integration and, along with the center, is pursuing state and other matching funds to increase the total endowment.

"This is an excellent investment for our business and provides significant opportunity for our customers and Clemson University," said Jim Micali, chairman and president of Michelin North America. "This is not only an investment in the future of tire technology, but the future of South Carolina as a leader in automotive technology development."

The endowed chair will promote accelerated improvement in electronics and the development of intelligent tire systems for automobiles and trucks, improving their overall performance and efficiency. In addition, Michelin plans to conduct research at the international center in partnership with automotive manufacturers and suppliers in a wide variety of areas, including the environment, automotive components, vehicle dynamics, automotive manufacturing and simulation of vehicle performance.

"The endowed chair could serve as a technology showcase to attract auto manufacturers to work closely with Michelin, allowing us to better integrate future innovations into new vehicles more quickly," said Terry Gettys, chief operating officer and president of Michelin Americas Research and Development Corporation (MARC).

Michelin pioneered the development of automotive research in the Upstate, establishing its MARC facility in Greenville in 1975. With numerous manufacturing, testing and other facilities, Michelin continues to build on nearly 30 years of innovation in South Carolina and in the Southeast region.

For more than 100 years, Michelin has been a leader in the development of new technologies aimed at improving sustainable mobility. Michelin has established itself as more than a tire company with an increased focus on improving mobility through the integration of vehicle systems and electronics. Today, Michelin is recognized as having an unmatched culture of engineering innovation, leadership and world-renowned quality standards. In addition to manufacturing tires for millions of vehicles around the world, Michelin has been at the forefront of some of the world's greatest technological achievements, including the space shuttle, the Concorde and the Segway Human Transporter. Combined, these qualities have made Michelin the most trusted tire brand in the marketplace.

By investing in the Clemson University International Center for Automotive Research, Michelin joins a growing list of automotive manufacturers and suppliers interested in establishing the Clemson research campus as one of the premier centers for automotive engineering, management and research. Through its endowment of the professorship, Michelin will also play a key role in the future of the graduate engineering center by participating on its proposed advisory board.

"Michelin's decision to join us in this collaborative initiative will bring a new element to Clemson's graduate engineering program in automotive research," said Clemson University President James F. Barker. "This is a direct investment and statement of confidence in the quality academic education Clemson provides."

Working in conjunction with South Carolina-based Clemson University, supporters of the center hope to make it a world-class graduate automotive engineering program that would provide core facilities for automotive and motorsports research. Such a center could easily position the research campus as one of the most influential interfaces between automotive industry manufacturers and a premier academic institution.

"We are looking to establish a world-class automotive research cluster here in Upstate South Carolina and Michelin's contribution to that effort is a significant step forward," said Governor Mark

Santford. "I am excited to see how quickly this park is coming together. It is an important component of our administration's efforts to bring jobs, higher income levels and a better quality of life to South Carolina."

The new center is being built on 400 acres of property that fronts Interstate 85 halfway between Charlotte, N.C. and Atlanta, Ga., a corridor that is home to two-thirds of the nation's motorsports racing teams. To date, there are more than 200 automotive-related businesses and an additional 114 industry suppliers located in South Carolina.

"The fact that Michelin intends to have a presence at the International Center for Automotive Research really says a lot about the future of the Upstate as an automotive hub," said S.C. Commerce Secretary Bob Faith. "Michelin knows that in the coming decades, many of the innovations in the auto industry will be happening right here and we are excited that they have chosen to be a part of the action."

Michelin manufactures and sells tires for every type of vehicle, including airplanes, automobiles, bicycles, earthmovers, farm equipment, heavy-duty trucks, motorcycles and the space shuttle. The company also publishes travel guides, maps and atlases covering Europe, Asia, Africa and North America. Headquartered in Greenville, S.C., Michelin North America Inc. (www.michelin.com) employs 24,290 and operates 21 plants in 17 locations.

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Clemson University International Center for Automotive Research Campus

In an effort to make Upstate South Carolina even more influential in the automotive industry, BMW Manufacturing has joined forces with Clemson University and the State of South Carolina to develop the Clemson University International Center for Automotive Research. The campus will be the premier global automotive and motorsports research and educational center. Its objectives are to:

- Foster innovation and develop technologies for the benefit of manufacturers, suppliers and consumers worldwide
- Provide an unmatched academic experience
- Create high-paying jobs.

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Overview

- [Clemson University International Center for Automotive Research - Past to Present](#)
- [What Makes the Campus Different](#)

The Campus - Past to Present

Contrary to popular belief, Clemson University's International Center for Automotive Research campus was not an idea that was born overnight, but a natural, evolutionary process. For more than 15 years Clemson has provided an undergraduate, automotive curriculum for its students. As interest in its undergraduate classes grew – as well as the automotive private sector base in South Carolina – Clemson recognized the need for a graduate school.

Over the last three years, a team of partners that included Clemson University, BMW Manufacturing, Greenville business and government leaders and Cliff Rosen, CEO of Rosen Associates explored multiple concepts for an automotive research park. This group visited other research parks in the area, such as Centennial Research Park in Raleigh, N.C., to help develop its concept.

The group then partnered with state and local government to announce the creation of the campus, which includes the Carroll A. Campbell Jr. Graduate Engineering Center and private sector research centers. The partnership has grown recently with the addition of Microsoft, IBM and Michelin, which will have locations on the new campus. The campus has moved one step closer to opening its doors with the hiring of Bob Geolas as director of the campus. Currently, teams from the Clemson University faculty, BMW Manufacturing and Michelin are developing curriculums to be used in masters and doctoral programs in automotive engineering.

"We are doing something new and different and taking it to the next level. This is truly unique," said Geolas. "All across the country, the world even, you are seeing research universities develop these parks. Most are business parks but not this one. The difference is that the central focus of [the campus] is academic."

What Makes the Campus Different

The campus follows an original business model that makes it distinctive among research parks. Two major differences separate the campus from other research parks:

- The campus is academically driven. Most research parks are driven by the private sector.
- The campus represents the first of partnerships to tie together the state's research universities, Clemson University, the University of South Carolina and the Medical University of South Carolina, with business and government to improve the state's business climate.

BMW Manufacturing believes that innovation comes through integration. Two ways that BMW Manufacturing will integrate with the campus is through its Analysis Center and Development Center/Testing Facility that are located on the BMW Manufacturing grounds.

What also makes the campus unique is that the mechanical, electrical and computer engineering curriculums will be integrated and taught by both educators and private-sector engineers. Faculty members will be just as involved in the research as students, and engineers from BMW and Michelin will teach in the graduate school. This will help shape and prepare students and faculty, as well as keep faculty in touch with what is actually happening in the automotive manufacturing companies and with suppliers. Research and development will be based on real-time problems, not 'made up' scenarios. This positively impacts both students and companies, and leads to innovative results.

"It is giving our students an opportunity others don't have," said Clemson President Jim Barker. "It's a different kind of education, having engineers from BMW and Michelin teaching you."

"This project has moved the university to a whole new plateau," said Clemson Vice President of Research Chris Przirembel. "The project continues to gain substantial momentum at national and international levels."

The campus is a perfect blend of academic and corporate research, and public and private sector business working together with government officials.

"When a group of smart people work together, big things happen," said S.C. Governor Mark Sanford. "This is an excellent example of what we can accomplish when we take a team approach on the economic development front."

It is important to note that without our partners and the vision and support of our state legislators, the campus wouldn't have culminated. Two bills passed by the S.C. General Assembly provided key support – the Research Centers of Excellence Act and the State General Obligation Economic Development Bond Act.

BMW pledged \$10 million to Clemson to endow professorships in the graduate automotive engineering program and under the Research Centers of Excellence Act; the state of South Carolina matched the pledge, generating \$20 million for the school. As part of the state's incentives to BMW for investing an additional \$400 million in its South Carolina operations and adding 400 new jobs, the state provided \$40 million to equip the Carroll A. Campbell Jr. Graduate Engineering Center and build BMW's Information Technology Research Center.

"Innovators lead," said Dr. Helmut Leube, BMW Manufacturing Co. president. "We see this project as a catalyst for other research universities."

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Key Facts

The Clemson University International Center for Automotive Research campus will be the home of a new graduate engineering education center, distinctive research and development facilities, testing facilities, and private industry Research & Development operations that will help support the region's growing automotive industry cluster. Here are some quick facts:

- Graduate School is named for former Governor Carroll A. Campbell, Jr. who recruited BMW to South Carolina
- 10 faculty members and 50 graduate students
- BMW will be first non-academic tenant with its Information Technology Research Center. The \$15 million facility will be owned by Clemson and leased by BMW.
- IBM, Michelin and Microsoft have signed on as corporate partners
- The campus is located on 400 acres adjacent to Interstate 85 in Greenville
- Project has attracted commitments of more than \$112 million in public and private funding:
 - Land - \$7 million (including \$1.5 million from State); \$14 million (anticipated)
 - Infrastructure - \$14 million
 - Buildings - \$40 million (\$15 million for I.T.R.C.; \$25 million for C.G.E.C)
 - Faculty - \$31 million; \$5 million (anticipated)
 - IBM - \$1.1 million
 - Total - \$112.1 million

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Economic Impact

The South Carolina Competitiveness Initiative identifies automotives as one of the state's most promising industrial sectors and recommends that the automotive cluster "establish itself as a leader in Research & Development..." by providing advanced engineering education and close linkage of academic and private sector Research & Development. The Clemson project will directly support this economic development objective.

The 400-acre Clemson University International Center for Automotive Research campus is located at the midpoint of the Charlotte-to-Atlanta I-85 corridor, which is home to hundreds of automotive industries and suppliers and two-thirds of the nation's racing teams.

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Charlotte Observer, The (NC)

June 16, 2004

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Column: Around the State

AROUND THE STATE ASSOCIATED PRESS

Developer says he gave **Clemson** financial aid

REAL ESTATE DEAL The developer who worked with **Clemson** University to buy land to build a center for automotive research says he donated \$20 million worth of real estate options in the deal.

Cliff Rosen said he sold and transferred options to buy a site for the university to build the **International Center for Automotive Research** to **Clemson's** real estate foundation at below market value.

Clemson reached a deal with Rosen in October to acquire land where it plans a graduate school of automotive engineering and a BMW research center focused on information technology.

Clemson officials said they do not know whether the real estate options Rosen gave amounts to a \$20 million donation. "The value of these transactions and other details remain to be determined," **Clemson** spokeswoman Cathy Sams said in a statement.

The deal gives **Clemson** about 250 acres of the total 400 Rosen acquired along Interstate 85 from the estate of the late Greenville industrialist John Hollingsworth.

The real estate foundation has paid nearly \$7 million for 103 acres.

National center for tourism research is set for USC

SLOAN FOUNDATION The University of South Carolina will be the new site for a national center for tourism research, university officials said Monday.

The Alfred P. Sloan Foundation is establishing its 23rd Center for Industry Studies at USC with

\$400,000 in seed money. The university will join M.I.T., Harvard, Wharton and Carnegie Mellon with Sloan Foundation sites.

The center will be a partnership between USC's College of Hospitality, Retail and Sport Management and Moore School of Business. The university must match the \$400,000 and raise the remainder of the money for the center.

The center will start with 14 faculty members, who will research multinational hotel corporations based in the United States.

Joel Smith, dean of the Moore School of Business, said the center will bring a national focus to the tourism industry.

"Now a program with national reach is needed to address concerns about national security, technology, economic impacts and more," Smith said.

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WIND TUNNEL STILL IN PLAN, DESPITE LACK OF FUNDING EFFORT ON BACK BURNER AS AUTOMOTIVE RESEARCH CENTER TAKES NEW TURN ASSOCIATED PRESS

Clemson University officials say they still intend to build a full-scale wind tunnel at the **International Center for Automotive Research**, even though they haven't received the \$50 million to pay for it.

Clemson officials had hoped the wind tunnel would be the research magnet that would draw the motorsports industry to the automotive center. The university planned to use the wind tunnel for its own research and sell time in it to race teams and motorsports companies.

After talking with BMW Manufacturing Corp., however, **Clemson** turned its attention to a graduate school of automotive engineering coupled with a BMW research center focused on information technology.

Clemson is poised to break ground on those facilities, but the wind tunnel has been put on the back burner.

Chris Prziembel, **Clemson's** vice president for research, said he hopes that won't be the case for much longer. He said **Clemson** has been approached by three private parties that could line up financing for the wind tunnel. He wouldn't name the parties or provide details.

Clemson's long-term plans for the automotive center also include research laboratories focusing on electronics systems, safety and crash-worthiness, fuel economy and alternative fuels.

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Charlotte Observer, The (NC)

March 30, 2004

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N.C. STATE OFFICIAL TAKES REINS AT CLEMSON VENTURE

GEOLAS WILL RECRUIT AUTOMOTIVE AND MOTOR SPORTS INDUSTRY
RESEARCH

PAMELA HAMILTON, ASSOCIATED PRESS

When Bob Geolas told his wife he was interested in heading **Clemson** University's new automotive research campus, she told him she didn't think he could change a flat tire.

Luckily, he won't have to change any tires when he starts his job Thursday as director of the university's **International Center for Automotive Research**, a 400-acre research campus planned along Interstate 85 in Greenville, S.C., about 100 miles southwest of Charlotte.

But Geolas has been reading up on the automotive industry - knowledge he'll find useful for his new job. He also has closed on a house in Greenville and he, wife, Mary Miller, and their two daughters are packing up for the move from Raleigh.

Geolas, who became the automotive campus' first permanent hire two months ago, will be responsible for managing the facility and recruiting additional partners from the automotive and motor sports industries to do research there. He will be paid a base salary of \$135,000, with a \$20,000 supplement from the **Clemson Real Estate Foundation**.

The 39-year-old is leaving N.C. State's Centennial Campus, which he helped build into a premier private-public research campus over the past 10 years. At **Clemson**, he will get in on the ground floor of the project.

"That's the exciting part to me," Geolas said. "The thing that drew me into this was the opportunity not to duplicate this into Centennial. I hope we create the next generation of research campuses."

What gives **Clemson's** automotive park the potential to be unique are the focus of its program and the Upstate's already developed interest in the automotive industry, Geolas said. The combination gives the campus the chance to improve the Upstate economy by using its partnerships to create jobs and spur investment, he said.

It could take years before the **Clemson** center reaches its full potential, said Geolas, who noted that some questioned the value of Centennial Campus 10 years ago.

Now, more than 60 private and government organizations conduct research at the Raleigh facility totaling \$54.5 million and work with university research scientists, professors and students at the 1,334-acre campus.

"It's impossible to put a timeline on the real success of these projects," Geolas said. "These things just don't happen overnight."

Much of Centennial's growth occurred while Geolas was leading the campus, said Vice Chancellor Stephen Jones, whose office oversees the research campus.

"He oversaw Centennial during a period of really unprecedented growth," Jones said. "**Clemson** is fortunate to have been able to attract him. Our loss is really that university's gain."

Geolas' new and old bosses point to the same strengths when describing what makes him successful: his ability to work with people, from faculty members to company executives to government officials.

Clemson officials first met Geolas while at Centennial Campus during a series of visits to research campuses, said Chris Przirembel, vice president for research. In the university's search for a research director, Geolas rose to the top.

Geolas, who plans to have a staff of two or three, said first goals are to come up with a master design for the campus and a clear message that he can take to potential partners.

Already, the campus has pledges from several companies, including BMW Manufacturing, Michelin North America and Microsoft.

BMW plans a \$15 million Information and Technology Research Center where scientists will study the manufacturing and development of BMW cars. BMW also pledged \$10 million to endow the graduate engineering center. Construction on both the graduate center and technology center is expected to begin this year and be completed in early 2006.

The first class of students is expected to start in fall 2006. **Clemson** plans to accept about 50 students for the first year and plans to hire 10 new faculty members for the graduate program.

Mechanical engineering Chairman Imtiaz Haque, who is planning the curriculum, said his office gets about 10 inquiries each week.

"We're getting a lot of interest on this program," Haque said. "There's even interest from high school students who are calling to say 'What courses should I take to be able to get into this program?'"

Illustration:PHOTO:3

1. MARY ANN CHASTAIN - ASSOCIATED PRESS PHOTO. Earth movers work on the main entrance to **Clemson** University's automotive research park in Greenville, S.C. The first graduate students will be admitted in fall 2006.; 2. Some of the 400 acres of land is cleared as **Clemson** University gets started on its new **International Center for Automotive Research** near Interstate 85. The university's research center and BMW's Information and Technology research center will be completed in early 2006. 3.Geolas

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State, The (Columbia, SC)

July 18, 2004

Section: BUSINESS

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Column:C. GRANT JACKSON

RURAL AREAS WANT A ROLE IN CLUSTERS

C. GRANT JACKSON, Business Editor

If South Carolina is going to build its economic strategy around industry clusters, it must find a way to involve the state's rural areas.

That will be a key in getting legislative help, says the former co-chief of staff to Gov. Mark Sanford.

"There is a very real perception among legislators that the whole cluster concept is designed to benefit urban areas," Tom Davis said at last week's annual summit of the S.C. Technical College System.

The technical college system is looking at how it can support the state's shift to a cluster-based economic development strategy.

The S.C. Department of Commerce, working with the newly formed S.C. Council on Competitiveness, is formulating an economic development strategy based on the concept of industry clusters. Clusters focus on meeting the collective needs of an industry - such as tourism or automotive - rather than the needs of a single business.

Many rural lawmakers feel their areas could be left out of the cluster concept, Davis said.

The feeling is that clusters will be built on the momentum generated by the state's research universities, Davis said.

As an example, two of the state's largest manufacturers, BMW and Michelin, have partnered with **Clemson University** to create the **International Center for Automotive Research**.

"A lot of the rural legislators feel like they get left out of the mix in that particular equation. If you

go to a Barnwell or you go to an Allendale, there is not real momentum on which you can build and develop clusters," Davis said.

Davis cautioned that because a single rural lawmaker can block critical legislation - especially in the Senate - rural areas must have a place in the development of industry clusters.

Davis and other government and business leaders appeared on a panel to discuss the state's shift to cluster-based economic development.

"Tom Davis is exactly right," said Jim Morris, former chief of staff of the S.C. Commerce Department and moderator of the panel discussion.

"If a county is not within 50 miles of a research university, they don't think there is anything here for them. That has to be addressed," Morris said.

Ed Sellers, co-chairman of the S.C. Council on Competitiveness, said a special task force is working on the problem of the state's "distressed areas."

The issue is not clustering, Sellers said, but rather increasing the per-capita income, or total wealth of all South Carolinians. The state's per-capita income is now about 82 percent of the national average.

The state cannot change that number significantly, Sellers said, unless it addresses the poverty of about a third of the state, many of whom live in rural areas.

One way to do that may be to develop rural clusters in agriculture.

South Carolina has no effort to brand or market its annual peach crop, Sellers said. But the state ranks second nationally in peach production behind California but ahead of neighboring Georgia, known as "the Peach State."

A technical college in the state's peach-growing region might be able to help change that.

Researcher Stuart Rosenfeld told the summit participants that the state's 16 technical colleges need to be aligned with the clusters that develop.

"The key to success is enabling the colleges to focus on areas of strength based on cluster demands, and then share that information with other colleges to meet local needs."

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State, The (Columbia, SC)

June 16, 2004

Section: EDITORIAL

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Page: A10

DEMINT WILL MAKE S.C. GLOBAL PLAYER

For South Carolina to have a vibrant economy in the future, business in our state has to be highly productive so that we are globally competitive. In the past several decades, we have very successfully recruited large branch manufacturers to the state.

South Carolina is No. 2 in the country in international investment. In the future, we must leverage these relationships and our research universities to attract the more innovative and productive sectors of major international companies here.

The **Clemson International Center for Automotive Research** is a great example of leveraging South Carolina's relationship with an international company to attract the BMW Information Technology Research Center. The center is also partnering with S.C. technical colleges because 70 percent of the jobs created will be highly skilled technical jobs. This model can be repeated all across South Carolina.

The globalization of the world's economy has threats and opportunities for South Carolina. We must have a U.S. senator who understands how to help us be successful globally, not by being cheap, but by being the best in the world and making sure that the benefits are shared broadly by all South Carolinians.

The choice is now clear, and the U.S. senator that South Carolina needs is Jim DeMint.

JOHN WARNER

Greer

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State, The (Columbia, SC)

June 16, 2004

Section: BUSINESS

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Page: B7

BUSINESS BRIEFS

Companies still vying for Georgetown Steel

An auction of the assets of Georgetown Steel Co. continued late Tuesday in a Columbia bankruptcy courtroom.

At least two other companies were in on the bidding, hoping to top the \$16 million initial bid by International Steel Group. Names of the bidders might be revealed Thursday. They were not named because they wanted to keep secret the details of offers to union members at the plant.

The steel plant closed in the fall of 2003. It could reopen this fall but with fewer workers than the 500-plus it had.

Developer details donation to Clemson

GREENVILLE - Cliff Rosen, the Miami developer who worked with Clemson University to buy land for automotive research, said he donated \$20 million worth of real estate options in the deal.

Rosen said he sold and transferred options to buy a site for the university to build the International Center for Automotive Research to Clemson's real estate foundation at below market value.

Clemson reached a deal with Rosen in October to acquire land where it plans a graduate school of automotive engineering and a BMW research center focused on information technology.

Clemson officials said they do not know if Rosens' options add up to a \$20 million donation. The deal gives Clemson 250 of the 400 acres Rosen acquired on I-85.

JPS stock jumps on higher profits

GREENVILLE - JPS Industries Inc. stock surged 33 percent Tuesday after the industrial products

company reported higher sales and a quarterly profit.

The company said sales in the quarter ending May 1 rose 29 percent compared with the same quarter of 2003. An increase in sales for roofing products led to a quarterly profit, compared with a loss a year ago.

JPS stock closed at \$3.34 on Tuesday, up 83 cents.

JPS Industries Nasdaq: JPST

2nd quarter May 2004 2003

Revenue \$38.2 million \$29.5 million

Net income \$900,000 (\$1.5 million)

Earnings per share \$0.09 (-0.17)

Winn-Dixie prepares to sell 130 stores

Winn-Dixie Stores Inc. has hired help to sell 130 stores in a dozen states that include South Carolina.

The grocer hired Excess Space Retail Services Inc. and The Food Partners LLC of Washington, D.C., to sell the stores.

Winn-Dixie in April said it would close or sell 156 stores nationwide and shed 10,000 jobs. Eight of the company's 62 S.C. stores will be closed, all in the Myrtle Beach area.

Industry, wildlife seminar is June 25

The S.C. Wildlife Foundation, state Forestry Commission and Michelin are holding a seminar to show industry how to integrate wildlife needs into land management decisions.

The Wildlife and Industry Together seminar is from 10 a.m. to 3 p.m. June 25 at Michelin's Lexington facility, at 2400 Two Notch Road.

To register for the seminar, call the Wildlife Federation at (803) 256-0670 or send an e-mail to mail@scwf.org. The deadline is Monday.

In other news:

* DuPont Fuel Cells has become the latest organization to join USC's research center for fuel cells.

* Patricia B. Porter has been named to the board of the Hospitality Association of South Carolina. She is president of Porter, Wellons, and Pierce Hospitality Group, which has seven Carolina hotels.

From Staff and Wire Reports

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State, The (Columbia, SC)

June 12, 2004

Section: BUSINESS

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Page: B4

BUSINESS BRIEFS

Firm sues attorney general for \$1 billion

An investment company has sued the S.C. attorney general's office for \$1 billion.

Tax Lien Agents Inc. said the agency cost it \$50 million by ordering it to stop purchasing tax liens to sell to investors. The company wants that money back and wants a jury to punish the attorney general's office by awarding the firm \$1 billion in punitive damages.

A spokesman for Attorney General Henry McMaster, who was acting in his capacity as the state's securities commissioner, says he still thinks Tax Lien Agents is a securities investment under state law and must be registered. "This lawsuit is quite ridiculous," spokesman Trey Walker said.

Tax Lien Agents owner Ned Majors has said neither the federal government nor the state of Georgia classify him as a security.

The company was sued by an investor for breaking a contract and in turn sued the office, McMaster, assistant attorney general Tracy Meyers and other unnamed lawyers and staff in the attorney general's office.

Groups try to lure German auto firms

ANDERSON - Economic developers, private-business executives, Clemson University administrators and state officials will travel to Germany next week to recruit foreign automotive companies.

Between June 16-24, a 31-member delegation will converge on Germany's high-tech automotive sector to promote the Upstate.

Upstate Alliance board chairman Charles Dalton said he expects Pickens and Oconee counties

will be in the next wave of development opportunities as **Clemson's International Center for Automotive Research** gets under way.

Economic developers plan to push the advantages the automotive research center will offer companies in the automotive industry, from development to marketing.

United confident bankruptcy will pass

CHICAGO - United Airlines expects to emerge from bankruptcy by year's end even if its pending application for a \$1.6 billion federal loan guarantee is rejected, CEO Glenn Tilton said Friday.

Cash-crunched United thinks it qualifies for and urgently needs the government backing, which the Air Transportation Stabilization Board is expected to rule on soon. But Tilton said the carrier's 18-month restructuring has left it on solid enough footing to finish the reorganization regardless of the verdict.

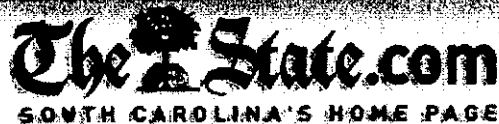
United is targeting fall for its exit from Chapter 11, though that timing could be in jeopardy if the company does not receive the long-sought loan guarantee.

Dollar surges against foreign currencies

The U.S. dollar rallied to two-week highs against many European currencies Friday, buoyed by recent comments on inflation from the Federal Reserve. Major international stock indexes closed lower as the U.S. markets closed in honor of former President Reagan.

With the Fed promising to tackle inflation, buyers regained confidence in the dollar, sending it to its highest level in two weeks against the euro, the Swiss franc and British pound.

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State, The (Columbia, SC)

June 11, 2004

Section: BUSINESS

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Page: D1

BUSINESS BRIEFS

State seeks new bids on voting machines

Voting machine companies are getting a second chance to bid on work with the state.

Companies were asked this week to prepare proposals while the status of a \$32.4 million contract for installing new voting machines around the state is decided.

Companies will have until July 9 to respond, and the contract would be awarded on Aug. 2, a state official said Thursday.

In an appeal of the initial contract award, the state's chief procurement officer for technology ruled that Election Systems and Software failed to respond properly to a bid requirement that pricing be given for each year of a seven-year contract. Mike Spicer also ruled the state should put the contract up for rebid.

Spicer's decision is being appealed, but the state wanted to solicit new proposals to save time if Spicer's ruling stands, said Mike Sponhour, spokesman for the state Budget and Control Board said. If Spicer's decision is overturned, the new bids won't be used, Sponhour said.

Wind tunnel delayed at Clemson facility

GREENVILLE - Clemson University officials say they still intend to build a full-scale wind tunnel at the International Center for Automotive Research, even though they haven't received the \$50 million to pay for it.

Clemson officials had hoped the wind tunnel would be the research magnet that would draw the motorsports industry to the automotive center. The university planned to use the wind tunnel for its own research and sell time in it to race teams and motor sports companies.

After talking with BMW Manufacturing Corp., however, Clemson turned its attention to a

graduate school of automotive engineering coupled with a BMW research center focused on information technology.

Clemson is poised to break ground on those facilities, but the wind tunnel has been put on the back burner.

Chris Przirembel, **Clemson's** vice president for research, said he hopes that won't be the case for much longer. He said **Clemson** has been approached by three private parties that could line up financing for the wind tunnel. He wouldn't name the parties or provide details.

Clemson's long-term plans for the automotive center also include research laboratories focusing on electronics systems, safety and crash-worthiness, fuel economy and alternative fuels.

State having sale on surplus equipment

The state's Surplus Property Warehouse will hold a half-off sale Saturday. Desks, chairs, file cabinets, industrial tools and other items will be available.

The event will be held from 8:30 a.m. to 12:30 p.m. at the warehouse, 1441 Boston Ave., West Columbia. Minimum purchase requirement is \$10.

For information, call (803) 896-6880 or visit www.scsurplusproperty.com.

In other news

* Charles Potok, president of Companion Property & Casualty Insurance Group, has been elected to the NCCI Holdings Inc. board of directors for 2004-05. NCCI is a shared-services organization serving the workers' compensation industry. Columbia-based Companion is a subsidiary of BlueCross BlueShield of South Carolina.

* Construction has begun on Charleston International Airport's new 1,200-space parking garage. The project is expected to be completed in 18 months.

* Dr. W. Dean Banks of Florence has been elected president of the S.C. Chiropractic Association for 2004-05.

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Posted on Wed, May. 12, 2004

Welsh group will visit S.C.

By C. GRANT JACKSON
Business Editor

An automotive trade mission from Wales will visit the Carolinas in November to meet with companies in the Upstate, Midlands and Charlotte.

The representatives of 10 to 12 small Welsh companies also will hear presentations on the automotive industry and other sectors, said Gus Noble, a vice president for Wales Trade International, a government agency that promotes overseas trade.

In the Upstate, the group will be hosted by Clemson's International Center for Automotive Research and the Upstate Alliance

The city of Columbia and the Midlands International Trade Association will host the mission here.

In Columbia, the mission is likely to be expanded to include businesses involved in life sciences. Wales has a strong medical device industry, Noble said.

Wales Trade International is the Midlands International Trade Association's partner in promoting trade between South Carolina and the United Kingdom and Europe.

The groups formed an alliance after Wales Trade International hosted a MITA trade mission to Cardiff, Wales, in 2002.

Columbia-based Global Consulting & Affiliates represents Wales Trade International in the Southeast and the Mid-Atlantic states. The group is helping set up the Nov. 8-12 trade mission.

Noble said he sees South Carolina as a target area for Welsh companies focusing on areas like automotive and life sciences.

The Wales automotive sector has 200 companies employing more than 25,000 people supplying components and services related to the sector, according to Wales Trade International.

Investment in Wales by international companies such as Ford and Bosch has encouraged the development of the domestic Welsh automotive industry. Welsh officials say it is now possible to build a compete car with components and assemblies from their country.

The sector generates about \$1.8 billion worth of exports annually, mainly to markets in the European Union and the United States.

Most of the Welsh automotive companies are small and focus on developing innovative technology, Noble said. Welsh universities are encouraged to participate with businesses in the sector in commercializing research, he said.

One area of particular focus is telematics, which are systems like OnStar that allow your car to communicate with a service center.

Welsh representatives got a taste of the Upstate in March at the Society of Automotive Engineers 2004 World Congress in Detroit, Noble said.

The Upstate Alliance hosted a South Carolina Automotive and Motorsport reception during a three-day targeted marketing mission. The annual engineering meeting is recognized as the world's largest automotive supplier show.

The Welsh mission is expected to spend a couple of days in the Upstate. The mission will be housed at Clemson's Madren Center. Delegates will get a briefing on the development of Clemson's International Center for Automotive Research. They also will have the opportunity to meet with Upstate automotive executives.

The mission's visit to Charlotte will center on that region's NASCAR industry.

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State, The (Columbia, SC)

May 7, 2004

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Memo:FASTLANE

NOTES: N.C. CONSIDERING \$50M TEST TRACK

The Associated Press

State lawmakers want to spend millions of dollars to protect North Carolina's status as the hub of stock car racing.

They are pushing for a \$50 million test track and research complex in the Charlotte area that would allow drivers to remain close to home. Virtually all NASCAR the teams are based in the area.

But the sanctioning body limits the number of times drivers can practice on a sanctioned track, such as Lowe's Motor Speedway outside Charlotte. Big time stock car racing is a \$1.5 billion industry that employs 10,000 people in the state, supporters said.

"This is an industry that a lot of states are really showing a lot of interest in right now," said House Co-Speaker Jim Black.

Gov. Mike Easley is proposing \$15 million be included in the 2004-05 budget for a North Carolina Motorsports Testing and Research Complex. Easley said the complex would link with the University of North Carolina-Charlotte's existing motorsports engineering program.

"The growth and popularity of motorsports has led to increased competition from other states in this sector," the governor said in a letter this week to a joint legislative committee on economic development. "We must invest now to ensure that this industry keeps its home in North Carolina."

In South Carolina, Clemson University is building a 400-acre **International Center for Automotive Research** that "promises to make South Carolina a hub of the nation's automotive and motorsports industry," according to a university Web site.

Heavy-hitters including BMW, Microsoft and Michelin North America are partnering with

Clemson on the roughly \$140 million project. The campus will include a graduate engineering program, research and testing facilities, and other amenities.

Virginia also is working to boost auto racing in that state, said Humpy Wheeler, president of Lowe's Motor Speedway.

He said NASCAR has "nationalized" itself, leading to increased competition for the industry.

"North Carolina is not the center of NASCAR from a geographical standpoint like it originally was," he said.

Even so, about 300 race teams - NASCAR and otherwise - are located within 60 miles of Charlotte, and most are within 35 miles, he said.

Wheeler said several counties around Charlotte could land the track. Acreage would likely be donated and supporters are looking for public money to build the complex.

The complex would include four tracks and probably include Formula One and other racing entities, proponents said.

Racing teams say the most pressing need for North Carolina is to build a test track, according to Michael Almond, president and chief executive officer of the 16-county Charlotte Regional Partnership, an economic development group leading the track effort.

He added that the track could eventually wean itself off public financing.

"We would like to make a pre-emptive move," Almond said. "We want to make sure we are doing everything possible to have the infrastructure so they stay here."

Mike Schmaltz, a spokesman for Kentucky Speedway in Sparta, Ky., said NASCAR teams practice a few days a week at the 1 1/2-mile trioval, which opened five years ago.

Ultimately, they want them to race there, too.

"Oh, we'd love to see it come our direction," he said. "That's sort of been our hope since we opened."

Illustration:PHOTO: BW

Easley

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April 5, 2004

Section: COLUMBIA BUSINESS JOURNAL

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Column:C. GRANT JACKSON

TRADING IDEAS ON TRADING TO SOUTH AMERICA

C. GRANT JACKSON, Business Editor

If you are doing business in Central America or considering it, you might want to take advantage of two upcoming programs on the Central America Free Trade Agreement.

Under CAFTA, the United States has reached agreements to phase out tariffs and trade barriers with El Salvador, Guatemala, Honduras, Nicaragua and Costa Rica during the next decade. The United States is working on agreements with the Dominican Republic.

Also, the United States has said it intends to begin free-trade negotiations with Panama, Colombia, Peru, Bolivia and Ecuador.

A CAFTA workshop will be held from noon to 4 p.m. April 14, in the S.C. Department of Commerce Presentation Center. That is on the 15th floor of the SouthTrust Building in downtown Columbia. Cost is \$25, which covers lunch.

Workshop sponsors are the Columbia U.S. Export Assistance Center, S.C. Department of Commerce and S.C. District Export Council.

For more information or to register, call the center at (803) 765-5345. Registration deadline is April 12.

You also can attend an informal breakfast meeting on CAFTA on April 15. The discussion on the implications for South Carolina businesses will be 8-9:30 a.m. at the Capital City Club.

Mitch Larsen, senior commercial officer for the U.S. Commercial Service, Guatemala, and Kevin Ellis, director of compliance staff, Trade Compliance Center, Washington, will lead the question-and-answer session.

Breakfast sponsors are the Midlands International Trade Association, the S.C. District Export Council and The LPA Group.

To register, call (803) 356-8964 by April 12. Cost is \$15.

WORLD TRADE LUNCHEON

The S.C. World Trade Center will hold its first-ever business luncheon in Columbia on April 27.

Chris Prizembel, vice president for research at **Clemson University**, will speak on the new **International Center for Automotive Research** and its potential impact for international trade in South Carolina.

This is a repeat of a World Trade Center luncheon held in Greenville in March. The program was so well received that center officials decided to do it again in Columbia.

Cost of the luncheon at the Capital City Club is \$21 for World Trade Center members, \$25 for non-members and \$27 at the door.

To make a reservation, contact Patty Parks by e-mail at pkparks@scwtc.org, or call (843) 577-4080; or fax (843) 577-6003.

Event sponsors are BellSouth, the S.C. Export Consortium, the Midlands International Trade Association and the World Affairs Council.

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State, The (Columbia, SC)

March 21, 2004

Section: FRONT

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Page: A1

COST CUTS THREATEN S.C. AUTO JOBS - EXPERTS WARN INDUSTRY'S GROWTH WILL BE FLAT AT BEST

JIM DuPLESSIS
Staff Writer

South Carolina is chasing automotive manufacturing jobs even as the industry's work force is slipping away from the United States.

Some experts warn South Carolina will lose its auto jobs too, as automakers and parts companies move jobs abroad or squeeze out jobs at home through efficiency gains.

Such predictions call into question whether the state can continue to bet on adding manufacturing jobs and raising income through the automotive industry.

For years, S.C. officials have pursued vehicle assembly factories, with the expectation that parts plants will follow. But the state lost out in recent rounds of new vehicle production plants, BMW expansion plans are on hold, and the state has no new announced prospects on the horizon.

If the recent past is a guide, the future seems bright for S.C. automotive employment: rapid growth through 2001, followed by a two-year lull, that left the state with 32,400 auto jobs at the end of last year.

But experts say the future might not be so shiny. The transportation industry has cut 15 percent of its work force nationwide since 1999, and a consulting firm predicts that by the end of the decade, up to a fifth of U.S. auto parts production could shift to countries that pay less to their workers.

"Job increases in the industry are going to be tough. At best, it's more likely to be a stable employment base," said Antonio Benecchi, a partner in the Detroit office of Roland Berger, a German industry consulting firm.

South Carolina's auto employment held steady during 2003, and in some cases it made gains:

* Parts makers in the state employed 19,800 workers in late 2003, an all-time peak, according to government statistics. Factories added 1,400 jobs in 2003 after cutting 600 jobs in the previous 18 months.

* Expansions by BMW and Freightliner during the past three years have been offset by job losses due to the closing of the Mack Trucks plant in Winnsboro.

* Among the state's tire plants, Bridgestone/Firestone has created 950 jobs since opening its Aiken County plant in 1997. But French tire maker Michelin trimmed 1,200 jobs in the last three years.

BMW was the heaviest foot on the gas pedal as automotive jobs rose during the 1990s. But the Greer plant will hold steady at 2002 job levels for at least the next two or three years, said plant spokesman Robert Hitt.

The automotive research park being developed by **Clemson** University in Greenville will create some high-paying jobs, supporters say.

But **Clemson** and BMW officials do not want to discuss potential numbers of jobs. They call the \$112 million park a long-term commitment to education that improves South Carolina's odds of landing companies that use advanced technology and pay high wages.

Gov. Mark Sanford helped seal the deal that led to the groundbreaking for the **International Center for Automotive Research** last fall. The state is contributing \$72 million of the startup cost. The rest is coming from BMW and other private supporters.

HIGH STAKES

Since Gov. Carroll Campbell wooed BMW to South Carolina in 1992, state leaders have targeted the automotive industry as a prime source of new, higher-paying jobs to replace job losses in the dwindling textile industry.

That effort grew in the past two years with a study by Harvard economist Michael Porter and the Monitor Group consulting firm in Boston. It identified the automotive sector as a growing industry "cluster" the state should foster.

Sanford talked about his belief in automotive jobs Feb. 18, when Siemens said it would open a \$25 million, 120-job research center in Richland County.

"You have to look at areas where you can do something better than the rest of the world, and do those things well," Sanford said. "I believe there is indeed a growing automotive cluster that is going to serve this state very well."

Steve Taylor, a 48-year-old tool-and-die maker at Bosch's drum brake operation in Sumter, disagrees with the governor's outlook.

"As far as I see in the Sumter area, I think more jobs are going to go overseas."

Nearly 400 of his plant's 820 workers will lose their jobs when Bosch moves drum brake production from Sumter to Mexico. Layoffs begin in April.

"We're right in the middle of the battle right now," said Taylor, a native of Great Britain who went to work in Sumter in 1988 after leaving the U.S. Marine Corps. "What the American government is doing to the American worker is wrong."

"Something should be done to stop all our businesses from going to other places because of the

cheap labor. How they do it, I don't know."

BEATING THE ODDS

If South Carolina gains jobs in the automotive sector, it will do so by continuing to beat the national odds.

The U.S. transportation equipment sector, which includes planes, trains and automobiles, lost 311,400 jobs since 1999 -about one in seven workers.

South Carolina gained 900 jobs last year, up 3 percent on an annual basis. Parts plants accounted for 700 of the jobs added.

The U.S. Bureau of Labor Statistics predicts the nation's total number of jobs will grow 15 percent in the United States by 2012.

However, manufacturing jobs are expected to fall by 1 percent during that time, with transportation equipment jobs down 2 percent.

The agency predicts automotive parts jobs will rise 4 percent, a gain of 27,000 jobs.

Other numbers are not so positive. In 2003, the nation lost 52,600 transportation equipment jobs in 2003, a 3 percent cut.

Many industry officials say job losses in S.C.'s automotive sector are more likely than gains as workers compete against others paid a fraction of their own pay and as factory managers struggle to survive by raising productivity - making the same amount of goods with fewer workers.

A study presented this month by the Roland Berger consulting firm predicts parts suppliers will shift about 18 percent of their U.S. production by 2010 to other parts of the world, primarily Mexico and Asia.

Matthew Murray, an economist at the University of Tennessee who has studied the expansion of the South's automotive industry, said the region's lower costs no longer protect it from the automotive job losses that have afflicted states in the Northeast and Midwest.

"What you're seeing in automotive is what you're seeing in manufacturing," Murray said.

"What is taking place is cost cutting and moving abroad to Mexico, or further south in Central America, or you name a developing country around the world. That trend is going to continue."

'FLAT ... ISN'T BAD'

State officials retain their high hopes the automotive sector will be one of the state's main engines of job creation.

Kurt Dassel, a Monitor Group consultant and a researcher for the S.C. clusters report, said he expects automotive jobs will rise in the state as the economy recovers and car demand rises.

He said South Carolina's recent plateau in auto jobs is not bad when compared with a national loss of 162,000 automotive jobs since 2001, a 10 percent drop.

"Flat in a recession isn't bad," Dassel said.

The major barrier to further automotive job losses in South Carolina is the high cost of moving cars. Automakers want to be close to their buyers and want their suppliers nearby, Murray said.

Yet many auto parts can be made nearly anywhere, so producers are moving where wages are cheaper.

Besides Bosch, Federal-Mogul closed its 250-employee piston plant in Orangeburg last July and moved the work to Pueblo, Mexico. It also will close its 260-employee piston guide plant in Sumter by October and move the work to Malden, Mo., said Mark Tripsa, manager of the Sumter plant.

"Most of it is competition and cost," Tripsa said.

Federal-Mogul, which is reorganizing in bankruptcy court, pays Sumter workers \$9 to \$10 an hour. With benefits, it costs Federal-Mogul \$14 to \$15 an hour to employ them.

In Mexico, Federal-Mogul spends \$2 to \$2.50 an hour for its workers, Tripsa said.

Wages are not the only issue. By closing the S.C. plants, Federal-Mogul will lower its overhead costs and reduce overcapacity, Tripsa said.

Shipping costs more from Mexico, but that country still is close enough to provide just-in-time deliveries that save U.S.-based automakers costs, he said.

Similar reasoning led Federal-Mogul to close a plant England and move its work to Poland.

In the meantime, Tripsa and other Federal-Mogul officials have been working with the S.C. Employment Security Commission to help its workers find their next job.

"It's not good times, but we have to make the best of it, and help people move to the next level," he said.

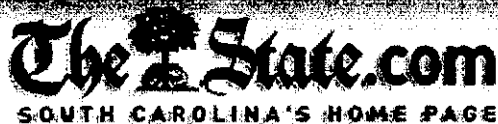
Murray, the University of Tennessee economist, said his best advice is for factory managers to raise productivity and workers to prepare for their next job.

"One of the constants of the economy is change," Murray said. "Businesses will go out of business, and people will lose their jobs, and people will have to adapt and change."

But, he acknowledged, "That's not a comforting fact for a 35-year-old worker with a family."

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State, The (Columbia, SC)

March 14, 2004

Section: BUSINESS

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FUEL CELLS SEEK BOOST IN S.C.

C. GRANT JACKSON, Business Editor

Conference conjures a 'hydrogen economy' for S.C.

Organizers of this week's FuelCellSouth 2004 conference in Columbia say they hope it leads to a concerted effort to create a new industry in South Carolina.

The three-day meeting is the first of its kind in the state, with participants coming from across the Southeast.

Recent studies verify that hydrogen and fuel cells offer potential for a new economic cluster, said Tim Dangerfield, chief of staff at the S.C. Department of Commerce.

South Carolina must embrace the potential "for a hydrogen economy at every level - both public and private," said Dangerfield, who will deliver keynote remarks to the conference Tuesday morning.

The governor and his staff have a key interest in making hydrogen a part of South Carolina's future, he said.

Dangerfield said the state needs a public-private partnership to serve as an umbrella to support all the fuel cell efforts underway in the state.

Dr. Edgar Berkey, vice president of Concurrent Technologies Corp., agreed. He also will speak at the conference.

A partnership that involves industry, universities and governments is exactly what South Carolina needs to take advantage of its unique position relative to fuel cells, Berkey said. South Carolina has the right assets, but no one is bringing them together, he said.

The market for fuel cells worldwide is expected to increase tenfold through 2007 to \$2.4 billion,

according to research from industry analyst The Freedonia Group. J.P. Morgan Securities has estimated that the consumer market for fuel cells could reach \$100 billion by 2020.

Fuel cells convert hydrogen to electricity and can be used in a wide variety of consumer and industrial products: everything from portable batteries to power laptop computers to automobiles.

The Bush administration has pledged \$1.2 billion in research funds for fuel cells for hydrogen-powered cars.

Next week's conference gets under way at the State Museum with a reception Monday evening. Tuesday's sessions will include addresses by Dangerfield, Berry and John Van Zee, director for the National Science Foundation's Industry/University Cooperative Research Center for Fuel Cells at the University of South Carolina.

There also will be industry and research presentations, networking and exhibits.

FuelCellSouth will present the first Crystal Flame Innovation Awards Tuesday evening to researchers, entrepreneurs and existing industry. The awards are an effort to broaden market awareness, stimulate capital investment and create partnership opportunities.

The conference will close Wednesday morning with a business partner and investor forum.

FuelCellSouth will bring together the best minds in the Southeast to talk about creating a fuel cell marketplace, said Tom Militello, the conference's director.

One hope, Militello said, is that the conference may lead to the creation of a nonprofit organization to continue to build on the fuel cell initiative.

Organizers also hope there will be a large local turnout. The Columbia technology community needs to showcase what is going on in the area, said Jason Williamson of the S.C. Technology Alliance. Information on the conference and costs of attendance can be found at www.fuelcellsouth.com. Registrations will be accepted at the door.

FuelCellSouth grew out of the fuel cell group of the Midlands Chapter of the Carolina Crescent Coalition.

South Carolina has the assets that allow it to capitalize on the burgeoning market for fuel cells, Berkey said in an interview last week.

Those assets include:

- * The National Science Foundation's Industry/University Cooperative Research Center for Fuel Cells at the University of South Carolina. USC engineering faculty and 14 industry partners are teaming up on essential fundamental research on fuel cells.
- * The **International Center for Automotive Research at Clemson**. The new facility will provide a venue for integrating fuel cell technology into automobiles.
- * The Savannah River Technology Center at the Department of Energy's Savannah River Site near Aiken. SRS has been working on the production, handling and storage of hydrogen for 50 years. The S.C. Hydrogen Coalition has formed to foster their efforts.

Berkey is also vice president and chief quality officer of Concurrent, a nonprofit, applied research and development professional services organization. In addition, he serves on the environmental advisory board at SRS and has spent a lot of time in South Carolina.

Concurrent provides management and technology-based solutions to clients representing state and federal governments and the private sector. It runs the Department of Defense's fuel test evaluation center. The agency has a residential fuel cell demonstration project at Fort Jackson.

The national company has offices in Columbia, Greenville and Charleston.

Berkey said that if South Carolina wants to capitalize a decade from now when the commercial market for fuel cells is humming, it must position for that now.

Other states are moving ahead and leveraging assets. For example, Ohio has committed \$100 million to a three-year initiative to position itself as a national leader in the fuel cell industry.

"They are doing it because of the potential for manufacturing jobs in this industry and because they see that they have a number of the components that it is going to take to be successful," Berkey said.

FUELCELLSOUTH 2004

What: Inaugural conference bringing together industry leaders, researchers and others in the Southeast interested in the development of the hydrogen economy

When: Monday through Wednesday

Where: State Museum

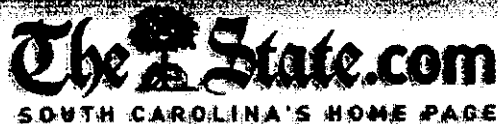
Cost: Daily or package registrations available

Web site: www.fuelcellsouth.com

Illustration: PHOTO: COLOR

1. This sport-utility vehicle uses a hydrogen-based fuel cell as part of its power source.
SPECIAL TO THE STATE

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State, The (Columbia, SC)

March 1, 2004

Section: HOME & STYLE

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Page: 4

USC, CLEMSON STRIVE TO MAKE FUEL CELL CONFERENCE A SUCCESS

C. GRANT JACKSON, Business Editor

USC's national center for fuel cell research and Clemson's new center for automotive research have gotten solidly behind the FuelCellSouth 2004 conference to be held in Columbia later this month.

The first Southeastern Fuel Cell Technology and Business Development Conference is an effort to foster awareness and marketing opportunities for the emerging fuel cell industry.

USC's National Science Foundation Industry/University Cooperative Research Center for Fuel Cells has signed on as the lead sponsor for the conference's seminars and presentations March 16 at the State Museum.

Clemson's ICAR, the **International Center for Automotive Research**, will host the opening reception March 15.

The conference will conclude March 17 with the presentation of the first Crystal Flame Innovation Awards for entrepreneurship, research and industry leadership.

FuelCellSouth 2004 is the creation of the fuel cell working group of the Midlands Chapter of the Carolina Crescent Coalition.

Fuel cells run off hydrogen, and many view them as an alternative to petroleum-based energy. Experts hope one day to use fuel cells to operate everything from cell phones and cell phone towers to automobiles.

The conference's developers want the Midlands to become known as a center of excellence for the technology.

USC and industry officials believe fuel cell research could do for USC and Columbia what

semiconductor research did for the University of Texas and Austin over the past two decades when that region saw explosive growth related to the new technology.

For more information on the conference, visit www.fuelcellsouth.com.

PILLAR AWARDS

The ceremony for the Palmetto Pillar Awards, first given in 2002 as a way to recognize people and organizations for technology achievement in the Midlands, has outgrown its original venue.

The annual awards ceremony, which has been at the Capital City Club, will be held May 6 this year at the Adam's Mark hotel in downtown Columbia.

The need for a larger venue is indicative of the growing importance of technology-based business in the Midlands.

The deadline for nominations for this year's awards, given by the Columbia Information Technology Council, is March 12. Nomination forms are available at www.ColumbiaChamber.com.

NEW CONTRACT

Columbia-based Global Consulting & Affiliates now represents Wales Trade International in the Southeast and the Mid-Atlantic states.

Global, an international economic development and marketing consulting firm, is headed by Midlands International Trade Association founder Russ Froneberger.

Froneberger says the contract came out of his participation in MITA trade missions to the United Kingdom that began in 2000.

SNEAK PEAK

* Mayor Bob Coble is likely to be named Ambassador of the Year by the Greater Columbia Chamber of Commerce.

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State, The (Columbia, SC)

February 27, 2004

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BUSINESS BRIEFS

S.C. looks for more auto park partners

GREENVILLE - State business leaders are looking to Detroit and Germany to find automotive business partners for **Clemson** University's research park.

Plans for meetings in Germany in June include Gov. Mark Sanford and possibly U.S. Sen. Lindsey Graham, R-S.C., as well as Sam Konduros, president and CEO of the 10-county Upstate Alliance.

Clemson vice president for research Chris Przirembel also provided details of a trip in March to Detroit, where business leaders and recruiters will lobby for U.S.-based auto manufacturers to locate in the **International Center for Automotive Research**.

The group also will include state Commerce Department officials and BMW Manufacturing Corp. president Helmut Leube.

Seibels Bruce holds special meeting today

Seibels Bruce Insurance Group Inc. investors are expected today to approve a reverse stock split that will turn the publicly traded Columbia-based insurance company into a privately held firm.

Two-thirds of the company's stockholders need to approve the move that will pay \$3 for every 1,000 shares of stock they own.

The company estimates going private will cost about \$2.4 million but save money in the long run.

As of Oct. 24, the firm's directors and executive officers owned 4,261,387 shares, about 55 percent of its outstanding stock.

Its stock closed Thursday at \$2.65, up 5 cents.

SCANA chairman exercises stock option

SCANA chairman William Timmerman exercised stock options this week that earned him \$1.9 million, the company said Thursday.

The Columbia-based utility holding company said Timmerman bought and sold more than 261,000 shares on Tuesday and Wednesday. He was given the right to buy the shares through the company's program for executives. SCANA stock closed Thursday at \$34.75 a share, down 9 cents.

Michigan tries to keep jobs slated for S.C.

A Michigan town plans to fight for jobs that Bose Corp. plans to send to South Carolina.

A pair of state lawmakers said they are working with the Michigan Economic Development Corp. to offer a grant and incentive package aimed at keeping Bose from moving 70 jobs to Blythewood.

"We're not going to relinquish these jobs to South Carolina without putting up a responsible fight," said state Sen. Cameron Brown.

Brown said he spent Friday in teleconferences with Bose's Hillsdale plant manager and others. The private company said it plans to move jobs from Michigan, but jobs at the Blythewood plant will fall when a production line moves to Mexico.

Auto metal company to expand in S.C.

GREENWOOD - A company that makes metals for the automotive industry plans to expand its facilities and jobs in South Carolina.

Anderson Metals will hire 184 workers as part of its expansion in Greenwood County, according to the S.C. Commerce Department.

In September 2003 the company bought Defiance Metal Products, whose 150 S.C. employees do metal-stamping work.

Anderson considered moving operations to Georgia before deciding to stay in South Carolina and build a 260,000 square-foot facility for \$5 million.

In other business news:

* Community Bankshares Inc. of Orangeburg will pay its 10-cents-a-share quarterly dividend on March 31 to shareholders of record as of March 15. Its stock closed Thursday at \$18.60, up 10 cents a share.

From Staff and Wire Reports

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State, The (Columbia, SC)

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Memo: "Buing Land" info box at end of article

AUTO PARK GETS \$3 MILLION

JIM DuPLESSIS, Staff Writer

Clemson University expects to hire a fourth research professor for its automotive research park here by creating a \$6 million fund using state money to match an investment announced by Michelin.

Also on Thursday, the university took the first step toward the start of construction this year on the **International Center for Automotive Research**. It bought its first parcel of land on the 400-acre site by Interstate 85 and U.S. 25.

Next year **Clemson** will open its graduate school in automotive engineering, and BMW will open a research lab on the site.

Gov. Mark Sanford, who attended the announcement at Michelin's North American headquarters, said the project is valuable for the high-paying jobs it will attract, especially in a time of record job losses in the state.

The French tire maker, which has 7,200 workers at seven S.C. plants, will pay \$3 million over five years to help fund an endowment for the salary and staff for the fourth professor. Michelin expects to make further commitments to the project, said Jim Micali, chief executive of Michelin North America.

Clemson will seek a matching state grant from a higher education research program funded by the state lottery. If **Clemson** wins the \$3 million state Research Centers of Excellence grant, it will raise the expected price of the project to \$112 million, including \$72 million from the state.

The state already has agreed to pay \$15 million to help fund endowments to support three professors, if **Clemson** can collect matching private funds. BMW will pay \$10 million, and the suppliers expected to provide the final \$5 million will be identified in about six months, said Chris Przirembel, **Clemson's** vice president for research.

The endowments use investment earnings to pay salaries and other operating costs.

The newest professor will specialize in research on how best to connect the growing array of electronic measures and signals between car parts. For example, tire pressure monitors on tires made by Michelin, Goodyear or Bridgestone/Firestone need to communicate in a standard way with braking systems that might be made by Bosch or others.

The graduate school and research facility will be built on 103 acres The **Clemson** Real Estate Foundation is buying this year for \$6.9 million. On Thursday, it bought about 76 acres for \$5.2 million.

Reach DuPlessis at (803) 771-8305 or jduplessis@thestate.com

BUYING LAND

Clemson is buying land to create its auto research park in Greenville. Its foundation is buying the 103 acres in three pieces from two owners:

On Thursday, it paid:

* \$2.5 million, or \$125,000 per acre, for 20 acres owned by the estate of the late John D. Hollingsworth, who founded a textile equipment company next door

* \$2.7 million, or \$49,294 per acre, for 56 acres owned by Miami developer Clifford Rosen. It is part of 146 acres Rosen bought from the Hollingsworth estate in January 2003 for \$2.9 million.

It also:

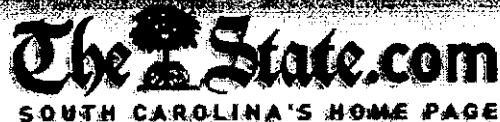
* By June 30 plans to pay \$1.7 million to the Hollingsworth Estate for 27 acres

* Has options to buy two other large pieces of property from the estate for \$14 million by 2007

Illustration:MAP: COLOR

Auto Research Park. Locator map. THE STATE

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State, The (Columbia, SC)

February 19, 2004

Section: METRO/REGION

Edition: FINAL

Page: B3

YOUR GENERAL ASSEMBLY

46

Number of session days left in the 115th General Assembly of South Carolina, which is scheduled to end June 3

SCHMOOZING

Where state lawmakers are getting free eats and drinks today:

n 8 a.m. -Breakfast, Capital City Club, hosted by the South Carolina Nursery & Landscape Association

TODAY AT THE STATE HOUSE

A quick look at what's going on today at the State House:

n In the House - Convenes at 10 a.m.; schedule incomplete

* In the Senate - Convenes at 11 a.m.; schedule incomplete

* Elsewhere - Gov. Mark Sanford, Michelin Corporate Headquarters, One Parkway South, Greenville, at 10 a.m. for an announcement tied to **Clemson University's International Center for Automotive Research**

BUDGETEERS HIT THE JACKPOT

Here's a by-the-numbers look at how budget writers in the S.C. House want to spend about \$329 million in funds generated by the state lottery this year and next:

\$92.7 million

LIFE Scholarships, which require B averages and high class standing or SAT performance, up from \$40 million in the current budget

\$10.7 million

Palmetto Fellows Scholarships, reserved for the state's top students, up from \$5 million

\$6.2 million

HOPE Scholarships, which are more needs-based, down from \$6.5 million

\$13 million

Other scholarships for low-income students, up from \$3 million

\$50 million

K-5 reading, math, science and social studies programs, up from \$32 million

\$46.6 million

Education Accountability Act programs, up from \$22.5 million, putting \$14.7 million more into teacher specialists and \$5.4 million more into homework centers

USC TO HOUSE PAPERS OF CARROLL CAMPBELL

The University of South Carolina announced Wednesday that it has received the papers of former governor and congressman Carroll Campbell.

Parts of the collection will be shown today at the Caroliniana Library on USC's Horseshoe.

Campbell served in the U.S. House from 1978 to 1986 and was governor from 1987 to 1995.

Generally, collections of papers from former political leaders include correspondence, diaries or journals, newspaper clippings and speeches. The contents of Campbell's papers was not immediately known.

USC also houses the papers of four other former governors - Dick Riley, James Edwards, John West and Robert McNair.

Former governor and current U.S. Sen. Fritz Hollings is also working with a university historian in advance of donating his papers to the school.

The late Strom Thurmond, U.S. senator and governor, donated his papers to **Clemson** University.

"People talk about this beast consuming things, but this beast is composed of human beings." - State Rep. Ralph Davenport, R-Spartanburg, on the state's Medicaid program and increasing the state cigarette tax to fund it

Order of Palmetto conferred on Barker

Clemson University president James Barker has been awarded the Order of the Palmetto for

being "an outstanding public servant."

The award, the state's highest civilian honor, was a surprise Tuesday while Barker was visiting the General Assembly.

"You have been an outstanding public servant in your role as president of **Clemson University**," Gov. Mark Sanford wrote in a letter that accompanied the award.

Barker said faculty, staff and students deserved credit for **Clemson's** successes and the award. "It is truly a tribute to their hard work and success."

8-YEAR-OLD GIRL S.C.'S LITTLEST LOBBYIST

Audrey Ross was afraid her field trip to the General Assembly on Wednesday would be another boring day, listening to adults drone on and on.

Turns out, she stole the show.

The cherubic 8-year-old, whose father tends the greenhouse and barn animals at John de la Howe School, was visiting the Legislature with her mother and about 20 others hoping to urge lawmakers to keep open the McCormick County school for troubled youth.

Audrey caught the attention of state Rep. Jerry Govan, D-Orangeburg, a John de la Howe supporter who recognizes a good lobbyist when he sees one.

Govan invited her to shadow him on the House floor. Audrey trotted after Govan, shaking hands and talking up John de la Howe.

"I think it's a very important part of the society," said Audrey, who is home-schooled.

Govan was impressed.

"She was very articulate, well-mannered, and, jeez, I wouldn't be surprised if she ends up being a legislator or running for statewide office or Congress," he said.

Illustration:PHOTO: BW

1. Campbell
2. Govan
3. Barker
4. Audrey Ross, 8, shown here with goats at John de la Howe School, tried her hand at herding lawmakers at the State House on Wednesday. SPECIAL TO THE STATE

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February 10, 2004

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Memo: Bio box follows article.

CLEMSON NABS TOP LEADER FOR AUTO PROJECT

JIM DuPLESSIS
Staff Writer

The new director of **Clemson's** automotive research center drives a minivan, but Robert Geolas does not recall how many pistons it packs.

Geolas, a 39-year-old North Carolina State grad, said his Honda CRV was built in 1991. Or was that 1992?

His wife once told him he did not have enough automotive experience to change a tire.

"I hope they didn't hire me to be an automotive expert," Geolas said.

But Geolas said there are plenty at **Clemson**. He said the university has automotive engineering talent and the vision to build a graduate program designed to attract research and higher-paying jobs to South Carolina.

Clemson was fortunate to recruit him, said Chris Przirembel, the university's vice president for research and a leader in the automotive research program. **Clemson** broke ground in November at the 400-acre park on I-85 in Greenville. It is expected to cost about \$106 million and is expected to receive about \$69 million from the state.

"Bob Geolas is the recognized world-class leader in the development of a research campus based on public-private partnerships," Przirembel said. "A world-class project requires a world-class leader."

Geolas is moving from Raleigh, where he held a similar position at the 1,334-acre Centennial Campus at N.C. State. He started there nine years ago as the equivalent of a sales agent, recruiting new tenants doing research for products ranging from drugs to computer software.

Back then, Geolas knowledge of emerging scientific fields such as nanoscience was tiny, and he knew only a byte or two about computers.

Geolas learned enough to help the campus become home to more than 70 tenants by 2000, when he became its coordinator. In the last four years, the campus has lost more than 10 tenants, many of them small new companies that folded after the dot-com bust of 2000. But in an area with 10 percent to 14 percent of its commercial space empty, Centennial's vacancy rate stayed below 10 percent, he said.

At **Clemson**, Geolas said he will be able to help build a research center from scratch. "This is a great new opportunity for me."

ROBERT T. GEOLAS

* **JOB:** Director, **Clemson International Center for Automotive Research** in Greenville, starting in April

n **PAY:** \$155,000 per year, including \$20,000 in **Clemson** foundation money

* **CAREER HIGHLIGHTS:** Former coordinator of the Centennial Campus, a 1,300-acre research park in Raleigh with nearly 60 tenants and more than 1,500 employees.

* **EDUCATION:** Bachelor's degree, communication media in the political process, North Carolina State University, 1987.

* **FAMILY:** Married to Mary E. Miller, a columnist for The News & Observer newspaper in Raleigh and a former reporter for The State. They have two daughters, ages 4 and 19 months.

* **QUICK HIT:** Former legislative liaison for the North Carolina speaker of the House. He served on the Commission for a Competitive North Carolina, the N.C. Governor's Task Force for Regionalism and the N.C. Governor's Policy Council.

Reach DuPlessis at (803) 771-8305 or jduplessis@thestate.com.

Illustration:PHOTO: BW

Geolas

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January 28, 2004

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RESEARCH UNIVERSITY INVESTMENT PAYS OFF

THOMAS G. KEEGAN, Guest Columnist

Technological innovation is critical to economic development in today's global marketplace. But that's certainly not a new philosophy.

Studies show that at least half the economic growth in this country since World War II has been spurred by new technologies, the majority of which has been developed in research universities that drew on the financial support of industry and government.

With its three research universities, South Carolina is in an enviable position to capitalize on economic growth driven by technological innovation. Researchers and faculty at the University of South Carolina, **Clemson University** and the Medical University of South Carolina are engaged in research and outreach programs that are having a significant impact on business and industry in the state. And as our state's economy becomes even more knowledge-based, all three institutions are poised to play an even bigger role in stimulating economic growth.

As Massachusetts Institute of Technology President Charles Vest aptly put it, research universities have "created a system that produces new scientific and technological knowledge, recognized its relevance to public and commercial good, translated some of it into industrial practice, and prepared people to develop, implement, and market it."

I am convinced that partnerships involving academia, industry and government are a powerful catalyst for economic growth in South Carolina. When our state's companies join with our universities, the result is new ideas and new products. Revenue generated from the sale of these products results in new jobs; new ideas mean new approaches to doing business, resulting in a more progressive environment and higher standard of living for all.

In South Carolina, we mustn't believe that successful partnership models are limited only to high-tech corridors such as Silicon Valley, or Boston and MIT. They are being implemented in states across the country and can flourish in our state. USC's Industry/University Cooperative Research Center for Fuel Cells, which has attracted industrial and high-tech partners from around the country, is a classic example of how cutting-edge research can forge partnerships between

academia and industry. **Clemson's new International Center for Automotive Research** will bolster the Upstate's economy, and MUSC's biomedical research has created jobs in the Lowcountry. Nanotechnology research at USC stands poised to make major contributions to national research efforts and the state's economy.

But viable research and development must be funded adequately, and our research universities clearly need additional funding from federal and industrial sources. Despite the fact that educational institutions have driven most of the technological innovations since the 1940s, federal funding in physical sciences, mathematics and engineering has declined in the last two decades.

Steve Lazarus, managing director of Arch Venture Partners, a premier provider of seed and early stage venture capital for technology firms, notes that federal research as a percentage of the gross domestic product has declined in these areas by 29 percent, 21 percent, and 15 percent, respectively. Only life sciences has increased - inching up by a mere 7 percent.

Like the United States, South Carolina's government agencies, corporations and citizens must recognize that investing in research and development will benefit the state in myriad ways - through more and better-paying jobs, an improved quality of life and a stronger public education system.

If we believe that knowledge will be the currency of the 21st Century, then the link between work at our research universities and the applications of new technology must be strengthened for the creation of wealth and opportunity in our state.

Rep. Keegan is chairman of the S.C. House Ways and Means higher education subcommittee.

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Storm clouds build in N.C.?

Friday, May 21, 2004

Charlotte area not immune from realignment concerns

BY DAVID CARAVIELLO

Of The Post and Courier Staff

In Mooresville, N.C., Main Street has been renamed Victory Lane for the two weeks the Nextel Cup series competes at Lowe's Motor Speedway. In Raleigh, Charlotte-area officials are lobbying lawmakers for money to help build a motorsports test facility. They're two parts of a larger effort, one designed to preserve the region's role as the hub of NASCAR racing.

NASCAR's schedule realignment process has prompted concerns even in Charlotte, headquarters for most stock-car racing teams and now home to North Carolina's only Nextel Cup facility. While Saturday's Nextel All-Star Challenge (formerly The Winston) will return to Lowe's Motor Speedway in 2005, there are no guarantees beyond that. And the westward shift of the schedule has led some to wonder whether Charlotte can remain a viable base for the sport's top teams.

There's plenty at stake. Although the University of North Carolina at Charlotte is in the midst of compiling a motorsports impact study, estimates are that the sport employs more than 10,000 people in North Carolina and brings \$1.5 billion into the state. The all-star event alone pumps around \$100 million into the area's economy, according to Lowe's Motor Speedway President H.A. "Humpy" Wheeler.

"The impact of the motorsports industry in both Carolinas, but specifically in the Charlotte region, is just so huge," said Angie Lawry, vice president for economic development at the Charlotte Regional Partnership, a nonprofit development group. "It's a big focus for us right now."

Charlotte emerged as NASCAR's hub partly because of its proximity to various NASCAR venues. Today, 90 percent of all NASCAR teams are located within a 35-mile radius of Lowe's Motor Speedway. But as the schedule shifts west -- Phoenix, Dallas-Fort Worth, and greater Los Angeles have added events in recent years, at the expense of tracks in Rockingham, N.C., and Darlington -- someplace like Memphis or St. Louis might prove more convenient geographically.

"That's an idea that certainly hasn't come to mind to a lot of race teams. But down the road, that could very well be a consideration," said driver and car owner Mark Martin. "I know that when I lived in Arkansas and was getting started racing, that didn't make much sense for any kind of racing that I was trying to do. But now that I look at it, Arkansas wouldn't be that bad with the way our schedule is now, and especially where it's heading."

Few towns in the region are more closely tied to motorsports than Mooresville, home to so many teams it's adopted the nickname "Race City, USA." Chamber of commerce executive director Dan Wallace estimates that NASCAR employs 2,000 people in the town and occupies over a million square feet of office space. The town's eighth-largest employer is Dale Earnhardt Inc., the NASCAR team that fields the cars of Michael Waltrip and Nextel Cup points leader Dale Earnhardt Jr.

Is Mooresville concerned about teams moving west? "We have talked about it," Wallace said. "But to say we're concerned about it right now, not really. You have to be concerned anytime you might be losing a major industry, which some of these teams are. But I don't see this happening, not in the near future anyway."

Wallace said Mooresville's proximity to three Interstates and three major airports helps its cause. Moving west would also put teams farther from the Charlotte-area supply houses and personnel training facilities that feed the sport.

"In the long run, (moving west) probably wouldn't benefit them," Wallace said. "Not to say some teams won't go out, I'm sure they will. But I think you're still going to still have your base or your majors staying here in the Carolinas."

North Carolina Gov. Mike Easley wants to make sure of that. He's asked that \$15 million be included in the 2004-05 state budget to help fund a Charlotte-based test track. NASCAR teams are currently limited to 14 test days (19 for rookies) on tracks that host Nextel Cup events, but they can test as much as they want on tracks that don't host official events. Easley's proposal is currently under review by the N.C. General Assembly.

The proposed \$50 million facility would allow teams to test in their own backyards, without travel expense. "We're trying to put the complete package together that will allow these teams to be able to stay here and create new ones," Lawry said.

The NASCAR schedule isn't Charlotte's only adversary. The governor of Virginia has stated that he wants to build more of a motorsports presence in his state. Clemson University broke ground in November on the \$15 million International Center for Automotive Research, a facility backed by BMW that university president James Barker envisions as a future hub of the nation's automotive and motorsports industry.

But the test track would give Charlotte a decided edge. Lawry said the project is being developed in conjunction with the motorsports engineering program at UNCC, and that NASCAR team officials reacted positively to the idea.

"We're learning from them what the track needs to look like, what kind of facilities they need, and how long it needs to be," Lawry said. "If we are able to get the funding for it and the project proceeds as planned, they're going to

help us build it. We're going to build exactly what they need."

The full-court press extends to the all-star race, which will be run in Charlotte for the 19th time in its 20-year existence. A group including the city's chamber of commerce, convention and visitors bureau, and regional sports commission asked other towns in the region to sign proclamations supporting the event, and turn their Main Street into Victory Lane. Receptions throughout the weekend will allow officials to lobby NASCAR and sponsor Nextel to keep the event where it is.

"Basically," Lawry said, "we're just trying as hard as we can to show the love."

So far, the regional sales pitch has worked. Now the lobbying begins to bring the event back in 2006. As last week's realignment announcement proved, there are no guarantees.

"We want it here next year and the next," Wallace said. "I don't know why they'd consider moving it. It just doesn't make sense to us. So many of the drivers are local, and they like it being here. It means they get to stay home this week, and next week for the (Coca-Cola) 600. It's big for everybody."

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Director ready to rev up auto research campus

Tuesday, March 30, 2004

BY PAMELA HAMILTON
Associated Press

COLUMBIA--When Bob Geolas told his wife he was interested in heading Clemson University's new automotive research campus, she told him she didn't think he could change a flat tire.

Luckily, he won't have to change any tires when he starts his job Thursday as director of the university's International Center for Automotive Research, a 400-acre research campus planned along Interstate 85 in Greenville.

But Geolas has been reading up on the automotive industry -- knowledge he'll find useful for his new job. He also has closed on a house in Greenville and he and his wife, Mary Miller, and their two daughters are packing up for the move from Raleigh, N.C.

Geolas, who became the automotive campus' first permanent hire two months ago, will be responsible for managing the facility and recruiting additional partners from the automotive and motorsports industries to do research there. He will be paid a base salary of \$135,000, with a \$20,000 supplement from the Clemson Real Estate Foundation.

The 39-year-old is leaving North Carolina State's Centennial Campus, which he helped build into a premier private-public research campus over the past 10 years. At Clemson, he will get in on the ground floor of the project.

"That's the exciting part to me," Geolas said. "The thing that drew me into this was the opportunity not to duplicate this into Centennial. I hope we create the next generation of research campuses."

What gives Clemson's automotive park the potential to be unique are the focus of its program and the Upstate's already developed interest in the automotive industry, Geolas said. The combination gives the campus the chance to improve the Upstate economy by using its partnerships to create jobs and spur investment, he said.

It could take years before the Clemson center reaches its full potential, said Geolas, who noted that some questioned the value of Centennial Campus 10 years ago.

Now, more than 60 private and government organizations conduct research there totaling \$54.5 million and work with university research scientists,

professors and students at the 1,334-acre campus.

"It's impossible to put a timeline on the real success of these projects," Geolas said. "These things just don't happen overnight."

Much of Centennial's growth occurred while Geolas was leading the campus, said Vice Chancellor Stephen Jones, whose office oversees the research campus.

"He oversaw Centennial during a period of really unprecedented growth," Jones said. "Clemson is fortunate to have been able to attract him. Our loss is really that university's gain."

Geolas' bosses point to the same strengths when describing what makes him successful: his ability to work with people, from faculty members to company executives to government officials.

Clemson officials first met Geolas while at Centennial Campus during a series of visits to research campus, said Chris Przirembel, vice president for research. In the university's search for a research director, Geolas rose to the top.

"He very quickly demonstrated that he was top in that class," Przirembel said.

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Research universities push for regulation relief

Saturday, January 17, 2004

Legislation would free state schools to set up public-private partnership on their own

Associated Press

COLUMBIA--South Carolina's research universities say they will continue their push for relief from some state regulations that would help with the tight budget.

The University of South Carolina, Clemson University and the Medical University of South Carolina want to allow private companies to build research facilities on their campuses, which is common practice in other states.

Such public-private partnerships have made big headlines in South Carolina during the past year, with Clemson University announcing its International Center for Automotive Research with BMW and USC announcing plans for its own research park in Columbia.

But those programs required special permission from state regulators before they could proceed.

Mack Whittle, chairman of the USC board of trustees, said the universities need the regulatory relief to make their own deals because public companies will not wait a year for a decision to wind its way through state government.

If the three universities fail to get the bill passed during this session, "It will cripple us," said Clemson President Jim Barker.

The bill, written by House Speaker David Wilkins and House Ways and Means Committee Chairman Bobby Harrell, would give the three universities their own supervising body, freeing them from regulation by the Commission on Higher Education and a few other state laws.

The House passed the measure late in last year's session, but it stalled in the Senate because of a filibuster. Since that time, several other bills have been attached to it, including the life sciences bill, which should make the state more attractive for pharmaceutical and biotechnology companies. A bill to make USC's Sumter a four-year university also has been attached.

Whittle and Barker said they're concerned the issue is getting politicized.

"The problem right now is that we think the economic pie isn't going to get any bigger, so I have to fight (Barker) to get my piece of the pie," Whittle

said. "Economic development will make the entire pie bigger."

University officials say more private development and research will create new ideas and products as well as jobs.

More research also will help improve the universities by attracting better professors, better junior faculty and better students, Whittle and Barker said.

Sen. Larry Martin, R-Pickens, said supporters of the universities are hoping the bill can be streamlined during a Finance Committee meeting and should come to the Senate floor before the end of the month.

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Wind tunnel still forecast for automotive research center

(Published June 10, 2004)

GREENVILLE, S.C. (AP) - Clemson University officials say they still intend to build a full-scale wind tunnel at the ~~Greenville Automotive Research Center~~ Greenville Automotive Research Center, even though they haven't received the \$50 million to pay for it.

Clemson officials had hoped the wind tunnel would be the research magnet that would draw the motorsports industry to the automotive center. The university planned to use the wind tunnel for its own research and sell time in it to race teams and motorsports companies.

After talking with BMW Manufacturing Corp., however, Clemson turned its attention to a graduate school of automotive engineering coupled with a BMW research center focused on information technology.

Clemson is poised to break ground on those facilities, but the wind tunnel has been put on the back burner.

Chris Przirembel, Clemson's vice president for research, said he hopes that won't be the case for much longer. He said Clemson has been approached by three private parties that could line up financing for the wind tunnel. He wouldn't name the parties or provide details.

Clemson's long-term plans for the automotive center also include research laboratories focusing on electronics systems, safety and crash-worthiness, fuel economy and alternative fuels.

Information from: The Greenville News, <http://www.greenvillenews.com>

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Full Text (516 words)

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Tax return assistance program continues

AARP Tax-Aide volunteers continue to offer free assistance in preparing state and federal tax returns, including online filing. The program runs through April 15.

The Tax-Aide program targets senior taxpayers - those over 60 - and those with moderate to low income. It is not necessary to be an AARP member to use the service.

All volunteer tax counselors have been trained 40 hours by an IRS- certified instructor and have passed a comprehensive test.

The program is available at the following sites and times:

* Chester County Library, 100 Center St. Hours are 9 a.m. to 1 p.m. Tuesdays and Thursdays. For information, call Andrew Boyd, 385- 6867 or Martha Hatcher, 581-1168.

* York County Library, 107 Knox St., Clover Hours are 1 to 5 p.m. Tuesdays, 10 a.m. to 2 p.m. Thursdays. For information, call William Bold, 831-8738.

* York County Library, 1818 Second Baxter Crossing in Baxter Village, Fort Mill. Hours are 10 a.m. to 5 p.m. Tuesdays, 1 to 5 p.m. Thursdays. For information, call Bill Weaver, 547-5442.

* Lancaster County Community Center, 508 E. Meeting St. Hours are 9 a.m. to 1 p.m. Mondays and Wednesdays, and 4 to 8 p.m. Wednesdays. For information, call Donald Tyson, 285-3442.

* Rock Hill Adult Education Center, 217 Orange St. Hours are 9 a.m. to 1 p.m. Tuesdays, 9 a.m. to 5 p.m. Thursdays and by appointment. For information or to make an appointment, call the center, 981-1375, or Bill Weaver, 547-5442.

* Bannon Hall at St. Mary's Catholic Church, 903 Crawford Road. Hours are 9 a.m. to 1 p.m. Wednesdays. For information, call Bill Weaver, 547-5442.

* York Electric Cooperative, 1385 Alexander Love Highway. Hours are 1 to 5 p.m. Mondays. For information, call Frank Allgauer, 628- 5861. Do not call the co-op for information on the Tax-Aide program.

Michelin to invest in Clemson auto center

GREENVILLE - Michelin North America announced Thursday it will become a partner in the Clemson University International Center for Automotive Research, paying for an endowed professorship and associated laboratory.

Michelin also plans to use the center for some of its future automotive research.

The company will invest \$3 million over five years to endow a professorship in vehicle electronic systems integration and, along with the center, is pursuing state and other matching money to increase the total endowment.

The new center is being built on 400 acres fronting Interstate 85 halfway between Charlotte and Atlanta, a corridor that is

home to two-thirds of the nation's motorsports racing teams. There are more than 200 automotive-related businesses and an additional 114 industry suppliers in South Carolina.

Clemson hopes to make the research campus one of the premier centers for automotive engineering, management and research.

Michelin makes and sells tires for all types of vehicles, including airplanes, cars, bicycles, motorcycles and construction equipment. Headquartered in Greenville, Michelin North America employs almost 25,000 and operates 21 plants in 17 locations.

Fax news to Caroline Brustad at 329-4021; mail it to The Herald, Business News, P.O. Box 11707, Rock Hill, SC 29731; call 329-4082; or e-mail cbrustad@heraldonline.com.

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Companies: Michelin North America Inc (NAICS: 326211)

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Full Text (448 words)

Copyright The Herald Feb 12, 2004

S.C. Attorney General to announce partnership

COLUMBIA - S.C. Attorney General Henry McMaster is expected to announce on Friday a partnership between the securities division of the Attorney General's Office and the South Carolina Council on Economic Education.

The partnership will be announced at 10 a.m. Friday at Forest Lake Elementary School in Columbia.

The project will be known as the South Carolina Stock Market Simulation and will be a statewide program designed to engage students in the study of economics and the securities markets, with an emphasis on learning economic concepts such as supply, demand, opportunity cost and how these concepts affect investment outcomes.

The program will be coordinated by the South Carolina Council on Economic Education, a nonprofit organization established in 1975 to help ensure that S.C. students leave high school with a solid foundation in economic principles, an understanding of the economy and how it functions and a strong appreciation for the American free enterprise system.

Clemson hires director for auto research campus

CLEMSON - Robert T. Geolas, manager of a North Carolina university research campus, has been named director of the new Clemson University International Center for Automotive Research.

Since 2000, Geolas has managed North Carolina State University's 1,334-acre Centennial Campus - home to nearly 60 private and government organizations that employ more than 1,500 people. About 100 N.C. State entities also are based there.

Geolas, 39, will begin work at the Clemson auto research campus in April. As director, he will be responsible for overall leadership and management of the campus. He will recruit additional partners from the automotive and motorsports industries and coordinate the private and public sectors.

A graduate of N.C. State, Geolas, 39, has also worked as executive assistant to the N.C. secretary of transportation and as legislative liaison for the N.C. speaker of the house.

Located on Interstate 85 in Greenville, the 400-acre auto research center was announced in November and has generated more than \$90 million in state and industry support.

S.C. medical management groups merge

COLUMBIA -The South Carolina Medical Association recently announced the merger of South Carolina's two largest medical management associations.

The South Carolina Medical Group Management Association and the South Carolina Medical Management Association merged their resources to form the South Carolina Healthcare Managers Association, effective Jan. 1.

The new group will continue the goals of its predecessors and work to educate practice administrators on trends, changes in government policies, human resource issues and the daily concerns faced by medical practices.

The SCHMA has more than 500 members.

Fax news to Caroline Brustad at 329-4021; mail it to The Herald, Business News, P.O. Box 11707, Rock Hill, SC 29731; call 329-4082; or e-mail cbrustad@heraldonline.com.

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People: Geolas, Robert T

Section: *Business*

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Article published Jun 13, 2004

Choice is clear

John Warner
Greer

For South Carolina to have a vibrant economy in the future, business in our state has to be highly productive so that we are globally competitive. In the past several decades, we have very successfully recruited large branch manufacturers to the state. South Carolina is number two in the country in international investment. In the future, we must leverage these relationships and our research universities to attract the more innovative and productive parts of major international companies here. The Clemson International Center for Automotive Research is a great example of starting with our relationship with the BMW Manufacturing Corporation and then building a Graduate Engineering Center at Clemson in order to attract the BMW Information Technology Research Center. ICAR is also partnering with S.C. technical colleges because 70 percent of ICAR jobs created will be highly skilled, technical jobs. This model can be repeated all across South Carolina. The globalization of the world's economy has threats and opportunities for South Carolina. We must have a U.S. senator who understands how to help us be successful globally, not by being cheap but by being the best in the world and making sure that the benefits are shared broadly by all South Carolinians. The choice is now clear, and the U.S. senator that South Carolina needs is Jim DeMint.

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Article published Jun 9, 2004

Suminoe invests in S.C.

Lynne Powell

Cherokee County Bureau

Cherokee County embraced a new neighbor Tuesday morning. That's when Suminoe Textiles, a Japanese automotive furnishings maker, opened its manufacturing and finishing plant in the Meadowcreek Industrial Park. The 7-year-old building situated on 31 acres of land was formerly occupied by Paragon Trade Brands. Suminoe supplies automotive fabrics for Honda, Toyota and Nissan. The company that makes seat fabrics and floor coverings for automobiles boasted \$593 million in sales last year. Fifty-six percent of its sales last year were from automotive seat and door trim. Twenty-six percent of Suminoe's sales last year were in floor carpets and mats. Employment applications are available at Job Service in Gaffney. Gov. Mark Sanford was the speaker for the occasion, welcoming Suminoe to the state and to Cherokee County. Sanford said the announcement was great news for the county, where the textile industry is slowly dying. Already in 2004, the state has already seen \$1 billion in industrial investment in the state and the addition of 4,700 jobs. Sanford said those figures have almost surpassed figures from 2003. Suminoe Textiles will eventually employ 130 people and will invest about \$30 million in the county. The plant runs a first-shift operation, but talks are under way to begin a second shift at the plant. Sanford said although the numbers seem to just represent figures, the new jobs mean a parent can buy a birthday present for their child or take their family out to eat on a Friday night. Sen. Harvey Peeler said with the addition of Suminoe Textiles, South Carolina is continuing to make its mark in the automotive world. Peeler cited BMW, Timken, Freightliner Custom Chassis, Michelin and Clemson's International Center for Automotive Research as other automotive and automotive parts makers who have made their home in the Upstate. "We're becoming the Detroit of Dixie," Peeler told the crowd. County and state dignitaries toured the 214,000-square-foot plant that already employs about 30 people. The company has headquarters in Osaka, Japan, where the company employs 700. This year, the Gaffney plant will add 15 employees to its work force and an additional 15 in 2005. Lynne Powell may be reached at 487-7146 or lynne.powell@shj.com. By LYNNE POWELL Cherokee County Bureau

GAFFNEY
Cherokee County embraced a new neighbor Tuesday morning. That's when Suminoe Textiles, a Japanese automotive furnishings maker, opened its manufacturing and finishing plant in the Meadowcreek Industrial Park. The 7-year-old building situated on 31 acres of land was formerly occupied by Paragon Trade Brands. Suminoe supplies automotive fabrics for Honda, Toyota and Nissan. The company that makes seat fabrics and floor coverings for automobiles boasted \$593 million in sales last year. Fifty-six percent of its sales last year were from automotive seat and door trim. Twenty-six percent of Suminoe's sales last year were in floor carpets and mats. Employment applications are available at Job Service in Gaffney. Gov. Mark Sanford was the speaker for the occasion, welcoming Suminoe to the state and to Cherokee County. Sanford said the announcement was great news for the county, where the textile industry is slowly dying. Already in 2004, the state has already seen \$1 billion in industrial investment in the state and the addition of 4,700 jobs. Sanford said those figures have almost surpassed figures from 2003. Suminoe Textiles will eventually employ 130 people and will invest about \$30 million in the county. The plant runs a first-shift operation, but talks are under way to begin a second shift at the plant. Sanford said although the numbers seem to just represent figures, the new jobs mean a parent can buy a birthday present for their child or take their family out to eat on a Friday night. Sen. Harvey Peeler said with the addition of Suminoe Textiles, South Carolina is continuing to make its mark in the automotive world. Peeler cited BMW, Timken, Freightliner Custom Chassis, Michelin and Clemson's International Center for Automotive Research as other automotive and automotive parts makers who have made

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Article published Apr 14, 2004

Fewer jobs created in 2003

Amanda Ridley
Business Writer

After a decade as one of the state's economic development leaders, Spartanburg County saw its capital investment and job creation tumble in 2003. According to figures from the S.C. Department of Commerce, Spartanburg County ranked 21st out of the state's 46 counties with 77 new jobs created last year and fifth with \$80 million in capital investment. Cherokee County had 160 jobs created with \$31.9 million in capital investment, while Union County had no jobs created and no capital investments in 2003. The commerce department attributes part of the state's overall drop to changes in accounting. This year, the department reported only new investment or job creation that commerce officials played a role in. But Spartanburg County, which has enjoyed announcements by BMW and many of its suppliers in the past decade, experienced a fall that was more devastating than that of neighboring Greenville County, which ranked third in job creation with 620 and first with \$250 million in capital investment. "Both counties are very focused and developed in their economic programs, and both have professional staffs who know how the process works and how to be successful in good and bad economic times," said David Swenson, executive director of the Greer Development Corp., who works with both Greenville and Spartanburg counties. "But where you see the differences is that Spartanburg County has more textile-related and blue-collar type jobs that have been hit." Officials said Spartanburg County lacked the expansion announcements of other counties because of its dependence on the struggling textile industry. And while Spartanburg County has been hurt by the loss of textiles, Swenson said Greenville County has had robust commercial and residential growth because of a more diversified economy, which included last year's \$50 million expansion announcement at Ahold Information Services. Diversifying Spartanburg County's economy is a major component of the two-year old Spartanburg County Economic Development Corp. David Britt, chairman of Spartanburg County Councils' economic development committee, said the group was spun off of the Spartanburg Area Chamber of Commerce at a time when leads for new investment were falling. "Spartanburg County has always been in the top three in the past -- and part of that success is attributed to BMW and the spin-off because of it -- but we knew that we couldn't rely on BMW or textiles," he said. "We saw this coming and have been working to plant the seeds. We will benefit from that in the short-term and long-term." Britt said that Spartanburg and Greenville counties don't need to compete for investment, but work together as a region to attract interest. The Upstate Alliance, which markets 10 Upstate counties, is trying to do just that. That region accounted for 23 percent of the state's 8,795 jobs created and 52 percent of the \$1.1 billion in capital investment. Sam Konduros, president and chief executive officer of the Upstate Alliance, said a combination of the International Center for Automotive Research, Greenville-Spartanburg International Airport, BMW and Spartanburg's downtown renaissance will help recruit new businesses to the Upstate and Spartanburg County. "The stronger the county, the more Upstate Alliance can help," he said. Konduros said Spartanburg County, like many others, has had challenges. "And collectively we realized challenges make you better than you were before," he said. "Rather than sharpen old tools, we had to develop new tools and approaches to economic development." Konduros said better news was on the horizon. At the end of last month, the Upstate Alliance had 119 prospective leads -- up from the 47 of February 2003, Konduros said. "We will soon see an upsurge in announcements in Spartanburg County and in the Upstate," he said. "Projects that were off on the sidelines or put on the shelves or delayed are now moving in a new direction." Amanda Ridley can be reached at 562-7270 or amanda.ridley@shj.com.

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Article published Mar 14, 2004

Research universities: Government, industry, academia pacts spur state growth

THOMAS G. KEEGAN
For the Herald-Journal

Technological innovation is critical to economic development in today's global marketplace. But that's certainly not a new philosophy. In fact, studies show that at least half the economic growth in this country since World War II has been spurred by new technologies, the lion's share of which has been developed in research universities that drew on the financial support of industry and government. With its three research universities, South Carolina is in an enviable position to capitalize on economic growth driven by technological innovation. Researchers and faculty at the University of South Carolina, Clemson University and the Medical University of South Carolina are engaged in research and outreach programs that are having a significant impact on business and industry in the state. And as our state's economy becomes even more knowledge-based, all three institutions are poised to play an even bigger role in stimulating economic growth. As Massachusetts Institute of Technology President Dr. Charles Vest aptly put it, research universities have "created a system that produces new scientific and technological knowledge, recognized its relevance to public and commercial good, translated some of it into industrial practice and prepared people to develop, implement and market it." I am convinced that partnerships involving academia, industry and government are a powerful catalyst for economic growth in South Carolina. When our state's companies partner with our universities, the result is new ideas and new products. Revenue generated from the sale of these products results in new jobs; new ideas mean new approaches to doing business, resulting in a more progressive environment and higher standard of living for all. In South Carolina, we mustn't believe that successful partnership models are limited only to high-tech corridors such as Silicon Valley or Boston and MIT. They are being implemented in states across the country and can flourish in our state. USC's Industry-University Cooperative Research Center for Fuel Cells, which has attracted industrial and high-tech partners from around the country, is a classic example of how cutting-edge research can forge partnerships between academia and industry. Clemson's new International Center for Automotive Research will bolster the Upstate's economy, and MUSC's biomedical research has created jobs in the Lowcountry. Nanotechnology research at USC stands poised to make major contributions to national research efforts as well as the state's economy. But viable research and development must be funded adequately, and our research universities clearly need additional funding from federal and industrial sources. Despite the fact that educational institutions have driven most of the technological innovations since the 1940s, federal funding in physical sciences, mathematics and engineering has declined in the past two decades. Steve Lazarus, managing director of Arch Venture Partners, a premier provider of seed and early stage venture capital for technology firms, notes that federal research as a percentage of the gross domestic product has declined in these areas by 29 percent, 21 percent and 15 percent, respectively. Only life sciences has increased -- inching up by a mere 7 percent. Like the United States, South Carolina's government agencies, corporations and citizens must recognize that investing in research and development will benefit the state in myriad ways through more and better-paying jobs, an improved quality of life and a stronger public education system. If we believe that knowledge will be the currency of the 21st century, then the link between research and development at our research universities and the applications of new technology must be strengthened for the creation of wealth and opportunity in our state. Thomas G. Keegan of Surfside Beach is chairman of the House Ways and Means Higher Education Subcommittee.

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Article published Mar 12, 2004

Answers on the way

Chris Winston
Business Editor

Robert Henderson knows there are unique issues and problems facing women and minority business owners in South Carolina. He believes state leaders should be working to address those problems. And he learned on Thursday that it was a top priority. Commerce Secretary Bob Faith told Henderson that working with minority- and women-owned firms in South Carolina is one of the top documented goals for this year for commerce's chief operating officer, Joe James. "We don't have an answer now, but we should a year from now," said Faith, who was in Spartanburg to hold the fifth meeting of his statewide Small Business Listening Tour. That was music to Henderson's ears. "That was very encouraging. I think it's quite wonderful that at least it's being addressed," said Henderson, who works with the ReGenesis revitalization project in southern Spartanburg. Henderson said women and minority business owners encounter concerns much like manufacturing and other industries. "There are specific issues that address women-owned businesses and minority-owned," he said. "Whether or not you believe it is there or not there, it is there. He was one of about 75 Upstate business leaders who gathered Thursday morning at the Spartanburg Marriott at Renaissance Park. There were questions asked about many issues, including: the venture capital bill, help for start-up companies, how to recruit more residents to the state, sales tax allocation, the Clemson University International Center for Automotive Research and the loss of textile jobs. Faith said many of the concerns were similar to those raised in other meetings across the state. He said Upstate business leaders were obviously more interested in manufacturing and textiles. John Poole, president of the Spartanburg Area Chamber of Commerce, said it was meaningful to have Faith come to the Upstate to hear many of the same concerns being aired to the chamber on a daily basis. "I just think that's so important. I just applaud him that he takes the time to come into the community to listen to our constituents, who are in fact his constituents too," Poole said. Faith has dealt with many of the same issues facing the state's business leaders. "I knew there were going to be things that would come up that my background wouldn't prepare me for," Faith said. One of those was the state's procurement process, which was of interest to Henderson. Henderson said many small women- and minority-owned businesses have trouble with the policy that requires requests for proposals. Comments from those who did not attend the meeting can be e-mailed to comments@sccommerce.com. Chris Winston can be reached at 562-7267 or chris.winston@shj.com.

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Article published Mar 11, 2004

Answers on the way

"I just applaud him that he takes the time to come into the community to listen to our constituents ... **JOHN POOLE**,

president of the Spartanburg Area Chamber of Commerce **JOHN BYRUM/STAFF**

At the Spartanburg Marriott, South Carolina Commerce Secretary Bob Faith speaks to a crowd of small-business owners about concerns of Upstate businesses. The forum was held to determine how Columbia can assist these employers. By **CHRIS WINSTON** Business Editor Robert Henderson knows there are unique issues and problems facing women and minority business owners in South Carolina. He believes state leaders should be working to address those problems. And he learned on Thursday that it was a top priority. Commerce Secretary Bob Faith told Henderson that working with minority- and women-owned firms in South Carolina is one of the top documented goals for this year for commerce's chief operating officer, Joe James. "We don't have an answer now, but we should a year from now," said Faith, who was in Spartanburg to hold the fifth meeting of his statewide Small Business Listening Tour. That was music to Henderson's ears. "That was very encouraging. I think it's quite wonderful that at least it's being addressed," said Henderson, who works with the ReGenesis revitalization project in southern Spartanburg. Henderson said women and minority business owners encounter concerns much like manufacturing and other industries. "There are specific issues that address women-owned businesses and minority-owned," he said. "Whether or not you believe it is there or not there, it is there. He was one of about 75 Upstate business leaders who gathered Thursday morning at the Spartanburg Marriott at Renaissance Park. There were questions asked about many issues, including: the venture capital bill, help for start-up companies, how to recruit more residents to the state, sales tax allocation, the Clemson University International Center for Automotive Research and the loss of textile jobs. Faith said many of the concerns were similar to those raised in other meetings across the state. He said Upstate business leaders were obviously more interested in manufacturing and textiles. John Poole, president of the Spartanburg Area Chamber of Commerce, said it was meaningful to have Faith come to the Upstate to hear many of the same concerns being aired to the chamber on a daily basis. "I just think that's so important. I just applaud him that he takes the time to come into the community to listen to our constituents, who are in fact his constituents too," Poole said. Faith has dealt with many of the same issues facing the state's business leaders. "I knew there were going to be things that would come up that my background wouldn't prepare me for," Faith said. One of those was the state's procurement process, which was of interest to Henderson. Henderson said many small women- and minority-owned businesses have trouble with the policy that requires requests for proposals. Comments from those who did not attend the meeting can be e-mailed to comments@sccommerce.com. Chris Winston can be reached at 562-7267 or chris.winston@shj.com.

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Article published Feb 26, 2004

Research center impact to be felt in all of Upstate, officials say

Chris Winston
Business Editor

Clemson University is developing its International Center for Automotive Research on a 400-acre site in Greenville. But the full impact of the ICAR project will be felt across the 10-county Upstate, economic development officials said at Wednesday's annual meeting of the Upstate Alliance. ICAR -- a collaboration that now includes Clemson, BMW, Michelin and IBM -- will likely make the region a hub for automotive education, research, design and technology. And it fits directly with what the think tank, Palmetto Institute, and its chairwoman, Darla Moore, are doing to alter the state's economic development strategy by taking advantage of existing industries -- including automotive, textiles, chemicals and tourism. Much of the focus on ICAR, Moore said, has been on Greenville and its site near Interstate 85 and Laurens Road. But in time, she said, everyone in the Upstate and beyond will be impacted by the project. "Experience in other regions indicate all of your ships will rise with the tide that begins to rise in Greenville," said Moore, the keynote speaker of Wednesday's meeting held at the BMW Zentrum. Upstate economic development officials agree. "I think we're going to see a lot more spin-off from (ICAR) than we think," said Oconee Economic Development Director Jim Alexander. Mike Forrester, the incoming treasurer of the Upstate Alliance and former chairman of the Spartanburg Area Chamber of Commerce, said Spartanburg would benefit since manufacturing would not be a part of the ICAR project. But many companies involved will want nearby facilities, and Spartanburg County's pro-business community will land its share of those. "ICAR is going to have an effect on all 10 counties in the Upstate, just like BMW has," said Forrester, who works with Piedmont Natural Gas. While Spartanburg's pro-business community, strong public-private partnership in the Spartanburg County Economic Development Corp. and available workforce are strengths for Spartanburg, officials said there are weaknesses. James C. Rogers, director of economic development at Duke Power and the current vice-chairman of the SCEDC, said Spartanburg needs to continue training that workforce to get them ready to compete for jobs in the new economy. Educating the current and future workforces was on the minds of many at the Upstate Alliance meeting. One committee analyzing the region's strengths, weaknesses, opportunities and threats named education the Upstate's top weakness. Neil Workman, a Wofford College graduate and founder of the general contracting firm of Trehel Corp., said the state's education leaders may need to alter their styles for future generations of workers. Many students, Workman said, may be dropping out of school to keep from taking algebra, a skill many in his industry do not need. Instead, he said, business math might be a more-appropriate course. "Let's make sure we can give them the tools they need to graduate," said Workman. Another show of education's importance on Wednesday was the presentation of the Economic Development Impact Award to the Upstate Technical College System. Dan Terhune, president of Spartanburg Technical College, was recognized for working to strengthen the Upstate's workforce and specifically the recent addition of a branch in Cherokee County. Chris Winston can be reached at 562-7267 or chris.winston@shj.com.

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Article published Feb 20, 2004

Michelin to invest \$3 million in Clemson auto park

Associated Press

GREENVILLE -- Michelin announced Thursday it will invest \$3 million over five years to become a partner in Clemson University's automotive research park. The tire-maker said it plans to endow a professorship at the new park and is working with the Clemson University International Center for Automotive Research to find matching funds to increase the total endowment. "This is a direct investment and statement of confidence in the quality academic education Clemson provides," university president James Barker said. The investment will allow Michelin to improve the performance and efficiency of its tires, company officials said. The endowed professorship also gives Michelin a voice on the center's proposed advisory board. The auto park will be built on 400 acres along I-85 near Greenville. Clemson University officials say it will be a world-class graduate program and will provide research for the auto industry. The center also could become a hub for motorsports. "This is not only an investment in the future of tire technology, but the future of South Carolina as a leader in automotive technology development," said Jim Micali, chairman and president of Michelin North America. BMW already has announced a partnership with the automotive park, saying the center will help the German automaker stay ahead of competitors in the development of new vehicles and maintain the company's reputation for performance and reliability. Gov. Mark Sanford attended Thursday's announcement and said it was a significant step forward for the park. Shortly after his election in 2002, Sanford said the auto park plan needed more scrutiny but later put his support solidly behind the center. "I am excited to see how quickly this park is coming together," Sanford said.

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Article published Feb 18, 2004

Michelin to announce role in ICAR

Wendy Weinhold
Anderson Independent-Mail

Clemson University is expected to get a lift from Michelin North America on Thursday when the company will announce a multi-million dollar investment in the International Center for Automotive Research. The announcement at the tire giant's headquarters off I-85 in Greenville will cement Michelin's plans to act as a partner in what looks to become an automotive research and development powerhouse with Clemson, BMW, IBM and Microsoft already on board and more than \$90 million in funding earmarked for the project. "We've got a great announcement and some great technology to show off Thursday," Michelin spokeswoman Lynn Mann said. Gov. Mark Sanford, Secretary of Commerce Bob Faith, Clemson President Jim Barker and a host of Michelin officials are expected to unveil the tire company's full contribution during a morning ceremony. As more and more top-tier companies join Clemson in cutting-edge research and development at the park, which now is under construction and scheduled for a 2005 opening, more opportunities are open to students, said John Wagner, assistant professor of mechanical engineering at Clemson. "ICAR provides tremendous opportunities, both for undergraduate and graduate students," Wagner said. "I think students will have a tremendous opportunity to work with world leaders in the automotive and software industries."

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Article published Feb 10, 2004

Clemson hires auto research director

Jean Scott
Anderson Independent-Mail

CLEMSON -- The first director of Clemson University's automotive research campus hopes to help build the world's "finest research campus." Robert T. Geolas, the current top manager of a well-established research campus at North Carolina State University, will begin his role as director of the Clemson University International Center for Automotive Research in April, Clemson officials announced Monday. Geolas, 39, will provide overall leadership for and management of the Greenville-based auto research campus, which Clemson broke ground on in November, and recruit additional partners from the automotive and motorsports industries. After spending the past nine years helping N.C. State's 1,334-acre Centennial Campus in Raleigh flourish, he said Clemson's fine faculty and research programs and the Upstate's community pride attracted him to the new challenge. "This region really wants to do great things, and that's exciting to me," he said Monday during a visit to Clemson's main campus. "My vision is what Clemson's is: to build the finest university research campus in the world." Clemson is developing a 400-acre research campus along I-85 that has generated more than \$90 million in state and industry support. The academic anchor of the campus will be the \$25 million Carroll A. Campbell Jr. Graduate Engineering Center, and initial corporate supporters include BMW, IBM and Microsoft. BMW Manufacturing Corp. will build a \$15 million, 84,000-square-foot Information Technology Research Center that will focus on improving automotive software systems and software/hardware compatibility for BMW vehicles. Clemson will own the building and lease it to BMW. Geolas will draw an annual base salary of \$135,000 plus a \$20,000 supplement from the Clemson University Real Estate Foundation. He said that during his years at the Centennial Campus, which melds industry, government and research initiatives, its number of partners has grown from six to 60 private and government organizations that employ more than 1,500 people. Neill Cameron, Clemson's vice president of advancement, said Geolas stood out because of his discipline, his success at growing a successful research campus, his ability to relate to multiple communities and his pleasant manner.

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Article published Jan 17, 2004

Colleges push for relief from state constraints

Associated Press

COLUMBIA -- South Carolina's research universities say they will continue their push for relief from some state regulations that would help with the tight budget. The University of South Carolina, Clemson University and the Medical University of South Carolina want to allow private companies to build research facilities on their campuses, which is common practice in other states. Such public-private partnerships have made big headlines in South Carolina during the past year, with Clemson University announcing its International Center for Automotive Research with BMW and USC announcing plans for its own research park in Columbia. But those programs required special permission from state regulators before they could proceed. Mack Whittle, chairman of the USC board of trustees, said the universities need the regulatory relief to make their own deals because public companies will not wait a year for a decision to wind its way through the state government. A bill written by House Speaker David Wilkins and House Ways and Means Committee Chairman Bobby Harrell would give the three universities their own supervising body, freeing them from regulation by the Commission on Higher Education and a few other state laws. If the three universities fail to get the bill passed during this session, "It will cripple us," said Clemson President Jim Barker. The House passed the bill late in last year's session, but it stalled in the Senate because of a filibuster. Since that time, several other bills have been attached to it, including the life sciences bill, which should make the state more attractive for pharmaceutical and biotechnology companies. A bill to make USC's Sumter campus a four-year university also has been attached. Whittle and Barker said they're concerned the issue is getting politicized. Whittle said it doesn't make sense to compete with the other universities in tough economic times. "The problem right now is that we think the economic pie isn't going to get any bigger, so I have to fight (Barker) to get my piece of the pie," Whittle said. "Economic development will make the entire pie bigger."

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Article published Dec 21, 2003

Higher education: Privatization isn't in Clemson's best interest

The following is taken from a speech that Clemson University President James Barker gave to faculty and staff Wednesday: Clemson has grown in influence to be a world university. When you consider that 900 of our students are from 77 different nations and most will return home after their Clemson experience and change their nation's political, economic, social and technological future, that's what a world university does. When you consider that we have Clemson programs of research and teaching on every continent around the world changing lives in the most positive ways every day, that's what a world university does. Let me focus now on issues very close to home. Our budget condition remains precarious. The prediction of additional severe cuts to higher education for next year gives me great concern. We must plan accordingly while making as strong a case for support as we can possibly make. Our citizens must recognize that education (K-12 and higher education) is the most vital component of our state's future. I am concerned but not panicked nor discouraged. We have met this challenge before, and we will do so again. We are positioned to do so. We have a clear academic plan, which is focused and working well. We have made significant advances in two of our emphasis areas this fall. In advanced materials and automotive and transportation technology, we have gathered from public and private sources more than \$170 million to advance these two areas and in the process help transform South Carolina's economy from a low-priced economy driven by low-paying jobs to a knowledge-based economy built around clusters of research and production and driven by ideas. Never in our history has Clemson been more engaged in economic development than we are now. Clemson University International Center for Automotive Research is but one clear example to illustrate. With this project and our partners, BMW, IBM, Microsoft and others we will announce soon, we can set the standard for a new economy in South Carolina. There have been moments in Clemson's history when decisions were made that changed the course of the university's future. These decisions were made after careful analysis and deliberation by farsighted trustees, faculty and administrators. These decisions changed Clemson from the all-male, all-white military school we were to the Clemson we are today. These decisions were not easy or simple, but they were made in the best interests of the state, our students and all the people we serve. Many ... have been asking whether privatization is the next major change that Clemson will undergo. If it is up to us, the answer should be "no." If we apply the same standards that have been used in the past, it does not meet the test. There has not been careful, thoughtful deliberation, and there is no indication that such a move would be in Clemson's or South Carolina's best interest. Certainly, it is not an action that should be taken simply to balance the state budget. Clemson is a public university in terms of our character, personality and values, not just in terms of funding. We see no compelling reason to change the very character and mission of Clemson, the very things that make us distinctive and the very things that shape the Clemson experience for our students. Is a private Clemson University in South Carolina's best interest? The response to this question ... is a definite "no." There would be no Clemson University International Center for Automotive Research if Clemson were a private school. There would be no 800,000 face-to-face problems solved last year by our Extension Service if Clemson were private. There would be no student access to a top 35 education in South Carolina if Clemson were private. Clemson is proud to be a public university, and we have no plans to abandon the public mission that has served the state well for 115 years. The loud and clear response from our state that Clemson should remain public poses some additional concern and challenges. Clemson is becoming a private university by default. The collective will of our state must change the "creeping privatization" that has taken Clemson each year more and more toward being privatized by default. If we value a public Clemson, we must find the collective will to support public higher education. This "creeping privatization" has pushed Clemson from 100 percent of our budget from the state to 24.8 percent of our budget from the state. Today,

Clemson is over 75 percent private. If we, in South Carolina, truly value a public Clemson, we must find the collective will to support a public Clemson. James Barker is president of Clemson University.

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Article published Nov 19, 2003

Auto park experts curb job estimates

Associated Press

GREENVILLE -- Experts say the development potential of Clemson University's automotive research park is enormous, but they also claim it might be too optimistic to project that it could generate 20,000 jobs. If the International Center for Automotive Research reaches the national average for employment at university research parks, it will provide nearly 3,500 jobs, according to a trade association's survey. BMW Group plans to put a research center focused on information technology in the park, next to Clemson's planned graduate school of automotive engineering. Bennie Vorster, the executive who will oversee the center, said BMW eventually could house up to 300 employees in the four-story, 80,000-square-foot research center. It likely will start with 40 to 50 employees, including some already working at its Greer plant, said Vorster, an information technologies vice president. Executives with IBM and Microsoft Corp. said their companies would join BMW in conducting research at the park, but they stopped short of making significant personnel commitments. Greenville-based Michelin North America Inc. said it also would join in the effort, but it has yet to define its role. Clemson's plans include a full-scale wind tunnel that would be available to motorsports teams, and laboratories focusing on automotive electronics systems, safety/crash-worthiness, fuel economy and alternative fuels. The new graduate school is expected to employ about 25 people when it opens in the fall of 2005, said Tom Keinath, dean of the College of Engineering and Science at Clemson. Highly paid engineers and scientists, as well as technicians, secretaries and maintenance workers will be employed at the campus, he said. Work at the Greenville campus will focus on systems integration, which integrates the mechanical and electrical systems of automobiles and is emerging as one of the biggest needs in the automotive industry. Clemson president Jim Barker said his school will collaborate with Greenville Technical College to prepare the technical staff needed as the campus develops. Greenville Tech president Tom Barton said that according to general guidelines, every research engineer needs four to five technicians for support. "That's pretty common across the country. And right now there's a huge shortage of technicians in this country -- a huge shortage," Barton said. The 20,000 jobs figure came last year from Rosen Associates Development Inc., a Miami development company that Clemson originally picked to develop the park. Rosen Associates still is involved in the project, but will develop just 150 acres, instead of the entire 400 acres, after a review of the park plans by Gov. Mark Sanford. To calculate the 20,000 jobs number, Rosen Associates figured the 400-acre park had room for nearly 4.5 million square feet of office, research and "flex" space, said Tom Wells, the company's director of developmental services. Assuming a certain number of employees for each type of space, Rosen Associates calculated a potential of 14,778 jobs on the campus itself, Wells said. Then it multiplied by 1.5 to account for spinoff jobs -- the same "multiplier" that BMW assumed for its Greer plant, Wells said -- and came up with a total of 22,167 jobs. Rosen Associates used the figure in a pitch to the State Infrastructure Bank for \$12 million to build roads in the park. Later, Clemson included the 20,000 jobs figure in an application for state lottery money to endow professorships at the graduate school, but the university has backed away from that number now. Still, at least one expert wouldn't downplay the number. "Parks can do those numbers, but it all depends on the tenant base," said Bill Dean, president of the Piedmont Triad Research Park in Winston-Salem, N.C. The park, which focuses on biomedical technology, is affiliated with the medical school at Wake Forest University. However, Dean said parks typically take years to realize their potential. "This isn't going to be an overnight success story," he said. "People have to understand that." A 2002 survey by the Association of University Research Parks found an average of 3,399 people employed at each of 79 research parks across the country. The typical park was home to 41 companies or organizations and had 1.3 million square feet of building space. Private enterprises occupied more than 80

percent of the space, the survey found.

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Article published Nov 14, 2003

Automotive research center will play key role in economic development

It's difficult to overestimate the potential the new International Center for Automotive Research has for improving the economy of the Upstate. This blend of academic and corporate research could mean for the Upstate what the Research Triangle Park has meant for eastern North Carolina. At a minimum, the Information Technology Research Center that BMW plans to build at the Greenville park represents an additional commitment to this region from the German automaker. It cements the connection the Upstate has to the international automobile business and to the many auto parts suppliers and manufacturers who have followed BMW here. Clemson's graduate automotive engineering school will give students an opportunity to train to become leaders in the future of that industry. That pool of expertise and the research that is done at the center will continue to draw other automotive companies to the Upstate. They may establish research centers here. And that may lead to more manufacturing facilities. The potential is enormous, and the downside is nonexistent. This project will enhance the future of Clemson University, making it one of the premier institutions to prepare automotive engineers. It will establish South Carolina as a center of research for at least one international automotive giant. And it is sure to bring other automakers to the Upstate. And its impact will not be limited to the automotive industry. The establishment of a research facility of this stature will inevitably result in spinoff research projects at Clemson and other institutions. Bringing high-salaried engineers and researchers to the area will lead to quality-of-life improvements as their economic presence ripples through the community. There will be new restaurants, shops, housing developments, entertainment offerings, etc. This project is a farsighted venture that maximizes the Upstate's assets in an attempt to build the region's economy and its profile as an automotive center.

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Article published Nov 13, 2003

Auto park plans unveiled

ROBERT W. DALTON
Staff Writer

GREENVILLE -- A decade ago, Carroll Campbell brought the automotive industry to South Carolina when he persuaded BMW to put its first manufacturing facility outside Germany in Spartanburg County. On Wednesday, BMW and Clemson University honored the former governor, who suffers from Alzheimer's disease, by announcing that the graduate engineering center at the university's International Center for Automotive Research would bear his name. The \$25 million center was just one piece of the puzzle announced for the 400-acre research park at I-85 and Laurens Road. BMW Manufacturing Corp. President Helmut Leube announced that his company would be the park's first nonacademic tenant. It will build a \$15 million, 84,000-square-foot Information Technology Research Center that will focus on improving automotive software systems and software/hardware compatibility for BMW vehicles. Clemson will own the building and lease it to BMW. IBM Global Services spokesman Todd Kirtley said his company would form a partnership with Clemson that would provide \$1.1 million in software and support in the first year. Microsoft Corp. representative Charles Johnson said his company would provide support for the project, but that the details would come later. The ceremony was held in a field that will one day be a tree-lined parkway in the middle of the research park. "This project represents a new era in economic development in South Carolina, an era when research universities are actively engaged in creating high-paying, knowledge-based jobs and enhancing the productivity of key industrial sectors," Clemson President James Barker said. "The automotive research campus proves that the combination of academic strength, industry partnerships, local leadership and strong state support is a very powerful formula." The research park consists of the 250-acre Clemson campus and a 150-acre tract that Cliff Rosen of Miami-based Rosen Associates will develop. Plans call for the campus to include an automotive electronics systems lab, a crash-worthiness test lab, a fuels lab focusing on hydrogen-based research and a wind tunnel. Nine faculty members and up to 50 graduate students will work in the four-story Carroll A. Campbell Jr. Graduate Engineering Center. The center will offer master's and doctoral degrees in automotive engineering. The programs will focus on systems integration. Construction will begin next spring and the center will open in 2005. BMW was given the opportunity to name the center because of its \$10 million gift to endow the academic chairs. "Today, BMW exercised that option and the board of trustees approved it," Barker said. The crowd of about 400, which included Gov. Mark Sanford, Commerce Secretary Bob Faith and numerous political and business leaders, stood and applauded when the name was announced. "This is heartfelt from our company," said Carl Flesher, BMW's vice president for corporate communications. "He has developed a genuine personal relationship with our company and with our chairman, Dr. Helmut Panke. This is not only appropriate, it's well-deserved." Campbell almost declined the invitation to attend the ceremony. He and his wife, Iris, had attended his uncle's funeral in Brevard, N.C., and were going to go straight home. "Finally they had to tell me what was going on," Iris Campbell said. Plans for the park were originally announced in 2002. After his inauguration in January, Sanford slowed the process because he wanted to take a closer look at the deal. After hammering out an agreement that he said was more fair to the taxpayers, Sanford took the brakes off last month and announced the land purchase. Sanford said Wednesday that the park would be "a key driver of South Carolina's economic engine, a job-creating shot in the arm for the Upstate as well as a huge step toward making our state a major player in the emerging high-tech economy." Carter Smith, CEO of the Spartanburg County Economic Development Corp., believes the benefits of the research park could spill over into Spartanburg County. "This gives us the chance to bring additional opportunities to the Upstate," Smith said. "Spartanburg County will be a

major player because of the infrastructure we have in place."Robert W. Dalton can be reached at 562-7223 or bob.dalton@shj.com.

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Article published Nov 12, 2003

Auto park details emerging

From staff reports

BMW Manufacturing Corp. and IBM are expected to announce their investment in the International Center for Automotive Research during a news conference today, according to sources familiar with the project. The announcements will coincide with Clemson University's groundbreaking for its automotive engineering research and education campus. The university is expected to announce the details of its graduate school for automotive engineering at the 11 a.m. event. Michelin and Microsoft also are expected to have a presence in the park, the sources said, but it was unclear when they would make their announcements. Clemson, BMW, and state and local government officials will gather at the site, located at the intersection of I-85 and Laurens Road, for the groundbreaking. Officials have said that the 300-acre development could mean \$2.6 billion in investment and as many as 20,000 new jobs for the Upstate. Plans for the park were originally announced in 2002. But after his inauguration in January, Gov. Mark Sanford put the brakes on the plan, saying the deal was weighted too heavily toward developer Cliff Rosen of Miami-based Rosen Associates. Sanford enlisted William C. Smith Jr., a member of the Clemson board of trustees and a real estate developer, to help iron out a deal more to his liking. In October, Sanford got what he was looking for. The Clemson University Real Estate Foundation will buy 103 acres for \$6.9 million by June 30. It has an option to buy an additional 150 acres for \$14 million by 2007. It will purchase most of the land from the estate of the late John D. Hollingsworth, but will buy 56 acres from Rosen Associates. Rosen will build a complementary development on an adjacent 150 acres.

Anderson Independent-Mail (SC)

May 27, 2004

Local News

Poly-Med to expand in Anderson County

Wendy Weinhold Independent-Mail

An Anderson County biomedical company that represents what economic developers hope is the next generation of industrial development in the Upstate announced plans Wednesday to invest millions and add 25 jobs over the next five years. Poly-Med Inc., located in the **Clemson Research** Park off of S.C. 187 near Pendleton, began in 1993 as a spin-off company from the **research** of **Clemson** University bioengineering professor Shalaby Shalaby. The company develops biomedical technologies used in absorbable and biodegradable pharmaceuticals. Poly-Med's innovations have resulted in advanced tissue adhesives and drug-releasing medical therapies that are ingested or attached to the body and often eliminate the need for follow-up removal surgery. Based on Mr. Shalaby's **research**, Poly-Med recently licensed a group of its polymers and drug-delivery products to Vancouver, British Columbia-based Angiotech Pharmaceuticals. The two companies will team up for future **research** on the licensed technologies. The fact that the business was born in Anderson County and has continued to grow locally was an exciting development for Anderson County economic development director John Lummus. "This is very significant because the state is working feverishly to attract biomedical and pharmaceutical companies to the state," Mr. Lummus said. "We have a company like that right here already." The exact investment amount was not known Wednesday, and Mr. Lummus said the company is working with the county and state on possible opportunities for tax incentives. Mr. Lummus was one of more than 40 Upstate economic development officials to attend Wednesday's Upstate Alliance second quarter board meeting, held at the Anderson County Library. During the meeting, alliance executive director Sam Konduros emphasized the growing importance of life science companies, such as Poly-Med, to the regional marketing group's mission to bring jobs and investment to its 10-county Upstate members. Early next month, alliance representatives will travel to San Francisco to market the Upstate at a biomedical industry trade show. Later in June the group will head to Germany for what Mr. Konduros described as a "hard-hitting" marketing trip that will target companies in the **automotive**, motorsport, life sciences and advanced materials industries. During the trip, **Clemson** University's **International Center for Automotive Research**, located in Greenville, and **Center** for Optical Materials Science and Engineering Technologies, located in Anderson County, will be promoted heavily to foreign investors.

Anderson Independent-Mail (SC)

May 21, 2004

Local News

State's small businesses need investment

Wendy Weinhold Independent-Mail

GREENVILLE - If he had the financial backing of investors, Robert Dalton is sure his company would flourish in **Clemson**. Without the venture capital Mr. Dalton said he needs to grow his 7-year-old intellectual property business, Estec Enterprises Inc., he and his partners could miss out on new technology and business opportunities. So Mr. Dalton, the company's vice president of business development, went to Greenville Thursday to connect with possible investors at the inaugural InnoVenture 2004 conference. "We're ready to go; we're ready for investment," Mr. Dalton said. "But we can't wait much longer for South Carolina to change." More than 300 people gathered at the Hyatt Regency in downtown Greenville to network in what was billed as the largest concentration of entrepreneurs, investors and **research** gurus in the state's history. The state's need to change its conventional business strategy was a common refrain at the all-day conference. South Carolina business is "hungry" for investment, and the conference was designed to rectify the void of support for start-up companies, conference chairman and Simpsonville-based KEMET Corp. executive John Warner said. Until recently, South Carolina has focused on "big smokestack companies" when a great number of high-paying, lasting jobs are created by small companies, said Upstate-based Capital Corp. President C. Dan Adams, a venture capitalist on the lookout for investment opportunities. "It's an exciting day," Mr. Adams said. "We've got a long way to go." Keynote speaker Gov. Mark Sanford told the audience that the state is at a "point of transition," and economic development must shift from its big business-centered focus to create jobs and help the economy grow. Investing in the state's small businesses means buying into a "growth stock," he said. A morning panel featuring **Clemson University's** vice president of **research** Chris Przirembel and two other state university researchers highlighted the connection between innovation and academics. Discussing **Clemson's International Center for Automotive Research** currently under development in Greenville, Mr. Przirembel said he envisions **Clemson's automotive center** and the advanced materials **research center** under development in Anderson County as economic development incubators as well as academic centers. When small companies can't find financial support in state, they leave, said Lee Luff, the Anderson Area Chamber of Commerce president. He said he attended the convention to find out what can be done to stop the "brain drain" that results when companies can't get the money they need to move forward. "We've got to get beneath the surface and find out how to support what's in our backyard," Mr. Luff said.

Anderson Independent-Mail (SC)

April 29, 2004

Local News

Clemson automotive and materials centers get state boost By Kelly Davis Independent-Mail

A South Carolina state board has invested \$8 million of education lottery money in **Clemson** University to support two faculty positions, including one located in Anderson County that may help develop the state's economy. The **Research Centers** of Economic Excellence Review Board housed in the South Carolina Commission on Higher Education announced the funding Tuesday along with \$11 million in allocations to the Medical University of South Carolina and the University of South Carolina for **research** in cancer therapy, fuel cells and nanomaterials. All three institutions must match the allocations. The **research centers** program was created in 2001 by the state legislature to endow academic chairs in **research** areas tied to economic development. The money is from \$200 million set aside from S.C. Education Lottery proceeds through 2010. **Clemson's** successful applications focused on areas where the university is working toward national prominence: **automotive** engineering and advanced materials. The board said Tuesday it would consider next year a request for \$5 million to endow two faculty positions in the area of restoration development, the rehabilitation of existing structures such as bridges and historic buildings. The new faculty would work at the **Clemson** University Restoration Institute in Charleston, university vice president for **research** Chris Przirembel said. A trillion dollars per year is spent on such work in this country, he said. The board approved \$3 million for an endowed chair in vehicle electronic systems integration, the fourth position associated with the Campbell Graduate Engineering **Center** based in the new **International Center for Automotive Research** in Greenville. Matching funds already exist from Michelin North America, so **Clemson** has raised more than 85 percent of the \$36 million needed to endow the four positions. The program should launch in 2006. "The applications for this field of **research** are limited only by our imagination," Mr. Przirembel said. The advanced materials position was given \$5 million by the review board, but does not yet have matching money. When hired, the chair of optical materials will study photonics as the signature researcher in the university's existing **Center** for Optical Materials Science and Technology in the **Clemson Research Park** near Pendleton. Photonics involves optical materials to be used in electronics, medicine and computing. "Photonics materials and devices for optical networks are expected to be a \$20-billion industry within the next several years," Mr. Przirembel said. The anticipated snowball effect may already be starting in that arena, since the **center** has earned \$13 million in external funding since 2000, and researchers already have created two companies with the help of \$1 million in federal grants to capitalize on their discoveries. **Clemson** plans a \$70-million expansion of the park over five years, beginning with a \$21-million advanced-materials **research center**.

Anderson Independent-Mail (SC)

February 20, 2004

Local News

Clemson team revs up work on racecar By Kelly Davis Independent-Mail

CLEMSON - Andy Miller is a little bummed that the **Clemson University International Center for Automotive Research** will become a reality only after his days as an automotive engineering student at the university are past. But the Atlanta native still is getting his racecar fix by managing the 2004 Society for Automotive Engineers formula car team, which has begun construction on its entry into an annual international competition this May at the Pontiac Silver Dome in Detroit. "I've been involved in racing since I was little because it was a hobby of my dad's," he said. "Once it's in your blood, it's never going to get out. I looked for a college involved in automotive aspects." The competition calls on student teams to conceive, design, build and operate formula-style racing cars. They also must submit a cost report on a hypothetical manufacturing plant that would build their cars. Teams are judged on presentation, car design, costs and several areas of performance, including acceleration, fuel economy and endurance in a 22-lap race. Since beginning research and development last summer, the 20-member **Clemson** team has begun construction at the Ravenal Building across the Seneca River from the main campus, and plans to show off its latest car at an open house April 17. They even have invited university administrators to give it a spin. The team runs the gamut from incoming freshmen to graduate students, and consists mostly of automotive engineers, although a few business students and industrial engineers round it out, Mr. Miller said. It is short of female members. Last year there was one; this year, none. The **Clemson** team was organized in 1998 and built two consecutive top-10 cars. After a break in 2002, when graduation depleted most of the team's experienced members, it entered the 2003 competition and finished 30th out of 140 entries, Mr. Miller said. This year, in addition to adding some business acumen, the team expects to complete the car earlier, gaining testing and driver-training time. Work on the tubular steel chassis and Honda 610-cc motorcycle engine is done in the Ravenal workshop. Specialized jobs, such as manufacturing the differential, were contracted to the university's own machine shop or outside companies. Griffin Thermal Products of Greenville donated labor to build the student-designed radiator, for example. To increase emphasis on performance other than speed, the car must run with a device that limits its 110-horsepower capacity to 78 horsepower. The engine still will put out 40 foot-pounds of torque, a measure of driveshaft-turning force that is "pretty good" for a car that, with driver, will weigh just 600 pounds, Mr. Miller said.

Anderson Independent-Mail (SC)
February 20, 2004
Local News

Michelin steers ICAR research arm down new road By Wendy Weinhold Independent-Mail

CLEMSON - When **Clemson** University Professor Nader Jalili looks at a tire, he sees more than the spot where the rubber hits the road - he sees endless opportunities for innovation. In recent years, the assistant professor of mechanical engineering and his four-member graduate student research team has worked to develop "smarter tires" with highly advanced electronic sensors embedded in the rubber that someday could allow the tire to detect changes in road conditions and respond by changing shape. Now that Michelin North America Inc. has announced a \$3 million investment over the next five years to create an endowed professorship in vehicle electronic systems integration at **Clemson's International Center for Automotive Research**, Mr. Jalili looks forward to opportunities to create not only smarter tires, but smarter students. "As students, we get very little practical experience, and at the center we will get to solve practical problems and not just know the theory," graduate student Arun Ramaratnam said. "I'm feeling a little jealous about the other students because I'm getting ready to graduate. Maybe I'll come back." Since **Clemson** University teamed with BMW, IBM, Microsoft and now Michelin to launch the 400-acre research center off Interstate 85 in Greenville, more than \$95 million in public and private funding has been secured for the project. Marketing the Upstate as the development hot spot has not been hard for Upstate Alliance leader Sam Konduros, who said interest in the Upstate has mushroomed this year in his office's marketing efforts. "The entire business world turned its head when BMW, IBM and Microsoft announced a partnership in the center on the same day," Mr. Konduros said. "I think you're literally talking about the creation of thousands of new jobs. There will definitely be more announcements." Michelin North America Chairman and President Jim Micali said work at the research center eventually should translate into additional jobs at Michelin's manufacturing plants, two of which are located in Anderson County. Officials and university leaders hailed the center as the beginning of a renaissance in the state's economic development. Gov. Mark Sanford said the research center is one example of the state's work to change the way it recruits business. Instead of relying on past marketing tactics that focused on the state's low-cost labor, cheap land and right to work policy as chief incentives for industry, knowledge clusters such as **Clemson's** research center will help South Carolina rewrite the book and promote itself as a knowledge center.

Anderson Independent-Mail (SC)
February 18, 2004
Local News

Michelin to announce role in ICAR By Wendy Weinhold Independent-Mail

Clemson University is expected to get a lift from Michelin North America on Thursday when the company will announce a multi-million dollar investment in the **International Center for Automotive Research**. The announcement at the tire giant's headquarters off Interstate 85 in Greenville will cement Michelin's plans to act as a partner in what looks to become an automotive research and development powerhouse with **Clemson**, BMW, IBM and Microsoft already on board and more than \$90 million in funding earmarked for the project. "We've got a great announcement and some great technology to show off Thursday," Michelin spokesperson Lynn Mann said. Gov. Mark Sanford, Secretary of Commerce Bob Faith, **Clemson** President Jim Barker and a host of Michelin officials are expected to unveil the tire company's full contribution during a morning ceremony. As more top-tier companies join **Clemson** in cutting edge research and development at the park, which now is under construction and scheduled for a 2005 opening, more opportunities are open to students, said John Wagner, assistant professor of mechanical engineering at **Clemson**. "ICAR provides tremendous opportunities, both for undergraduate and graduate students," Mr. Wagener said. "I think students will have a tremendous opportunity to work with world leaders in the automotive and software industries."

Anderson Independent-Mail (SC)
December 18, 2003
Local News

Jean Scott Oconee-Pickens Bureau

Clemson president: University should stay public **CLEMSON** - **Clemson** University should remain a public university, President Jim Barker told faculty and staff Wednesday. When Gov. Mark Sanford proposed 12 days earlier giving the state's public colleges and universities the option of becoming private, Mr. Barker said the issue would require study. He also posed a question: "Is a private **Clemson** University in South Carolina's best interest?" During an end-of-semester faculty and staff meeting Wednesday, he said the response from every corner of the campus and the state was a definite "no." "There would be no **Clemson** University **International Center for Automotive Research** if **Clemson** was a private school," he said. "There would be no 800,000 face-to-face problems solved last year by our extension service if **Clemson** was private." Mr. Barker acknowledged that **Clemson** - once an all-male, all-white military school - had taken on fundamental changes. "Many of you have been asking if privatization is the next major change that **Clemson** will undergo. If it is up to us, the answer should be 'no.' If we apply the same standards that have been used in the past, it does not meet the test," he said. "There has not been careful, thoughtful deliberation, and there is no indication that such a move would be in **Clemson's** or South Carolina's best interest," he said. "Certainly, it is not an action that should be taken simply to balance the budget." In making his proposal, Gov. Sanford had suggested privatization could free up some of the state money now allotted to its 33 public institutions. But Mr. Barker suggested Wednesday that **Clemson**, which has raised tuition to help make up for continued cuts in its state funding, needs more financial support from South Carolina, which now supplies only about 24 percent of the university's overall budget. "If we in South Carolina truly value a public **Clemson**, we must find the collective will to support a public **Clemson**," he said. Also at Wednesday's meeting, Alan Grubb, a faculty member who serves as a liaison to **Clemson's** Board of Trustees, encouraged his peers to forward their ideas about privatization to him so he could communicate them to the trustees. Another group mulling the governor's privatization pitch is South Carolina's General Assembly, which holds the power to move it from proposal to reality.

Anderson Independent-Mail (SC)
December 11, 2003
Local News

Pickens industrial park ready for employers

Jean Scott Oconee-Pickens Bureau

PICKENS - The promise of new Pickens County jobs lies in 310 acres outside of Liberty along U.S. 123. The Pickens County Commerce Park, the county's first public industrial park, is ready for business thanks to the investment of millions of dollars in state and federal grants, transportation funds and county tax revenues. Aside from its interior roads, it looks like pasture. But beneath the grass lies the infrastructure - including sewer, water, a high-pressure gas line and fiber-optic cable for high-speed Internet access - to serve industry. And with its newly completed access to the four-lane U.S. 123, county and state officials predicted Wednesday it would soon lure tenants and the needed jobs they would bring to the county, where unemployment stood at 6.2 percent in October. Officials from across the county, the state transportation and commerce departments and Alliance Pickens, the county's economic-development organization, gathered Wednesday to celebrate the completion of the park and the new Cartee Road interchange. "It's a rainy, cold day outside, but it's a glorious day for Pickens County," said Danny Youngblood, chairman of Alliance Pickens' board of directors. Originally, Alliance Pickens planned an October ribbon-cutting ceremony closer to the interchange's completion, said Ray Farley, executive director. Wet weather washed out that original date, but rain did not stop Wednesday's makeup event, which was moved indoors a few miles away to the county's administration building. State Department of Transportation Executive Director Elizabeth S. Mabry attended to help mark the years of cooperation between county and state leaders to see through the project. "It's more than just an interchange we're talking about today," she said. "It's a vision." State Rep. B.R. Skelton, R-Six Mile, who served on committees key to the park's development, said Pickens County missed some earlier economic-development opportunities. He said the county did not take advantage of federal money for water and sewer improvements in the 1970s and still lacked infrastructure to attract spinoff industries when BMW located in nearby Greer. But since it has added major sewer lines and the County Council had the vision to set aside tax revenue to help finance the park's creation, it is ready to attract spinoffs from the planned **Clemson University International Center for Automotive Research** in Greenville, he said. After the cutting of a ceremonial red ribbon, Mr. Farley accompanied some guests to the park for a bus tour. During the tour, he noted selling points such as a planned fitness trail and the park's proximity to **Clemson University**, the Greenville-Spartanburg International Airport and the Pickens County Airport. He said the park's international prospects represent manufacturing, research and development, information and technology, and design and engineering. As for the number of jobs the park could lure, he estimated at least hundreds, if not thousands.

Anderson Independent-Mail (SC)

November 14, 2003

Local News

Clarification

A headline on Page 1A of Thursday's Anderson Independent-Mail should have said **Clemson University** and BMW officials already have secured more than \$90 million in funding for a 400-acre **International Center for Automotive Research** campus. The university's \$25 million Carroll A. Campbell Graduate Engineering Center will be the academic anchor of the Greenville campus, and BMW's \$15 million Information Technology Research Center will be the campus' first non-academic facility.

Anderson Independent-Mail (SC)
November 13, 2003
Local News

Company recruitment will extend to Anderson County

Wendy Weinhold Independent-Mail

GREENVILLE - Officials from Greenville jokingly welcomed the "Greenville Tigers" into the city at the groundbreaking for **Clemson University's International Center for Automotive Research**, but nearby cities such as Anderson likely will benefit from **Clemson's** off-campus research collaboration. Officials said the campus could create as many as 20,000 jobs in the future through companies drawn to locate research and development sites and manufacturing plants nearby. Wednesday's groundbreaking event focused on economic opportunities in the new center's hometown - officials from neighboring counties such as Anderson were not among guests. But Anderson County Economic Development Director John Lummus said Anderson County should benefit from the research center. Recruitment efforts already are under way at the Upstate Alliance, and the marketing group's president and chief executive officer, Sam Konduros, is planning a trip to Germany with **Clemson** officials next week to enlist new international investments. He said a lot of the companies his group has talked to indicated they would prefer to locate nearby the center but not on the actual 125 acres of industrial property adjacent to the research center that Miami developer Cliff Rosen is preparing. "Many of the companies have made it very clear they're not going to be on the campus," Mr. Konduros said. "A lot of companies are talking about locating within a 30- to 50-mile radius of the research center." Anderson-based automotive suppliers such as the Robert Bosch Corp., Timken, Mergon, Friedrichs and Rath Inc. and Associated Fuel Pump Systems Corp. are among many existing local companies that stand to benefit from work at the center, Mr. Lummus said. Paul Neibauer, general manager at Anderson-born Griffin Thermal Products Inc., said he looks forward to growth in the region's business and the highly skilled workforce the center could bring to the region. Michelin North America's Research and Development Corp. President Terry Gettys, who attended the groundbreaking, said his company has not decided how it will be involved in the project, but the tire maker will play a role. Although Michelin's two Anderson County manufacturing plants would not immediately be affected by any investment by the company, Mr. Gettys said an impact could be felt at the plants as new tire products are developed. The state's secretary of commerce, Bob Faith, said in 10 years, "we'll look back and say (the center) was one of the most powerful developments for the Upstate economy. "Anderson County is right here, and it's going to benefit greatly."

Anderson Independent-Mail (SC)
November 13, 2003
Local News

Auto campus not costing Clemson employees, students

Jean Scott Oconee-Pickens Bureau

CLEMSON - **Clemson** University President James Barker gave the answer before anyone at Wednesday's town hall meeting on campus could ask the question. He said **Clemson** was able to break ground on a new automotive-research campus that day, despite state budget cuts and the fact that staff salaries have remained stagnant for three years because the project has generated millions in public and private support. "Not one penny of this would be available otherwise," he said of the roughly \$100 million committed so far to the campus, which will conduct research and prepare graduates to drive the automotive and motorsports industries. After the meeting, which drew about 100 people from **Clemson's** faculty, staff and student body to the main campus's Strom Thurmond Institute, university spokeswoman Cathy Sams offered the same reassurance to students. She said none of the money supporting **Clemson's International Center for Automotive Research** could have been used to offset the university's six consecutive tuition increases. Ms. Sams, who noted that **Clemson** has given merit increases to faculty and bonuses to staff in the years the state has not granted them raises, said South Carolina, BMW, IBM and others are investing in the project because of its promise as an economic development engine. **Clemson** has pledged to the project almost \$7 million that its Real Estate Foundation will raise to buy land at the site of the new Greenville campus, which will include the planned Carroll A. Campbell Jr. Graduate Engineering Center. Named for the former governor who helped create the state's automotive industry cluster by luring BMW to the area, the center could serve up to 50 graduate students by August 2005. Its research focus will be automotive-systems integration, a specialty that will prepare graduates to design and build modern automobiles that bring together mechanical, electrical and digital technologies. Imtiaz Haque, chairman of **Clemson's** mechanical-engineering department, said that as cars evolve, they will include more highly technical systems, such as audio and home-entertainment systems. The challenge is making them work well and safely together. Mr. Haque explained that researchers might study how to make computers controlling anti-lock brake systems, for example, more reliable. He said **Clemson** already conducts automotive-systems integration research but that the center would allow it to grow in scope. Don Rice, director of **Clemson's** Brooks Institute for Sports Science, said the center's proposed crash-worthiness lab - used to test how well vehicles hold up in crashes - and full-scale wind tunnel also would expand the scope of the university's research. He said the tunnel, which would require about \$50 million in support, would be the world's most advanced and would let researchers simultaneously study more than one car in a simulated high-speed environment.

Anderson Independent-Mail (SC)

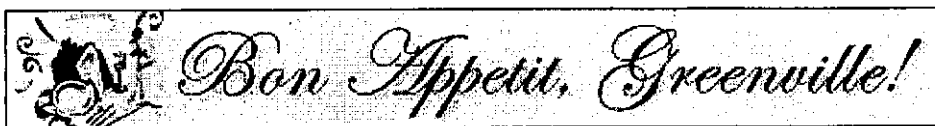
November 13, 2003

Local News

Research park revs up local auto industry

Wendy Weinhold Independent-Mail

GREENVILLE - Move over, Detroit, the Upstate is vying for a seat behind the wheel of the automotive research industry. **Clemson** University President James Barker, Gov. Mark Sanford and officials from BMW and IBM broke ground Wednesday morning on an automotive research campus they hope will make the Upstate a hub for the automotive and motorsports industries. Orange and white banners bearing the slogan "Driving the Future" provided a backdrop as project leaders donned bright orange hardhats and pushed orange-handled shovels into a patch of ground to mark the occasion. More than 400 people crowded under a white tent in the wooded area off Laurens Road and Interstate 85 where **Clemson's International Center for Automotive Research** will be developed. The crown jewel of the 400-acre campus, a \$25 million academic complex set to open in 2005, was christened the Carroll A. Campbell Jr. Graduate Engineering Center. **Clemson** trustees agreed with BMW's request that the center be named to honor the former governor, who in 1993 helped secure the automotive giant's place in the state. Describing the research campus as a "milestone in South Carolina's economic history," Mr. Barker said collaboration between the public and private sectors would provide students with hands-on learning opportunities unlike those provided in a purely academic setting. "The center will be a laboratory for learning," Mr. Barker said. "The great economic development opportunities and educational opportunities will be unmatched." At the groundbreaking, Helmut Leube, president of BMW's North American operations, announced the automotive company's plans to build an 84,000-square-foot Information Technology Research Center on the Greenville campus where he said the "BMW of the future" would be developed. The four-story center will support research that focuses on the development and integration of automotive software systems and will make BMW the first non-academic tenant. The \$15 million center will be owned by **Clemson** and leased to BMW. The facility is slated for completion by the fall of 2005. "Never underestimate the power of an idea whose time has come," Mr. Leube said. "What happens here will affect companies around the world." IBM also will play a pivotal role in the center through its initial commitment of \$1.1 million in software and professional support. The company is working with the project's partners to expand its participation in the future, officials said. The 400-acre campus will be divided between **Clemson's** 250-acre campus and an adjacent 150-acre parcel that Miami developer Cliff Rosen will develop privately for industrial companies. The university's campus eventually will house labs for research and testing alongside a full-scale wind tunnel that Chris Prziembel, **Clemson's** vice president for research, described as unique to the western hemisphere. More than \$90 million has been pledged for the campus to date, including \$15 million in BMW funds for endowments and \$69 million in state economic development and infrastructure aid. The **Clemson** University Foundation plans to raise \$7 million to pay for land acquisition at the site beginning in February. Three years of planning went into the campus where nine new faculty members will guide 50 students toward master's and doctoral degrees in automotive engineering. **Clemson** graduate student Chris Osborn described himself as a "guinea pig" for the new program. The 25-year-old, who would be among the first to graduate from the center, said he wants to use his degree to design cars. About 20 faculty members of **Clemson's** mechanical engineering department already engaged in automotive research and development attended the event to scout out companies that may pay for academic research at the center. Associate Professor Lonny Thompson, who has worked to develop technologies that create quieter rides, said the campus would offer jobs to keep the state's best and brightest students at home.



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State jobs outlook improves

Posted Thursday, July 15, 2004 - 8:46 pm

By Jenny Munro
BUSINESS WRITER
jmunro@greenvillenews.com

South Carolina's employment picture has improved greatly since the beginning of the year, adding 60,900 jobs in the past six months, according to the state Employment Security Commission.

Normal job growth for a year typically is 40,000 to 50,000 jobs, said Sam McClary, program coordinator for the commission's Labor Market Information.

The numbers show an employment picture statewide that is improving, even though the unemployment rate is not dropping quickly. In June 2003, South Carolina's jobless rate was 6.6 percent. In May 2004, it had dropped to 6.3 percent.

However, Donald Schunk, research economist for the University of South Carolina's Moore School of Business, said the state "is currently seeing total jobs being added at a faster pace than at the national level."

The state's main employment problem is that it lost so many jobs during the past three years, officials said. Since the recession, which officially ran from March 2001 to November of 2001, "we've been struggling to come out of it," McClary said.

If the state had created jobs at a normal clip of 40,000 a year, it would have added about 130,000 jobs in the 40 months since February 2001, the month before the recession began. That means the state would now have 1,947,200 jobs — 93,400 more than it has.

Bill Whitney, president of the Urban League of the Upstate, said he's pleased with the job growth, but "we are not finding jobs at the professional level. What we're finding is service jobs. I think there's definitely a shift in the economy. We're getting a lot more jobs that are just above the minimum wage."

He said the Upstate has lost many of its manufacturing jobs, which tend to pay higher wages than many service jobs. When Clemson University's International Center for Automotive

Friday, July

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Research gets off the ground, it should help the Upstate's employment situation greatly, he said.

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"Industries continue to die. You have to generate new businesses," Whitney said.

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The Employment Security Commission reported that total nonfarm employment in June rose by 5,600 positions, or 0.3 percent, to 1,853, 800 jobs. In the past 12 months, the state added 26,600 jobs.

The Greenville News

305 S. Main St.
PO Box 1688
Greenville, SC 29602

The job growth, though minimal, is an indication that the state's economy is slowly, but steadily, getting stronger, said Roosevelt T. Halley, executive director of the South Carolina Employment Security Commission.

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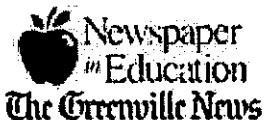
Jimmy Wilson, a Greenville resident, said he's no longer as afraid of losing his job as he was about two years ago.

Send:
A story idea
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"I think things have settled down a bit," he said. "You don't hear about your friends losing jobs as much. It's still hard to find a job, but if you get one you probably will keep it. That's a good thing."

Find:
A news story
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An obituary

June job gains were widespread. Manufacturing, which has been the hardest hit sector in the past three years, gained 900 jobs, primarily in durable goods, which added 600 jobs. The textile sector even added 100 jobs in June. Construction also added 1,200 jobs during the month.



The only sector to lose jobs during the month was state and local government, which was down 5,700 jobs. The job loss came about with the end of the school year in June and is a seasonal loss. Many school employees, such as cafeteria workers and bus drivers, do not work during the summer months when school is not in session.

The Greenville-Spartanburg-Anderson Metropolitan Statistical Area created 600 new jobs, mostly in professional and business services. Charleston led the MSAs with the addition of 1,500 jobs, primarily with growth in the leisure and hospitality sector, which added 700 jobs. The Columbia MSA added a net 400 jobs, although it lost 1,500 in the state and local government sector.



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greenvilleonline.com



ARRESTS

Those listed as arrested and processed at the Greenville County Law Enforcement Center with charges as listed on filed documents:

- Joseph Anthony Covington Jr., 33, 2011 Anderson Road, No. 30, criminal domestic violence of high and aggravated nature.
- Melinda Jill English, 43, 151 Mitchell Road, No. T-4, auto breaking.
- William Howard Harvey, 35, 11-B Eleventh Street, Greer, first-degree burglary.
- James Ricardo Latimore, 17, 12 Linton St., receiving and/or possessing a stolen vehicle.
- Jack Hard McCauley III, 41, 110 Hale Drive, Taylors, harassment and unlawful use of telephone.

ICAR

FROM PAGE 1B

Evolving candidate

Reinventing the car is tied to Inglis reinventing himself politically.

As a self term-limited congressman in the 1990s, he angered some in the business community who felt he abdicated any chance to amass power through seniority and largely disdained the traditional scrap for federal funding of district projects.

Inglis reiterated that his rule of thumb is that projects must benefit a broader national purpose than the purely local.

His opposition to funding demonstration projects helped kill plans for a federally funded

Southern Connector and Greenville-Spartanburg International Airport officials credited Democratic Sen. Ernest F. Hollings, not Inglis, for winning tens of millions of dollars for expansion to accommodate BMW.

But Inglis said he did, and has the records to show it, work with an airport authority that chose to use the more powerful Hollings to win federal aid.

Inglis said in an interview that being in — and out — of Congress have provided him with a new perspective.

He was swept into office on a wave of reform "that didn't happen" in a Washington atmosphere where "demonizing your opponents" stifled initiative and bipartisan cooperation.

What's in is promoting the district and networking with members of both parties to achieve common goals that benefit their regions and the nation as a whole, he said.

ICAR fits that mold, Inglis said. "If we could retool the automobile to use hydrogen for fuel, we'd see a massive expansion of our economy; we'd reap significant environmental benefits; and we'd take some pressure off the Middle East," Inglis said.

Currently, crews are building roads through the ICAR site at Laurens Road and Interstate 85, clearing the way for groundbreaking for buildings that will make up the complex, including a Clemson graduate school of automotive engineering and a BMW research center focused on information technology.

Other companies that have agreed to participate in research

at ICAR are International Business Machines Corp. and Microsoft Corp.

Clemson's long-term plans for the research park include a full-scale wind tunnel and laboratories focusing on electronics systems, safety/crash-workiness, fuel economy and alternative fuels.

The 4th District consists of Greenville, Spartanburg and Union counties and the northern tip of Laurens. It has elected Republican congressmen in 10 of the last 13 elections dating to 1978.

Inglis defeated the last Democratic incumbent, Spartanburg's Liz Patterson, in 1992. He left the House in 1998 to keep a three-term commitment and run, unsuccessfully, for the U.S. Senate.

■ Dan Hoover covers politics and can be reached at 298-4883.

Mont Lane, criminal domestic violence of high and aggravated nature.

Kevin Wayne Allen, 27, 49 Orchard Park Drive, criminal sexual conduct with a minor and attempting to commit a lewd act on a minor under the age of 16.

Jeffrey Ryan Belue, 23, 40 Emma St., receiving and/or possessing a stolen vehicle.

Roger Brooks, 35, 221 Berea Forest, Berea, attempted first-degree burglary.

Octavius Summond Cline, 26, 409 Lincoln Drive, Taylors, possession of marijuana with intent to distribute and possession of crack with intent to distribute.

Zachary Marquis Fowler, 18, 163 Cauty Road, Pelzer, grand larceny.

William Frank Howard, 56, 14

Fredrick Lamont Irby, 29, 50 Ramsey Court, No. 15-G, assault with intent to kill and possession of a gun and/or knife during commission of a crime.

Randall Lee Payne, 21, 7 Alma St., possession of a controlled substance.

James Walter Thompson, 22, 5 Calhoun St., assault and battery of high and aggravated nature.

Terry Wallace, 35, 8 Nelson St., distributing crack and distributing crack near a school.

Melvin Watts, 44, 319 Muddy Ford Road, possession of crack with intent to distribute and possession of crack with intent to distribute near a school.

Terry Olin Wyatt, 43, 108 Piney Mountain Road, possession of crack.

year-old Greenville High School students, say they are aware of the dangers of dehydration.

CLEMSON

FROM PAGE 1B

Our state is demanding that of us but we don't want to leave our students behind."

Faculty would "take students on a journey of discovery" in a stimulating environment," Barker said. "As a student you can't find a better environment for learning than that."

Clemson needs to be unique to compete with bigger, wealthier top-20 players, and can capitalize on its close faculty-student relationships and strong research emphasis areas, Helms said.

Students would learn how to work on teams, gain skills relevant to the marketplace, and would learn to be critical thinkers, leaders and entrepreneurs, Helms said.

Students would select something that interests them from a wide range of research projects regardless of whether it's in their major because ideally teams would be multi-disciplinary, Helms said.

Webb Smathers, president of the Faculty Senate, said it's "one of the best ideas I've heard in a long time. You can only learn if you associate it with something you already know."

Students would give oral and written reports and keep electronic portfolios that would help measure their achievement.

Alan Grubb, a history professor and former Faculty Senate president, said the concept

Greenville News

Estimated printed pages: 2

July 16, 2004

Section: Upstate

Page: 1, 5B

Richmond Gear expanding in Liberty

Anna Simon

Staff

The Greenville News= Upstate

Plant expects to add 30 to 40 jobs

By Anna Simon

CLEMSON BUREAU

asimon@greenvillenews.com

LIBERTY — A \$2.8 million expansion that will add 30 to 40 jobs at the Richmond Gear plant between Liberty and Norris was good news for plant workers and Pickens County residents Thursday.

"We are very excited about the expansion. It means more jobs and more room," said Hattie Rhone, a purchasing clerk who has worked 30 years for the manufacturer of automotive and boat performance products, including ring and pinion sets for the automotive racing industry.

The Liberty woman feels fortunate because many of her friends lost jobs at other area plants that have shut down. The expansion "means some Pickens County residents will have opportunities to work at our facility," she said.

Pickens County has been hard-hit by plant closings in recent years, particularly in the textile industry as jobs have moved overseas.

Tommy Galloway, a machinist from Six Mile, lost his job when a West Union plant closed two years ago. Some part-time jobs helped pay the bills, and then five weeks ago Richmond Gear hired him to run a grinding machine.

He's comforted that the company is growing at a time when so many are cutting back.

Gary Justice, vice president and general manager at the plant, plans to hire machinists late in the fourth quarter and is looking for engineers now.

Mike Wilson of Pickens, a forklift operator at the plant for 18 years, said workers are elated.

"It's actually happened, and it took a while to believe, because we've been crowded for so long," he said.

The 40-year-old plant started as a 20,000-square-foot facility and is now 185,000 square feet with the new 60,000-square-foot addition, Justice said.

It has continually grown and evolved from its start as a satellite of Ohio Gear. Today it employs about 180 people, and parent company Regal Beloit is making it a core facility, which will transform it from somewhat of a secret in Pickens County into a showcase.

The expansion provides space for the recent addition of new product lines, Velvet Drive Transmissions and PowerTrax Traction Systems, plus room to grow, Justice said. In addition, there will be a new test lab where engineers can study transmission performance and longevity.

"We can make more products and win more races and power more boats and all the things we do for a living," Justice said.

Expansion of the company, which has built a Daytona 500-winning transmission, comes at a time when nearby Clemson University is

building its **International Center for Automotive Research** in Greenville that economic development leaders hope will make the Upstate a research hub for automotive and motor sports industries.

Justice said he plans to talk with Clemson to explore ways to work together.

"With this test facility, that will be exciting," Justice said. "The horsepower keeps going up and up and up."

Cutlien:

TANYA ACKERMAN/Staff

Plant expanding: Chris Stancil cuts bar stock at Richmond Gear, which makes auto and boat performance products.

Hattie Rhone mug

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Greenville News

Estimated printed pages: 3

July 2, 2004

Section: Business

Page: 17, 22A

Officials, business market state's pluses in Europe

Rudolph Bell

Staff

The Greenville News= Final

Upstate group pushes ICAR during economic mission

By Rudolph Bell

BUSINESS WRITER

dbell@greenvillenews.com

Business recruiters from South Carolina and the Upstate say they strengthened ties with European industry during trade missions last week designed to lure foreign investment.

Gov. Mark Sanford and state Commerce Secretary Bob Faith returned from a six-day trip to Germany, France and Switzerland.

Faith, who also traveled to Italy, said that he and Sanford met with six European corporations that have a presence in South Carolina: Michelin, BMW, Siemens, Roche, Robert Bosch and DaimlerChrysler.

"The governor and I met with the top leadership of all those companies and thanked them for their business and also obviously asked if there was any other business we should be pursuing," Faith said.

Faith said he couldn't talk about other, private meetings with companies that are actively considering new investment in South Carolina.

The governor's itinerary overlapped with that of a separate recruiting trip to Germany sponsored by the Upstate Alliance, the Greenville-based economic development organization serving the state's 10 westernmost counties.

The Upstate Alliance trip was designed to market the Upstate as an "innovation center" for the automotive industry. A key objective was telling German industry about the **International Center for Automotive Research**, the automotive research center that Clemson University is developing in Greenville.

Sam Konduros, Upstate Alliance president, said 250 European business executives or government and academic leaders attended seven major events during the trip. Those events included a reception at the residence of the U.S. consulate in Munich and another reception in Munich that Sanford and Faith attended. The Upstate delegation also touted ICAR to auto executives at a forum in Munich.

Upstate delegation members, which numbered more than 30, also joined a reception at the headquarters of Rodi & Partner, a major European accounting firm, in Nuremberg, and a conference for automotive suppliers in Stuttgart, home of DaimlerChrysler and Porsche. Sanford spoke at the automotive conference.

Upstate delegation members also participated in 18 private meetings with 40 European executives, Konduros said, and made side trips to Vienna, Zurich and Berlin to meet with companies considering an Upstate presence.

Konduros described seven of the companies that were contacted as "active prospects," some of which he expects "will have announcements in the coming months, not years." The most promising prospects are manufacturers in the automotive industry, he said.

The Upstate delegation included Jim Barker, president of Clemson University; Knox White, mayor of Greenville; and Bob Geolas, executive

director of ICAR.

Business recruiters from five Upstate counties also attended, as did Cliff Rosen, developer of the Millennium Campus office park next to the ICAR site along Interstate 85.

Geolas said the audience at the ICAR forum in Munich -- 20 people or less -- was smaller than he would have preferred, probably because a lot of Europeans vacation in June.

"We think that had we scheduled more toward the fall we would have gotten a better turnout," Geolas said.

But Konduros characterized the turnout as "respectable."

"That was designed to be a kind of intimate Clemson-to-industry meeting," Konduros said. He said the audience included two European-based representatives of Microsoft Corp., which has announced plans to conduct research at ICAR in conjunction with BMW.

Konduros said the trip heightened the Upstate's visibility in Germany outside of Bavaria, the region that BMW calls home. Among the contacts he established was one with a consultant who has ties to the auto industry in the Stuttgart area.

"Doors have been opened in the Stuttgart region," Konduros said. "It's going to be up to us what we do with these new open doors."

Konduros said the Upstate Alliance plans another trip to Germany in September for follow-up meetings and to attend an invitation-only, auto-industry conference in Bavaria.

Cutlines:

Bob Faith mug

Sam Konduros mug

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Greenville News

Estimated printed pages: 7

July 1, 2004

Section: Front

Page: 1, 4A

Birth of USC Upstate will expand higher ed

Jason Zacher

Staff

The Greenville News= Final

Greenville Tech students get seamless route to four-year degrees

By Jason Zacher

STAFF_WRITER

jzacher@greenvillenews.com

The University of South Carolina's Spartanburg branch, the state's fastest-growing university, has a bold new vision to ease access to four-year degrees for the 1.2 million residents living across the Upstate.

And with it, a new name -- USC Upstate.

Chancellor John Stockwell's plan is to transform the 4,500-student school into a "metropolitan university" -- modeling itself after the missions and reputations of the University of North Carolina-Charlotte or the University of Illinois-Chicago.

The USC Board of Trustees unanimously approved the name change and the new mission that Stockwell predicted will drive enrollment to 10,000 students within 10 years, roughly equal to the current size of the College of Charleston.

Changes begin immediately with the addition of three degree programs at the University Center on Pleasantburg Drive in Greenville, where USC Upstate already accounts for 70 percent of the students. The university will expand its campus in Spartanburg and could eventually construct buildings in Greenville, Stockwell said.

The goal, he said, is to offer more routes for students who attend Greenville Tech for two years to move seamlessly into the final years of a four-year degree from USC Upstate without leaving Greenville.

"This can help so many people, so fast," said Tom Barton, president at Greenville Tech. The new push by USC Upstate, he added, will strengthen his college.

Mack Whittle, president and chief executive officer of The South Financial Group and chairman of the USC board of trustees, said the change is "about jobs -- higher-paying jobs."

In the time "I've been chairman, I can't think of a thing we have done that has benefited my home area better than this change."

Andrew Sorensen, USC system president, said there will be other "equally important" announcements in the coming months about USC's presence in Greenville.

"There is an obligation for the university to move out into the community," he said. "We must reach out to people who can't pack up all their worldly belongings and move to a college campus."

Wednesday's announcement was made before more than 250 Upstate business and political leaders at a hotel off Pelham Road.

The impact

Sorensen said he hopes the new presence in Greenville also will host programs for the Health Sciences Collaborative, a \$160 million joint program between USC-Columbia, the Medical University of South Carolina, Greenville Hospital System and Palmetto Health.

He said he hopes to offer graduate-level programs in health in Greenville in time as part of the collaborative.

The announcement comes on the heels of the groundbreaking for Clemson University's **International Center for Automotive Research**, a research and education program off Laurens Road near Interstate 85.

Metropolitan universities, like USC Upstate, aren't their states' flagship institutions but distinguish themselves by reacting quickly to local needs.

Two of the three new majors offered in the fall by USC Upstate are in education. The other will be criminal justice, said Judith Prince, the university's new vice chancellor for Greenville.

Greenville will benefit from easier access to higher education, Prince said. Today, only 26 percent of Greenville residents hold a four-year college degree. Up the road in Charlotte, that number is 37 percent. Improving education levels here will bring more jobs and raise the standard of living, she said.

USC Upstate has 4,500 students and 650 faculty and staff. Officials said they anticipate enrolling 6,000 students by 2008, and Stockwell said the university could reach 10,000 students within 10 years.

About a quarter of the university's students currently come from Greenville County. Another 40 percent come from Spartanburg County. And they tend to stay in the community. University records show about 85 percent of the university's 15,000 alumni live in the Upstate.

Creating jobs

Educated students who stay in the community make the area more attractive for employers, said Bill Workman, a former Greenville mayor who is involved in economic development.

"Higher education must be delivered well outside the campus, like we have now with the University Center," he said.

The region needs to band together to compete for jobs, and the USC Upstate will help do that, said Spartanburg Mayor Bill Barnet, a former chairman of the state's Education Oversight Committee.

Supporters said the Upstate mission of the school includes Greer, Anderson, Easley and all Upstate communities.

"We need to work together to the benefit of each," Barnet said. "We're not in competition with ourselves. We're in competition with the rest of the world."

Bridging rivalries

The change will go a long way toward uniting the Upstate and bridging the gaps and rivalries that exist between Greenville and Spartanburg, Stockwell said, just as Greenville-Spartanburg International Airport and BMW did before.

Bill Whitney, CEO of the Urban League of the Upstate, said that changing his group's name five years ago helped it expand and find new supporters. He said he was excited about the education opportunities the new emphasis on Greenville will provide.

"We're no longer a community that is bounded by county lines," he said. "What do you see when you fly into the airport at night? It looks like one big city from (Lake) Hartwell all the way to Spartanburg."

Sen. Verne Smith, R-Greer, said he hopes the change will help foster cooperation between two rivals that can sometimes act like "USC and Clemson."

"It makes us feel like we're all part of it now," he said. "Now we're working together."

More offerings

The campus was created in 1967 after Spartanburg General Hospital ended a program to train registered nurses. It expanded to a four-year university in 1975 and was renamed USC Spartanburg.

Now USC Upstate offers nine undergraduate programs at the University Center in Greenville. Overall, the university offers 40 undergraduate and master's programs in the arts and sciences, business, teacher education and nursing.

The university has offered graduate programs for 10 years, beginning with elementary education and early childhood education. In 2002, those offerings expanded to degrees in special education, nonprofit administration, information management and graphic design.

The name "Upstate" helps the university's image, Stockwell said. The name USC Spartanburg wasn't holding it back, but as it becomes bigger, it needs to reflect the entire area it serves.

"Upstate" is known beyond state and national borders," he said.

Part of the new push is also to foster more collaboration with other colleges and universities in the region, including Greenville Tech, Spartanburg Technical College and Spartanburg Methodist College, Stockwell said.

The university now competes in 11 varsity sports in the NCAA's Division II.

The expansion of the university's Greenville programs doesn't mean it will abandon Spartanburg. It is in the first stages of a 10-year, \$150 million master plan to increase classroom space, housing, athletic facilities and parking.

USC Upstate plans to build a new library, a new fitness center and a new complex for health education -- improving on the university's original mission.

The university also hopes to expand its residential population. In January, it opened a \$15.5 million coed residence hall for 350 freshmen students. More housing is planned in the future.

The plan also calls for adding "a highly visible entrance" and improving traffic flow and beautifying the campus with trees and other natural features. The school's entrance is now off a frontage road along Interstate 585 between Interstate 85 and Business 85 north of the city of Spartanburg.

"The school is poised for a significant expansion," Barnett said. "This is a big move for Spartanburg. We're not giving anything up."

Jason Zacher can be reached at 298-4272.

HOW TO GET IN, WHAT'S OFFERED

ENROLLMENT

Spartanburg - 39%

Greenville - 23%

Other in-state - 31%

Out-of-state - 5%

International - 2%

DEGREES

In Greenville, USC Upstate offers bachelor's degrees in business administration, criminal justice, nursing, special education/learning disabilities, communications, computer information systems, early childhood education, information management systems, interdisciplinary studies and middle grades education.

TUITION

In-state, full-time: \$2,930* per semester

Out-of-State, full-time: \$6,052* per semester

ADMISSIONS

Candidates evaluated on: High school grades, class rank, level of coursework, completion of college prep prerequisites and SAT or ACT scores. Transfer students must have a grade-point average of at least 2.0.

ENROLLMENT

Fall 2003: 4,507 students; 3,852 were full-time.

*subject to change

SOURCE: USC Upstate

The leaders who made USC Upstate a reality

John C. Stockwell

Chancellor, University of South Carolina Upstate

"USC Spartanburg has accomplished its established purpose. Spartanburg's investment has matured into an asset for the entire Upstate."

Andrew A. Sorensen

President, University of South Carolina

"We need to transform the thinking that we typically have of universities being confined to the boundaries of a campus."

Mack I. Whittle Jr.

Chairman, University of South Carolina Board of Trustees

"This, to me, is about making a four-year degree available to a constituency that before might not have been able to access that."

William B. Barnet

Mayor, City of Spartanburg

"Whatever the name of this campus, it has had an enormous and growing impact on this region. Today's announcement speaks of a new and exciting vision."

John S. Poole

President, Spartanburg Area Chamber of Commerce

"The expansion of this type partnership to include Greenville, Cherokee and other areas on the I-85 corridor is an important next step ... to the long-term survival of our region."

F. Ben Haskew

President and CEO, Greater Greenville Chamber of Commerce

"Higher education levels are needed for competition in the global economy ... and regions are becoming the bedrock of economic growth."

Mugs of each

USC Upstate timeline

- '1967: First 50 acres of property for future campus purchased.
- 'Fall 1967: The Spartanburg Regional Campus of USC is formed. 177 nursing students enroll.
- '1968: Thirty-six nursing students graduate in first graduating class.
- '1972: University adopts the Rifles as its athletic nickname.
- '1973: Enrollment hits 547, making it the largest regional USC campus.
- '1974: Four-year status granted. Name changed to USC Spartanburg.
- '1975: Enrollment skyrockets. Space leased in nearby motel for classrooms.
- '1986-'88: Additional 229 acres purchased for campus.
- '1990: Performing arts center opens.
- '1994: John Stockwell takes over as chancellor. USCS begins offering graduate level classes.
- '2003: \$150 million, 10-year capital plan adopted. Enrollment tops 4,500 students.
- 'June 30, 2004: USCS changes its name to USC Upstate, announces expansion of Greenville course offerings.

Mug: Barton

Outline: PATRICK COLLARD / Staff

New U.: USC President Andrew Sorensen speaks Wednesday at a news conference to announce the name change to USC Upstate. He is joined by, from left, Mack Whittle Jr., Mayor William Barnet and Dr. John Stockwell.

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Greenville News

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June 30, 2004

Section: Front

Page: 1, 4B

BMW names new plant president

Jenny Munro

Staff

The Greenville News= Final

Schmitz-Justen replaces Leube

By Jenny Munro

BUSINESS WRITER

jmunro@greenvillenews.com

Clemens Schmitz-Justen has been named president of BMW Manufacturing Co., succeeding Helmut Leube, who will become chief executive officer of the BMW Group plant in Munich.

The transfer of leadership is effective Thursday although Schmitz-Justen is not expected for a couple of weeks, said Bunny Richardson, BMW Manufacturing's spokeswoman.

BMW has a policy of moving managers about every three years or so, she said, and Leube was in Greer for nearly four years.

The Greer assembly plant is the exclusive worldwide producer of the X5 sports activity vehicle and the Z4 roadster. The vehicles are shipped to 124 global markets.

Schmitz-Justen (pronounced Smits-Houston), most recently headed up the Painted Body Division in the Research and Innovation Center of the BMW Group in Munich.

He joined BMW in 1991 and holds a manufacturing engineering degree and a doctorate from Technical University of Aachen.

He and his wife, Birgit, have two sons, Stephan and Philipp.

Leube had said his family -- wife, Gupa, and sons Justin and Vincent-- likes the Greenville area.

Richardson said of Leube's departure, "For us, it's bittersweet."

Leube, who became president of BMW Manufacturing in 2000, will succeed the retiring Joachim Schultze as CEO of the Munich plant.

The Munich plant "is in a revamp mode," said Richardson. "It's a bigger plant" than the Greer facility, she said.

Leube, who returned to Munich about a week ago, began his BMW career in 1987, working in management positions in development and production. He also is a graduate of the Technical University of Aachen, with master's and doctoral degrees in mechanical engineering.

Major changes are not expected at the Greer plant, at least not immediately, Richardson said.

"BMW has tried to put in similar processes for all the plants. But all of our presidents have been different. I am sure he will put his mark on this plant," she said of Schmitz-Justen.

Schmitz-Justen has visited the Greer plant several times as part of the transition and is searching for a house, Richardson said.

During what Leube described as his "dream job," BMW Manufacturing announced a \$400 million, 400-job expansion and assisted in the birth of Clemson University's **International Center for Automotive Research**. He also announced the donation of \$10 million to Clemson for the creation of a new graduate school of automotive engineering.

Leube also presided over the changeover from the Z3 roadster to the Z4, the launch of a \$12 million methane gas-to-energy project, which could save the company \$1 million a year in energy costs, and the 2003 record production of 166,090 vehicles.

Leube had said the Greer plant is an important element in the global BMW.

"I certainly believe that positions at BMW Manufacturing are beneficial, and there is evidence that those associated with the factory have moved on to higher positions within the company," he said. "BMW is a global company, and international assignments may be beneficial to career development."

The Greer plant's production in 2004 is expected to be between 140,000 and 150,000 vehicles, Richardson said.

"We still are working 10 hours a day on the X5 line," she said.

The Z4 line presently is running a normal 8-hour shift. The plant produces about 600 vehicles a day, the majority X5s.

(Additional paragraph in Upstate edition p. B4)

Since BMW broke ground in 1992, it has invested more than \$2.5 billion in the state and employs more than 4,700 workers. Thirty-nine suppliers have South Carolina facilities, employing nearly 7,200 people.

Clemens Schmitz-Justen

New president of BMW Manufacturing Co.

Joined BMW: 1991

Education: Engineering degree and doctorate, Technical University of Aachen, Germany

Family: Wife, Birgit, and two sons

Previously: Head of the Painted Body Division in BMW's Research and Innovation Center in Munich.

SOURCE: BMW

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Greenville News

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June 27, 2004

Section: Upstate Business

Page: 1, 8, 9X

Halftime report

Woody White

Rudolph Bell

Jenny Munro

Staff

The Greenville News= Final

Upstate economy riding crosscurrents

By Woody White, Rudolph Bell

and Jenny Munro

BUSINESS WRITERS

The Upstate's two biggest business stories in the first half of 2004 portrayed an economy riding the crosscurrents of global commerce and at-home entrepreneurship.

On Feb. 4, developers unveiled plans for RiverPlace, the largest single development in the history of downtown Greenville - a \$55 million project that will put nine new buildings and an assortment of business, commercial and residential enterprises on 10 acres on the banks of the Reedy River.

One week later, Dutch foods giant Royal Ahold NV said it will sell the Mauldin-based Bi-Lo grocery chain this year - a move that will affect thousands of employees across South Carolina.

The economic picture that emerged in the first half showed a brighter landscape, for the most part.

*BMW kept humming as it manufactured thousands of X5s and Z4s at its Greer assembly plant for worldwide distribution. A shopping center developer and retailers announced plans for the construction of Greenville's third-largest shopping venue on Woodruff Road.

*The South Financial Group, Greenville-based parent of Carolina First Bank, became the biggest-ever financial services company with headquarters in South Carolina and announced plans to acquire two more Florida banks.

*General Electric Co. said it will bring hundreds of new jobs to Greenville after cutting its large work force by a third during a catastrophic collapse of its electric power generation business.

*Michelin North America said it will partner with BMW, Microsoft and IBM in Clemson University's graduate school of automotive engineering, with a \$3 million contribution to endow a professorship in electronics systems integration at Clemson's Greenville campus.

But as the first half of 2004 comes to a close, thousands of Upstate residents are still awaiting a resolution of the Carolina Investors debacle. The best estimate is they'll receive about 15 cents for every dollar invested in the bankrupt Pickens company.

Bi-Lo put up for sale

Royal Ahold said it was putting Bi-Lo and the Alabama-based Bruno's grocery chains up for sale as part of ongoing efforts to reduce debt and strengthen its financial position.

Ahold became one of the world's largest retailers by aggressively buying other companies, but it has been shedding assets since February 2003 when the company announced its U.S. Foodservice unit had overstated profits by \$880 million from 2000 to 2002.

Ahold hasn't named any potential buyers of Bi-Lo and Bruno's, but Anders Moberg, chief executive, said the company hopes to "identify buyers whose strategic priorities include further strengthening these businesses."

Bi-Lo has played a large part in the community with its charity golf tournament and sponsorship of the Bi-Lo Center.

"We intend to look for investors that share the same values and the civic commitments that we have today," said Dean Cohagan, president of Bi-Lo and Bruno's.

Ahold has "said there's an inability to invest in all the areas in which we operate," he said. "And with the fastest-growing part of the country, where we operate, growth is very important to maintaining our business."

In November 2003, Ahold announced a worldwide restructuring plan and said it would sell any food retail company that couldn't achieve a "sustainable number one or two position in their markets within three to five years, while also meeting defined profitability and return criteria."

Bi-Lo had the third-largest work force among South Carolina companies in 2003, behind Wal-Mart and Westinghouse Savannah River Co., according to the state Chamber of Commerce.

RiverPlace: Hampton Inn,

apartments, offices

Offices, apartments and a Hampton Inn and Suites are being built on a nearly vacant parcel along the Reedy River in downtown Greenville that has been eyed by developers for nearly 20 years.

RiverPlace will be the largest single development in downtown history, adding approximately 720,000 square feet with nine buildings stretching from Main to Academy Street.

The project will unfold over seven years and in three phases. The first phase will include the 100-room hotel, 50 residences and 87,000 square feet of office space, said developer Bob Hughes. It should be completed by late next year.

The development will be across Main Street from Reedy River Falls Park, a \$13.5 million project that included demolishing a driving bridge for better access to the falls, a public garden, walking trails and a pedestrian bridge across the river. The park is scheduled to reopen in late May.

"If we hadn't done the public garden, we probably wouldn't be here right now," Mayor Knox White said.

The city is presently building a 550-space parking garage to support the project.

The second phase will include 135,000 square feet of office space, 75,000 square feet of residential and 20,000 square feet of retail, said Roger Miller, one of the project's architects. Work should start in 2005, Hughes said.

A 240,000-square-foot third phase will follow. Hughes said he has been contacted by representatives of a movie theater and two grocery store chains about space in the third phase.

(Artist rendering)

Massive shopping development

planned for Woodruff Road

Lowe's, the home improvement chain, and electronics retailer Best Buy will be among the tenants in a new shopping center along Woodruff Road that would be Greenville's third-largest behind Haywood and Greenville malls.

Charlotte developers Crosland Inc. and Core Properties Inc. said in January they plan to open the 565,000-square-foot, \$64 million center in the spring or summer of 2005.

The Shops at Greenridge is planned on a triangular, 71-acre tract bounded by Woodruff Road and interstates 85 and 385 that was part of the estate of the late Greenville industrialist John D. Hollingsworth.

Crosland bought the property for \$14.1 million, said Peter B. Pappas, president of Crosland's retail division.

The sale price of the land works out to about \$200,000 an acre, a record price per acre for a tract that size in Greenville, and possibly South Carolina, said Harry Croxton, retail specialist with Coldwell Banker Caine Commercial Real Estate, which represented the buyer.

"But it's probably the premier site in the Upstate," Croxton said. He said Crosland has a reputation for quality development.

The land sale also marks the most significant single divestiture of an asset of the Hollingsworth estate, said Irvine T. "Buck" Welling Jr., Hollingsworth's longtime accountant and chairman of Hollingsworth Funds, a foundation that controls the estate.

Welling said the \$14.1 million will be invested, with the resulting income distributed annually to the foundation's beneficiaries: Furman University, the Greenville County YMCA and other local charities approved for grants.

Cutline: More shopping: The Shops at Greenridge will add 565,000 square feet of shopping space to Greenville's lineup of malls and shopping centers. Lowe's and Best Buy have already signed on in the development that will open in 2005.

GE bringing jobs back

to Greenville

Better times returned in April to General Electric Co., Greenville County's heftiest industrial citizen, after a two-year downturn that saw it shed one-third of its local work force.

GE said it will add up to 350 employees and a new line of business - making jet engine parts - at its Greenville complex on Garlington Road.

"Generally when we start hiring, we know there's a pretty bright outlook, because we don't want to bring in somebody and then have to lay them off a year later," said Andrew Jones, an engineering manager at the complex.

The company plans to hire 100 engineers in Greenville this year to help handle a growing business servicing the heavy-duty gas turbines it has manufactured locally for 35 years.

GE also said it would bring a piece of its multibillion-dollar aircraft engines business to Greenville for the first time in a move that local officials hope is the beginning of a long-term trend.

The manufacture of turbine blades for jet engines - similar to blades used in gas turbines - is scheduled to start in Greenville this year. The operation will initially employ 30-40 hourly and salaried employees, and the number could grow as high as 200, depending on volume, GE said.

The company pays its production workers in Greenville some of the highest wages in the Upstate: an average of \$21.90 an hour.

GE also said it would bring another 50 jobs related to its gas turbines business to Greenville from Schenectady, N.Y., and invest more than \$120 million at its Greenville site over the next 15 years.

A boom in the heavy-duty gas turbines business sent employment at the Garlington Road complex soaring beginning in 1998. Employment was at an all-time high of 3,150 when the market for gas turbines started collapsing in late 2001.

In 2002, GE cut 1,000 jobs in Greenville, and this past October announced another 600 job cuts. Later, it reversed 400 job cuts, citing increases in its turbine service business and the potential for new turbine orders from China and Iraq.

Currently, the plant employs 2,050.

BMW: manufacturing beacon

BMW Manufacturing Corp. continues to be the beacon in the Upstate economy as it settles into a year of stability.

The company, with more than 4,700 employees, produced 166,090 vehicles in 2003. Through the week of June 14, the plant had produced 70,126 vehicles.

After slowing from its marathon production last year - necessary because the Munich plant shut down production for renovations - BMW terminated most of its contract employees by the end of 2003.

But the company is hardly standing still.

It began production of a high-performance X5 sports activity vehicle in April, with vehicles in the showroom by the end of that month.

The new vehicle, selling at a base price of \$70,495, can accelerate from 0 to 60 miles an hour in 5.9 seconds.

"That's sports car territory," said Gordon Kiel, spokesman for BMW of North America.

The company also is working with state and federal government officials to secure a long-desired interchange at Interstate 85 and Brockman-McClimon Road. The company said the interchange is needed to relieve traffic on the State 101 interchange, which is used by trucks, plant visitors and many of BMW's employees.

"From a traffic standpoint, we are maxed out," said Bunny Richardson, BMW plant spokeswoman. "We have about 6,000 people a day moving in and out of the plant."

BMW officials have said the Greer plant is expected to produce the next X5 model and is considered a front-runner for the X3 when its initial life cycle is completed. Currently, it is produced in Austria. Officials have said the Greer plant likely will add a third model and perhaps increase capacity by more than 40 percent sometime in the future.

Michelin signs on for role

at auto park

Michelin North America said in February it has joined a partnership with BMW, Microsoft and IBM in Clemson University's graduate school of automotive engineering.

The tiremaker said it will also contribute \$3 million to endow a professorship in electronics systems integration at Clemson's Greenville campus.

The company said it is especially interested in electronics because "Michelin is more than a tire company. We are a company committed to improved mobility," said Michael Fanning, the company's vice president of public relations.

Jim Micali, chairman and president of Michelin North America, announced the financial contribution and the company's involvement in Clemson's **International Center for Automotive Research** at the company's Greenville headquarters.

Greenville businessman Ruben Montalvo said the announcement was "awesome" and would help create jobs in the area.

"I think it is a very positive thing. I think we are very fortunate," he said. "It's not so much the opportunity for high-tech jobs. It's the other jobs that will spin off."

Michelin knew it had a role to play in the ICAR project from the beginning, Micali said. The tiremaker began conducting research in the Upstate in 1975, has had research partnerships with Clemson through the years and looks to the university for engineering graduates to fill jobs.

Cutline: Michelin on board: Jim Micali, Michelin North America's chairman and president, announces the company's participation in Clemson University's **International Center for Automotive Research**.

South Financial growing, with bigger

Florida footprint

Mack Whittle, president and chief executive officer of The South Financial group, told shareholders at the company's annual meeting in April that the company's more than \$11 billion in assets makes it the largest financial institution ever based in South Carolina.

The company closed 2001 with \$6.1 billion in assets. Whittle said that by midsummer, following the pending acquisitions of two Florida banks, it will be a \$15 billion institution.

There is always a possibility that The South Financial Group could be acquired by a larger bank, Whittle said. But he added that it's unlikely right now, given the company's high level of performance over the past three years and the higher goals it has set for the next three years.

Since 2001, when the company initiated its first three-year plan, stock prices have more than doubled, with earnings per share growing at an annualized rate of 36 percent, less merger-related costs.

Whittle said this summer's addition of CNB Florida Bancshares Inc., in a \$157 million stock deal, and Florida Banks Inc., for approximately \$169 million in stock, will expand South Financial's Florida franchise into the West Palm Beach and Fort Lauderdale markets, as well as the north-central part of the state.

Cutline: Mack Whittle, chief executive officer of The South Financial group

Carolina Investors: trials and
settlement

In the first half of 2004, the state grand jury indicted Earle Morris Jr., former lieutenant governor and Carolina Investors' chairman, and Anne Owen, former company senior vice president of investments, on multiple counts of securities fraud, alleging they misled investors.

That brought to three the number of people facing criminal charges in connection with Carolina Investors' collapse last year.

The state grand jury last November indicted Owen's husband, former Carolina Investors President Larry Owen, on multiple counts of securities fraud. He is scheduled to go on trial next month in Greenville.

All three have pleaded not guilty.

Each also was a defendant in a civil lawsuit filed against former company officers and directors filed by bankruptcy trustee Ralph McCullough.

That lawsuit and others filed by McCullough against firms that did work for Carolina Investors were settled this month for \$41.6 million. The defendants denied any wrongdoing.

The money will be used to help repay an estimated 8,000 investors, most from the Upstate, who lost \$278 million when Carolina Investors ran out of money, closed its doors and filed for bankruptcy protection.

So did HomeGold Financial Inc., a Columbia-based mortgage company, and HomeGold's operating unit, HomeGold Inc.

HomeGold was a finance company that specialized in originating, selling and servicing subprime first- and second-lien residential mortgages. Its business was funded through loans from Carolina Investors, which sold unsecured notes and subordinated debentures to its depositors, according to Securities and Exchange Commission documents.

Cutline: Grim talk: Carolina Investors depositor Bob Pierce speaks at an investors meeting last year while bankruptcy trustee Ralph McCullough listens.

- Staff writers John Boyanoski and David Dykes contributed to this report.

Cutline: PATRICK COLLARD / Staff

RiverPlace rising: Construction has begun on RiverPlace, the largest single development in the history of downtown Greenville and one of the Upstate's biggest business stories in the first half of 2004. The \$55 million project will put nine new buildings on the bank of the Reedy River.

Greenville News

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Section: Business

Page: 9, 13A

Power shift sheds light on economy

Ben Szobody

Staff

The Greenville News= Final

Dark warehouses show fundamental shift here

By Ben Szobody

BUSINESS WRITER

bszobody@greenvillenews.com

Bill Huskey's collection of warehouses for rent includes about half a dozen – 20,000 square feet here, 50,000 there – that he simply can't fill.

"It just slowed down considerably," said the developer and construction firm owner. On Piedmont Highway, Roper Mountain Road and elsewhere, the power is cut off.

Charlotte-based utility Duke Power has lost 103 such industrial customers in the Upstate over the last two years but is still selling roughly the same amount of industrial electricity, company records show.

It's likely a case of weaker businesses folding, having been culled by the economic doldrums, while stronger industrial firms begin to gobble more power – a sure sign that recovery is under way, said Furman University finance professor Tom Smythe.

Smythe and Huskey's broker say many local warehouse shells won't find the same kind of replacement tenants, even as economic production comes back.

"We don't have any manufacturing," said John Scott, an industrial broker for Grubb & Ellis/The Furman Co. "We're not making widgets, so we're not storing widgets."

The major manufacturers that remain, meanwhile, are increasingly dependent on just-in-time shipping that makes warehouse storage of parts increasingly passe, Smythe said.

All that leaves industrial brokers with a glut of industrial space to peddle – 12.3 million square feet or 13 percent empty at the end of the first quarter, according to Hara Knight, The Furman Co.'s research manager.

That's for properties of more than 5,000 square feet in Greenville and western Spartanburg counties.

The number of Duke's lost customers doesn't include all shuttered businesses since landlords often continue paying for basic power in an effort to re-lease the property.

Also, some industrial clients have consolidated their bills from multiple facilities into one monthly statement, which additionally reduces the customer count, said spokesperson Paige Layne.

That Duke's industrial business hinges on fewer and fewer customers, though, suggests the total kilowatt-hours sold could decrease in a hurry, Layne said.

"Those numbers could be completely different if we lost one very, very large customer," she said. "So it's driven by the economy, but also ... the individual strength or weakness of those customers."

Smythe said what were likely "low-end" Duke customers forced to fold or downsize by the doldrums will be replaced in a rejuvenated economy, but not by the same kind of folks.

Scott agreed, noting a fundamental shift away from square metal buildings and the electricity they burn.

In their place: so-called "knowledge jobs" that state officials say will spawn by the hundreds from Clemson University's planned **International Center for Automotive Research**, among other developments.

"I think it's gone," Scott said of his vanished genre of industrial tenants. "I think it's gone forever. I mean, we're going to come back, but look at what we're going after.

"ICAR's not going to do anything for the industrial sector of this market. They're going after really high-tech stuff, labs and research and office park-type stuff."

Duke numbers offer evidence of an economic shift already under way.

As industrial customers declined, commercial and residential customers steadily increased over the past two years, by 4 percent and 3 percent respectively. Commercial customers in the Upstate topped out at a record 78,717 last month, up exactly 3,000 customers from the same month two years ago.

STAFF graphic

Industrial electricity use in the Upstate

While the number of industrial customers - warehouses and production plants - for Duke Power electricity has dwindled, total kilowatt-hours sold has steadily followed a season pattern, reaching a high point each August and a low point each January.

Number of Industrial customers vs. Kilowatt-hours sold / bar graph

SOURCE: Duke Power

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'Under God' stays put

U.S. Supreme Court, on technical grounds, preserves phrase in Pledge of Allegiance



Gov. Sanford, Wilkins unite for a day / 1B

The Greenville News



Greenville, South Carolina

TUESDAY, JUNE 15, 2004 ■ FINAL EDITION

golfers help 1 millions eal charity

ful." The number of checks distributed over the years will grow after more than 1,100 golfers teed off on 11 area courses Monday morning to raise more than \$3.7 million at the 21st annual Bi-Lo Charity Classic.

The money will go to 400 organizations in South Carolina, North Carolina, Georgia and Tennessee.

The event, which Bi-Lo President Dean Cohagan said organizers believe to



KEN OSBURN / Staff

At Thornblade: Mark Jerosko, left, and Joe Barelare watch as Faith Weiner putts on the 17th green.

be the largest one-day benefit tournament in the country, has raised more than \$23 million since 1984, when it was started to help Greenville's Meals

See **BI-10** on page 4A

Rosen puts \$20 million value on ICAR land gift

Clemson says it hasn't determined property's worth

By Rudolph Bell
BUSINESS WRITER
dbell@greenvillenews.com

Developer Cliff Rosen says the land deal he negotiated last year with the Sanford administration and Clemson University to establish a site for the International Center for Automotive Research included a donation made by companies under his control to the university worth more than \$20 million.

Clemson spokeswoman



Rosen

Cathy Sams said in a statement that the university had received "certain real estate options" from Rosen but had not yet determined their value.

Rosen said he sold and transferred to Clemson's real estate foundation a combination of contract as-

signments, option assignments and agreements at less than fair market value. "The total value of these donations exceeds \$20 million," he said.

Rosen said the gift is the difference between what Clemson paid for the options and contracts and their market value.

Clemson originally tapped Rosen to help develop ICAR, the automotive

See **ICAR** on page 4A

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INSIDE

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"You know where the money's going, and everybody feels good about it," he said. "It's all about having fun when you're playing golf, but the bottom line is where I think that just speaks to not only people at Bi-Lo, but also our suppliers." Clay said. "We've been able to rally ourselves and say, 'Despite what's going on, and giving back to the community. Being part of the community is good business, as well as the right thing to do, so we see it continuing.'"

ICAR FROM PAGE 1A

research park the university is planning in Greenville.

While working with Clemson to develop ICAR, Rosen acquired options to buy about 400 acres along Interstate 85 from the estate of the late Greenville industrialist John D. Hollingsworth. The plan was for Clemson to own about 100 acres and Rosen would develop Clemson's acreage and the rest of the property, Rosen said.

In January of 2003, however, a newly elected Gov. Mark Sanford initiated a review of ICAR that resulted in a wholesale restructuring of the land deal. Sanford

Rosen, no longer officially part of ICAR, is pursuing a separate but integrated development, called Millennium Campus, on five properties that nearly surround the ICAR site.

Sams said in a statement that "Clemson acknowledges the receipt of certain real estate options from Mr. Rosen's business interests. However, the value of these transactions and other details remain to be determined. Therefore, we cannot confirm those figures."

Rosen said in a statement that he and his businesses are "privileged to contribute through this unique and complex economic initiative with Clemson University to the goal of successfully fueling the economy of the Upstate of South Carolina."

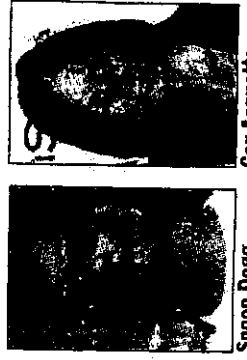
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People Watch

A girl for the Arquettes

LOS ANGELES — Courtney Cox Arquette has a new friend: a baby girl named Coco, a spokeswoman for the couple said.

The "Friends" co-star and her husband, actor David Arquette, became parents Sunday morning, said the spokeswoman. "Everyone's happy and



Cox Arquette
Snoop Dogg

the allegations in court documents.

Ranner surprises arrests

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Greenville News

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June 15, 2004

Section: Opinion

Page: 7A

MORE LETTERS

Readers

The Greenville News= Final

The News seems blind

to Legislature's antics

If the editorial staff of The Greenville News believes that members of the legislative body don't deserve a wake-up call, then they and the House Speaker David Wilkins-led clan can just roll over and hit the snooze button. All of this came to a proverbial head when the pork-laden Life Sciences Act veto was overturned by the speaker's cronies. Wilkins' further comments on the matter did nothing but play into the good ol' boy atmosphere that has kept this state mired in the farm mud.

After all, for The News to suggest that "the pigs should have stayed on the farm" and out of the Statehouse overlooks the obvious. The place is already full of donkeys.

Bill Payne Greenville

DeMint knows how to

make S.C. competitive

For South Carolina to have a vibrant economy in the future, business in our state has to be highly productive so that we are globally competitive. In the past several decades, we have very successfully recruited large branch manufacturers to the state.

South Carolina is No. 2 in the country in international investment. In the future, we must leverage these relationships and our research universities to attract the more innovative and productive parts of major international companies here.

The Clemson International Center for Automotive Research is a great example of starting with our relationship with the BMW Manufacturing Corp. and then building a Graduate Engineering Center at Clemson in order to attract the BMW Information Technology Research Center. ICAR is also partnering with South Carolina technical colleges because 70 percent of ICAR jobs created will be highly skilled, technical jobs. This model can be repeated all across South Carolina.

The globalization of the world's economy has threats and opportunities for South Carolina. We must have a U.S. senator who understands how to help us be successful globally, not by being cheap, but by being the best in the world, and making sure that the benefits are shared broadly by all South Carolinians.

The choice is now clear, and the U.S. senator that South Carolina needs is Jim DeMint.

John Warner Greer

Sanford's pig prank

made important point

I laughed at the letter glowingly describing our noble Statehouse (which I also love), with all its beauty and splendor, being turned into a "hogpen" by Gov. Mark Sanford. One who did not know the facts would think from this letter that Sanford backed a truckload of hogs up to the door and dumped them inside to root and roam forever.

Folks, it was two baby pigs, and the point was well-taken. And former Gov. Jim Hodges never resorted to any such stunt? Well, I clearly remember Hodges swearing he would lie in the middle of the road to prevent certain trucks passing through. I'm sure, however, he would have sprawled out on the asphalt with the dignity one would expect from our state's chief executive.

Keith Carter Greenville

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Greenville News

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LETTERS

Readers

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Too many forget the
meaning of sacrifice

I was surprised and disappointed to see that the June 1 letter titled, "Country's fallen apart under President Bush" made the cut of your screening standards. I am ashamed of the author and all Americans who find it currently fashionable to whine about high gas prices and bemoan the president's leadership without regard to fact and historical perspective.

The letter writer's intellectually dishonest rant claims: 1) high gas prices, 2) poor economy, 3) abandonment of a Christian platform, and 4) "lying" are the president's crimes responsible for our certain destruction and warranting – get this – impeachment.

Earth to you people: We are fighting a war, which began nine months after George Bush took office. Since that time, Defender Bush has prevented further attacks in this country while Commander-in-Chief Bush has demolished two enemy states and taken the fight to the more dangerous stateless enemy on foreign soil.

And as far as the economy and high-priced gas goes – no one imagined that the recession Bush inherited would pull up so fast after 9-11 and during wartime as it did to the now fastest growing economy in 20 years.

So, to all revisionists out there too spoiled by the benefits of freedom to be inconvenienced by high gas prices or less than ideal intelligence and military operations, try to use the 60th anniversary of D-Day -- the most significant single day of the 20th century -- to relearn what real American commitment and sacrifice is all about.

Dennis Smith Seneca

Memorial a tribute to

World War II sacrifices

I disagree with a recent letter writer's conclusions that the new World War II Memorial in Washington, D.C. is a "white elephant" constructed with money "better spent on VA" medical expenses.

First, the cost of the memorial was borne almost entirely from private donations, not from the government. Second, the simple austerity of the architecture represents the hardness of the American veterans who fought the fight in that war and of those back home who backed up the military, as opposed to the marshmallow softness of many Americans today.

All of the veterans that I know, of World War II or later conflicts, are proud of the new memorial, even though it has come too late for many who served. A memorial is, after all, a reminder to the living of the sacrifices that many of that generation made to preserve the freedoms we enjoy today.

No, the World War II Memorial is not a "white elephant;" it is a beautiful gift from hundreds of thousands of individuals (including me) and organizations to the memory of a great generation of Americans and will be a reminder of their sacrifices long after the warriors and their veteran benefits are gone. Most of us veterans served because we believed in preserving the freedoms we uniquely have in this country, not because of the perks of government largesse.

Paul Hamuff Pickens

Sanford earns praise

for highlighting waste

Kudos to our Gov. Mark Sanford for taking piglets into the House of Pork!

Speaker David Wilkins and his comrades in arms – both Democrats and Republicans – have kidnapped the government of the state of South Carolina and, with the use of arbitrary, capricious actions, control the destiny of our state.

Gov. Sanford has already saved the taxpayers approximately \$160 million dollars on the **International Center for Automotive Research** project that was being steamrolled by certain parties.

It is high time that the voters regain control with the politicians answerable to the populace who want less government, less cost and a more efficient state government.

Our Legislature, not the taxpayers and voters, control the destiny of South Carolina.

Gordon Vinson Pelzer

In planning, the county

must consider schools

Everywhere you look in Greenville County, you see new homes and new neighborhoods being constructed. Many of these new neighborhoods are being constructed in areas where the schools they will feed into are already at or above capacity. Does anyone in the local government realize this? Is this taken into consideration by the county when approving the building permits for the new construction? When the new development is planned, are there additional plans to expand the area schools so they can handle the additional students who will feed into their system?

The school board has just increased homeowners' taxes to help ease the burden. Shouldn't the county take an additional look at the new neighborhood developments that are under construction or in the planning stages? Are there any additional taxes or fees paid by the developer to the school district to help compensate for the burden placed on the schools?

Someone is profiting from the new construction while our schools, teachers and our children are currently paying the price. Overcrowded classrooms, limited instructional materials, and fewer teachers, who are horribly underpaid, are just a few of the issues that are being compounded by this situation.

The county needs to look at the big picture and realize that while the new construction is great for the county, the school system is suffering for it. Someone needs to share the burden.

Caroline Welsh Simpsonville

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Upstate officials head to Europe to lure business

Rudolph Bell

Staff

The Greenville News= Final

They want to build on base

By Rudolph Bell

BUSINESS WRITER

dbell@greenvillenews.com

The Upstate Alliance, the regional economic development organization, is gearing up for a high-profile trip to Germany designed to bring more of the German automotive industry to the Upstate.

The trip, scheduled for June 16-23, includes stops in Munich, Nuremberg and Stuttgart and coincides with a European trade mission planned by Gov. Mark Sanford and state Commerce Secretary Bob Faith.

The itinerary calls for a series of public events as well as "strategic meetings with select German companies," the Alliance said Thursday during a press briefing.

"The return on investment, we think, will be very good," said Sam Konduros, Alliance president.

The Upstate delegation will include Jim Barker, president of Clemson University; Knox White, mayor of Greenville; and Bob Geolas, the newly hired executive director of ICAR. Also scheduled to go on the trip are business recruiters from the counties of Greenville, Spartanburg, Pickens, Laurens and Cherokee and the cities of Greenville and Greer.

Konduros said he's hoping to persuade German auto-industry suppliers that already have branch manufacturing operations in the Upstate to follow the "Michelin model" and establish research and development facilities here as well. He referred to the French tire maker's pattern of investment in South Carolina. Michelin built its first U.S. plant in Greenville in 1975. Later, it brought its North American headquarters to Greenville and expanded its research here.

Persuading German auto suppliers to follow that pattern is an easier sell now that the **International Center for Automotive Research**, the automotive research park that Clemson University is developing in Greenville, is well under way, Konduros said.

About 30 percent of all foreign-owned companies in the Upstate hail from Germany – a far greater percentage than any other country.

So far, the Upstate's business ties with Germany are weighted toward Bavaria, the region that BMW calls home. Konduros said he's hoping to boost the Upstate's visibility in other parts of Germany with the upcoming trip.

The Upstate delegation is scheduled to attend a series of events in Munich, the capitol of Bavaria, but the delegation will also travel to Stuttgart, home of DaimlerChrysler and Porsche, for an automotive conference, and to Nuremberg for a reception at the headquarters of Rodl & Partner, a large German accounting firm with Upstate ties.

"We'd like to get as comfortable with other parts of Germany as we are with Bavaria," Konduros said.

The Munich events include a reception at the home of the U.S. Consulate, where the guest list includes Christopher E. Bangle, an American

who is worldwide design director for BMW Group.

Also in Munich, the Upstate delegation is scheduled to eat lunch with Erwin Huber, head of the Bavarian State Chancellery. Huber and other members of the Bavarian parliament visited Greenville last year. They ate dinner with the Greenville mayor and toured the BMW Manufacturing Corp. plant near Greer.

The Upstate Alliance is also sponsoring an "industry forum" in Munich hosted by Barker to inform German auto executives about ICAR.

Sanford leaves for a six-day trip to Europe on June 19, the state Commerce Department said Thursday. He's scheduled to attend a reception the Upstate Alliance is sponsoring in Munich and be keynote speaker at the automotive conference in Stuttgart.

Sanford is also traveling to France, where he will meet with Michelin executives, and to Switzerland, where he will meet with executives of Roche Holdings.

Outline:

Sam Konduros mug

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BUSINESS

SECTION



STOCKS ... 14A-16A

Wind tunnel still forecast for ICAR

Financing for Clemson project hasn't yet been pinned down

By **Rudolph Bell**
BUSINESS WRITER
dbell@greenvillnews.com

The project has been on the back burner for a year and a half, and there's still no sign of the \$50 million in requisite financing.

But Clemson University officials say they still intend to build a full-scale wind tunnel at the International Center for Automotive Research in Greenville.

"It will get done," vowed Chris Przirembel, Clemson's vice president for research.

Under Clemson's original plan, the wind tunnel was

supposed to be the research "magnet" that would draw the motorsports industry to ICAR. Clemson planned to use the wind tunnel for its own research and also sell time in it to race teams and motorsports companies.

After dialogue with BMW Manufacturing Corp., however, Clemson's attention turned to a different research magnet: a graduate school of automotive engineering coupled with a BMW research center for

research on information technology.

Now Clemson is poised to break ground on those facilities, but the wind tunnel remains elusive.

Przirembel said he hopes that won't be the case for much longer. He said Clemson has received unsolicited overtures from three private parties that could line up financing for the wind tunnel under separate plans.

Clemson has received a "concept proposal" from one party, a South Carolinian firm, Przirembel said. Another party is interested in both financing and building the wind tunnel, he said. He declined to name the parties or provide details.

"We don't have anything specific at this point," Przirembel said.

Still, he expressed confidence that the wind tunnel would get built before other research facilities that

Clemson plans. "This is already a well-defined project," he said.

Clemson's long-term plans for ICAR also include research laboratories focusing on electronics systems, safety/crashworthiness, fuel economy and alternative fuels.

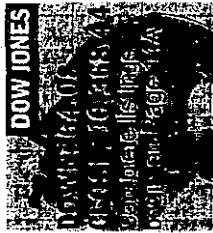
Cliff Rosen, the Miami developer whom Clemson originally tapped to finance the wind tunnel, said he

See **TUNNEL** on page 15A

Carriers cope with sky-high fuel prices



Groups push WTO, Bush to extend cloth quotas



IN THE NEWS

Interest rates, oil send stocks lower

NEW YORK — Stocks fell Wednesday after three days of gains as investors dealt with the likelihood of interest rates rising significantly higher than expected when the Federal Reserve meets later this month.

Oil prices seem to be stabilizing after reaching 21-year highs in recent weeks, but inflation worries linger. Some investors may have been taking a cautious approach ahead of the Labor Department's monthly report on wholesale prices, an important inflation gauge.

Coke's chief operating officer to step down

ATLANTA — The Coca-Cola Co.'s No. 2 executive is stepping down after being

r carriers, including United Continental Airlines Inc., are giving similar FAA authority.

still leaves us plenty of room safety," airline spokesman Wagner said.

merican is also reducing the amount of reserve fuel on domestic flights.

ie FAA requires pilots to fly for 45 extra minutes of flight in case of delays or the need to divert to another airport. But American's pilots last year carried

mid-1970s and early '80s.

Today the industry is far more fuel efficient due to better engine designs, lighter raw materials and more sophisticated computer programs for planning flight routes. Boeing's next jet, the 7E7 Dreamliner, is as much as 20 percent more fuel-efficient than its 767 models, which date from the 1970s.

Repeated efforts to pass along higher fuel costs to travelers have failed due to stiff airfare competition.

and pay a premium price.

Renters who don't prepay would be wise to remember to return the car with a full tank.

must return their car with the gauge at or below empty. Any gas left in the tank is gravy for the rental company.

TUNNEL

FROM PAGE 13A

isn't going to be involved — at least not "at this moment."

Rosen was moved to a different role in ICAR following a nine-month review of the research park by Gov. Mark Sanford during 2003. Now Rosen is pressing ahead with a separate development, called Millennium Campus, on five properties that nearly surround the ICAR site along Interstate 85 near the intersection with Laurens Road.

Rosen said he's free to develop his own private wind tunnel under his latest agreement with Clemson, but that he'll wait to

see what the university does first.

"It would be counterproductive for me to compete with Clemson on the wind tunnel until such time as they have either completed it or decided not to build it," Rosen said. "We would be chasing the exact same users and suppliers."

The idea for the wind tunnel surfaced in 2000 from Don Rice, executive director of the Brooks Institute for Sports Science at Clemson and former manager of a NASCAR race team. Clemson's original budget plan for the project relied on financing from Rosen and his silent partners.

Rosen said that plan fell apart in late 2002 after the state Commerce Department rejected Clemson's request for \$25 million in state assistance. In addition, Rosen said, Clemson was not able to persuade motorsports and automotive companies to buy time in the wind tunnel sight unseen.

In January 2003, a newly elected Sanford initiated a review of ICAR that resulted in a wholesale restructuring of Rosen's original agreement with Clemson.

"It was like the perfect storm," Rosen recalled.

Rosen said he spent several hundred thousand dollars on preliminary design, contract negotiations and due diligence for the wind tunnel before halting work on the project in the spring of 2003.

If the wind tunnel does get built, it would be the first of its kind in the nation, Clemson officials say. It would have a so-called "rolling road" — a moving track to better account for the effect of the ground on aerodynamics — and moving walls to more accurately simulate atmospheric pressure.

The wind tunnel could be useful to the aviation industry, as well as the automotive and motorsports industries, said Przirembel, who worked with wind tunnels during graduate school and in his early academic career at Rutgers University in New Jersey.

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Greenville News

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Section: Metro

Page: 1, 4B

Businessman: ICAR contracts invalid

Rudolph Bell

Staff

The Greenville News= Final

By Rudolph Bell

BUSINESS WRITER

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Greenville's Edward D. "Ned" Sloan Jr. has gone to court again - this time alleging that Clemson University violated state procurement laws in awarding two contracts for work at the **International Center for Automotive Research**.

Sloan said in a lawsuit that Clemson erred in hiring J.E. Merit Contractors Inc. for program management services and O'Neal Inc. for architectural services. He wants Greenville County Circuit Court to declare the contracts invalid and to award him costs and attorneys' fees.

A Clemson official said Thursday afternoon the university hadn't seen the suit and couldn't comment.

"As soon as we receive it, we'll begin working on our response," said Cathy Sams, Clemson's chief public affairs officer. She said the contracts were awarded as part of construction of a four-story building at ICAR that will house a BMW research center focused on information technology.

Clemson is constructing the building with \$15 million in state money and plans to lease it to BMW. The building, together with a graduate school of engineering that Clemson will build next door, will anchor the ICAR research park at the intersection of Interstate 85 and Laurens Road in Greenville.

Sams said Clemson awarded the contracts after the State Budget and Control Board exempted construction of the research center from state procurement rules. Clemson requested the exemption in December, saying BMW had to meet certain deadlines for "job creation in research and manufacturing."

At the time, BMW spokesman Bobby Hitt said his company figured the procurement law's requirements for advertising, bidding and appeals would add at least six months to construction time, making it difficult for BMW to occupy the research center during 2005 as it wanted to do.

Later, lawmakers passed legislation authorizing Clemson to use streamlined procurement rules for economic development projects such as ICAR. After that, the budget board rescinded the exemption at Clemson's request.

Sloan alleges in his suit that Clemson did not comply with the terms of the exemption and awarded the contracts "without generating any paper trail."

Thursday, Hitt said BMW has "every expectation that it will be found that Clemson and the Budget and Control Board followed the procurement code and the law."

The suit is the latest in a string of cases that Sloan has brought against the government.

Last year, he sued Gov. Mark Sanford over Sanford's service as an officer in the U.S. Air Force Reserves. The state Supreme Court ruled in favor of the governor.

Earlier this year, Sloan challenged the constitutionality of the Life Sciences Act. The suit, which the state Supreme Court has agreed to hear, contends the wide-ranging legislation violates a state constitutional requirement limiting bills to one subject.

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Greenville News

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Section: Business

Page: 9, 12A

Facility offers preview of ICAR

Ben Szobody

Staff

The Greenville News= Final

Clemson project also draws on corporate input

By Ben Szobody

BUSINESS WRITER

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ANDERSON -- Before the buildup of actual structures that will make up Clemson University's **International Center for Automotive Research**, another of the university's research projects is serving as an ideological template 35 miles south on Interstate 85.

The Advanced Materials Research Facility taking shape in the existing Clemson Research Park includes, for example, a draw tower that provides heated testing of fiber optic materials. This is a direct result of corporate input on the project -- the intended hallmark of ICAR's development.

Such a front-end emphasis on corporate interest in a public research campus dramatically alters the way a building is designed and engineered, contractors say, and underscores Clemson's market ambitions for its expanding research efforts.

The architects, engineers and builders of the \$21 million advanced materials project -- all local -- say they've proven that the talent needed to build a preeminent research campus is already in Greenville.

They also hope to snag a piece of the ICAR pie.

With a "heavy emphasis" on research into new and unmarketed materials, Clemson vice president for research Chris Przirembel said it follows that certain industries would play a major role in shaping the project.

With a "new kind of engineer" to be trained at ICAR's graduate school of automotive engineering, businesses have a similarly major role in mapping that campus and its curricula, he said.

"Philosophically, it's the same approach," Przirembel said.

For IDC Architects, a growing division of global engineering firm Industrial Design & Construction, the lab building has become a defining national project and a local proving ground, said Tim Meier, vice president and managing principal of the Portland-based unit.

In Greenville, project architect John Henderson said in order to create both a Clemson "showplace" and an environment-friendly industry tool -- a project with the approval of client Clemson, government inspectors and eventual users alike -- it took days-long meetings early on to spell out, among other things, the requisite Caroma toilets.

Water use, it turns out, is one objective for "LEED" certification by the U.S. Green Building Council. This will be Clemson's first such structure.

More ambitious is the system designed for expelling and reharassing the massive amount of exhaust produced by a laboratory that must be replaced with treated air. Lee Chapman, an IDC mechanical engineer, said three huge exhaust fans and a common duct system allow

expelled energy to be gathered and re-introduced into the building's replacement air, a "manifold exhaust" and heat recovery system that combines energy savings with lab comfort, he said.

Of the building's tiered three stories and 111,000 square feet, one floor and 84,000 square feet is usable space because of the complex systems required in what Meier called a "huge mechanical engineering job."

Przirembel said it's a harbinger case of Clemson's emerging public-private philosophy being merged with business-world demands in the blueprints of a building.

"IDC was certainly very much responsive to that," he said, adding the firm and builder Manhattan Construction will complete the building under budget and on time.

Mack Woods, Manhattan's division manager in Greenville, said he's been told by state engineers that it's the most complex public building ever built in the state.

For Henderson, the architect, it was a matter of making a gaggle of functions work in an aesthetically pleasing space.

Ralph Born, IDC's project manager, said the corralling of all project demands into a lump-sum bid puts a progressive project in a traditional contract package, adding that it's unusual for a lab building to house such diverse research interests.

To complete the tangle of demands in what Przirembel calls a "very aggressive time frame" of 13 months, Woods said he planted a full-time management team on site and asked subcontractors to do the same. The \$18 million contract -- one-third of it for mechanical work alone -- was a boon to the 2-year-old local Manhattan office.

"We had to have a job that would get some attention," Woods said, adding that he's already gunning for ICAR work.

Przirembel said with ICAR's structures he'd prefer a design-build approach, where IDC has cut its teeth, instead of lump-sum bids.

What is a "medium-sized" project for IDC as a company has become a "flagship" job for IDC Architects, said Meier, and it hopes to parley its more homogenous "A-E" approach into an advantage over competitors.

Outline: Photos by TANYA ACKERMAN/Staff

A template: In photo above, Russell Harvey of D & B Glass in Greenville works on the glass-curtain wall of the Advanced Materials Research Facility, which is taking shape in Clemson Research Park. The facility, seen in the photo below, has become a proving ground for some of the firms that hope to work on the ICAR project.

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Greenville News

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Haywood Road gets updated

Ben Szobody

Staff

The Greenville News= Final

By Ben Szobody
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Telling as standstill traffic can be on Haywood Road, the bustling strip on the Eastside of Greenville isn't the it-district it once was.

As measured by the clamor of retail chains -- known by brokers as "big-box" tenants -- for yawning shop space, Haywood falls markedly behind current hot spot Woodruff Road for new-tenant buzz.

That's only a real-time indicator, though, fickle as the weather, according to commercial broker Jim Hopple, of Colliers Keenan Goldsmith.

Weighty local factors in favor of the area's long-term heft include Haywood Mall as "centerpin" and the highly anticipated automotive research park that's expected to make both Haywood and Laurens roads more attractive strips.

"I think the handwriting's on the wall that there's going to be a major traffic increase in that Laurens Road corridor," from which Haywood stems, Hopple said.

The concept seems stunning to a local population already "fairly dense."

"You're talking 30,000 to 60,000 cars a day," said Babette Jones, an insurance broker near Haywood's midsection. The Allstate agent says the location is prime for snagging newcomers to Greenville who, she figures, are likely to make a beeline to the mall.

To shoppers and residents, the four-lane stretch seems bursting already. To space peddlers like Hopple, development isn't yet robust.

"It's not Woodruff Road, it's not Fairview Road, but I think eventually you're going to see it come back," he said, pegging his current mood as optimistic. "It's just going to take some time."

One of Hopple's own spaces, at 430 Haywood, has been empty for "several years" despite some shoppers.

When retailers' "herd mentality" swings back, though, he's convinced substantial new businesses will spawn there, fed by Clemson University's **International Center for Automotive Research** two miles away, among other impetuses.

In the short term, a raft of new mall stores and continuing work on the Interstate 385/Haywood bridge should ensure traffic will remain thick.

In the long term, even revved-up Haywood development isn't likely to duplicate the retail frenzy on Woodruff, Jones said, since the former boasts mostly specialty stores, the latter a Wal-Mart Supercenter, Target and Home Depot.

Already, Babette B. Jones Agency Inc. enjoys walk-in business of as much as 15 percent of total business, and Jones notes snarled holiday traffic can leave cars at a standstill outside her office nearly three-quarters of a mile away.

"I don't ever want to move," she said.

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Section: Day in Greenville

Page: 19G

ICAR taking shape along I-85

Rudolph Bell

Staff

The Greenville News= Final

Bulldozers dig out first signs of international auto research center

By Rudolph Bell

BUSINESS WRITER

dbell@greenvillenews.com

Leafy timber still covers most of the land where Clemson University plans the **International Center for Automotive Research**.

But a closer inspection reveals the first stirrings of a development that Greenville officials hope will be a milestone in the city's economic development.

Bulldozers scrape a roadbed of densely packed clay. Construction workers put curbing into place. Concrete arches span a creek, the foundation for a future bridge.

Morgan Corp., a Spartanburg contractor, is building the tree-lined boulevards that will open up the ICAR site and -- officials hope -- a high-tech future for Greenville.

Soon crews will break ground for a Clemson graduate school of automotive engineering and a BMW research center focused on information technology. Other companies that have agreed to participate in research at ICAR are International Business Machines Corp., Microsoft Corp. and Greenville-based Michelin North America Inc.

Clemson's long-term plans for the research park, located along Interstate 85 at the intersection with Laurens Road, include a full-scale wind tunnel and laboratories focusing on electronics systems, safety/crash-worthiness, fuel economy and alternative fuels.

The hope is that, over time, ICAR will create thousands of high-paying jobs and make Greenville a hub of the Southeast's automotive and motorsports industries.

ICAR is one of five significant developments taking shape along Interstate 85 around the intersections of Woodruff and Laurens roads, much of it on land formerly owned -- and preserved from development -- by the late Greenville industrialist John D. Hollingsworth.

The wave of development begins at Woodruff Road, where Charlotte developers are building what will be Greenville's third-largest shopping center after Haywood and Greenville malls.

Across Woodruff Road, at The Point development, a former Hoescht Celanese plant has been transformed into office space.

Adjacent to The Point, ICAR is taking shape, as is a portion of the Millennium Campus, a mixed-use development planned by Rosen Associates Development Inc. of Miami.

Across Laurens Road, Rosen Associates plans another portion of the Millennium Campus, and Greenville developers Vivian Wong and Peter Kwan are turning a former circuit board factory and 73 acres into a global trade center that would help Chinese and European companies enter the U.S. market.

Cutlines:

KEN OSBURN/Staff

Making way for tomorrow: Work continues on roadways for the ICAR/Rosen properties.

KEN OSBURN/Staff

In the works: Arch segments sit at the construction site that will become the **International Center for Automotive Research**.

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Greenville News

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Page: 10A

LETTERS

Readers

The Greenville News= Final

Anti-gay activists

should use own words

After reading the letter to the editor from Bob Jones III on homosexual marriage, I thought, "Hmm, that seems familiar! Are all anti-gay activists in the country writing the same letter?"

After checking the Focus on the Family Web site, I realized that they are indeed! Dr. Jones' letter is similar to the suggested "letter to the editor" on the Web site's Citizen Link page at www.family.org/cforum/extras. I have seen these canned letters to the editor time and time again, but would have expected more from such a "distinguished" college president as Bob Jones III. Surely, if fighting homosexuality meant so much to him, he would have taken the time to write his own words about the issue, much as Jesus did.

What, you mean Jesus did not speak out against homosexuality? Maybe he did not get the letter from Focus on the Family!

Heidi Anderson Greenville

Workers aren't owners

of outsourced jobs

Recently we've been hearing a lot about what has come to be called "job outsourcing." That is, Corporation X will send some or most of its jobs overseas. While this certainly isn't something to necessarily cheer about, I think a major point needs to be addressed which has been overlooked.

I have noticed several billboards in the Upstate area which read "Have you lost your job to free trade and outsourcing? Yet?" The problem with this billboard is the use of the word "your" in reference to a job. Exactly who does the job belong to?

I was laid off from work back in February of 2003. Was I happy about it? Of course not. Who would be? Yet in all this time I have steadfastly refused to use the phrase "my job." Why? Because the job didn't belong to me, it belongs to the company that I previously worked for.

Immediately after I was laid off, I wrote a letter to the chairman of that particular company and thanked him for my 11-plus years of employment. I told him that I appreciated him having faith in me and hiring me, because I realized that he did not owe me a job to begin with. And if I am ever laid off from another job, I will do the exact same thing.

So the next time you are tempted to say "I lost my job," ask yourself: By what right do I claim that the job belongs to me?

Vincent Bost Laurens

Voters deserve to hear

all sides of an issue

A letter in your May 1 edition takes Greenville County Councilman Cort Flint to task for airing what the writer calls "dirty laundry" in a guest column. Labeling as wrong Mr. Flint's discussion of his disagreement with some actions by County Council is saying that expressing

opinions contrary to the majority view is wrong. Nothing could be further from the truth.

This country was built and our democracy is maintained by people not afraid to state positions opposite to the popular or prevailing ones. Councilman Flint in his column put himself in that company. To discourage the open expression of differences and to try to stifle public debate (debate presupposes opposing ideas) would be the worst thing we could do if we want to maintain the freedoms we have.

Rather than implying that Councilman Flint, or others, should just be quiet when they disagree with the leadership of the governmental bodies they serve on, we should instead commend them for realizing we voters deserve to hear all sides of an issue and thank them for speaking out.

Joanne Montague Greenville

Criticisms of Rumsfeld

stink of rank hypocrisy

Hypocrisy anyone? We are all painfully aware of the damage caused to the reputation of the U.S. military by the acts of a few renegades in a prison in Iraq. But has there ever been a more perfect example of hypocrisy than the call by Sens. Ted Kennedy, Hillary Clinton and John Kerry for Secretary of Defense Donald Rumsfeld to resign? As a combat veteran of both World War II and Vietnam and a longtime student of national affairs, I consider Rumsfeld to be as well-qualified as anyone who has ever held that office and I have the utmost confidence in his abilities, his character and his judgment.

Let us look at his critics. The whole world has known since 1969 that Ted Kennedy, the "Hero of Chappaquiddick," caused the death of Mary Jo Kopechne.

Hillary Clinton, who shared her husband's stated contempt for the military, should never have been allowed to sit on the Armed Services Committee. She was intimately connected to much of President Clinton's well-known stretching of the truth, even under oath, assisted in his attempted cover-ups of actions that led to his impeachment, and has no credibility to judge others.

John Kerry, who is hailed by some as a Vietnam war hero (but whose heroic credentials are much in doubt, especially by many who served with him during his four months in country) stated during his anti-Vietnam War days in 1971 that he himself had committed atrocities in "free fire" zones.

Ray H. Smith Greenville

Tree issue isn't reason

enough to unseat Case

I was glad to hear that Scott Case has been doing such a great job on Greenville County Council that the biggest issue his opponent can come up with to campaign against Scott Case with is planting trees in parking lots. Did GE know about the tree issue before they agreed to hire 97 engineers for their Power Systems plant on Garlington Road? Or maybe the **International Center for Automotive Research** should reconsider their research campus that may bring thousands of jobs over the next decade.

Peter Selby Simpsonville

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Section: Upstate Business

Page: 1, 8, 9X

Climatic change

Jenny Munro

Staff

The Greenville News= Final

Haskew says it's a different Upstate from the one he left

By Jenny Munro

Business Writer

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For Ben Haskew, it's a long way from Greenville to Live Oak., Fla. - in more ways than just highway miles.

Haskew is the new president and chief executive officer of the Greater Greenville Chamber of Commerce. He got his first taste of leadership in 1972, when the 350-member Live Oak Chamber put him to work and gave him one assistant.

Thirty-two years later, he is the head of a Greenville Chamber with 2,300 businesses as members, a staff of 27 and an industrial climate quickly changing with the arrival of Clemson University's **International Center for Automotive Research**.

Haskew, 54, isn't new to the Upstate. He served as president of the Spartanburg Area Chamber of Commerce from 1985 to 1995. He started his Greenville position on Dec. 1.

"Never in my dreams did I think something like this would happen. I think it's a great match. Although I've been gone, I do know a lot about the Upstate," he said.

Although he's working only 30 miles from his old stomping grounds in Spartanburg, he says it's easy to see how the past decade has changed the Upstate's business environment.

Clemson University's **International Center for Automotive Research** "is a wake-up call," Haskew said.

"Those will be different kinds of jobs out there. Do we have the talent base to fill those jobs?"

But the factors driving economic development also have changed, he said, giving the Upstate a different business climate from when he left Spartanburg in 1995.

"I think there's a sense - probably because of the Upstate Alliance - that these are not counties being sold individually. This a market, a large market," Haskew said.

The Alliance is an organization that markets the 10-county Upstate in economic development circles.

"There's more of an understanding that when a Walgreens is announced for Anderson County, there is economic development in the whole Upstate," he said.

An ability to understand the changing landscape and embrace the changes is what Jim Terry, chairman of the Greenville Chamber and head of the search committee that found Haskew, was looking for in a president.

"First and foremost, I thought it was important to have someone who had a love for the Southeast and more particularly the Upstate," said Terry, president of Carolina First Bank.

Terry and his committee also were looking for an individual who was a strong and ethical business-minded manager, a knowledgeable civic partner, with particular strengths in economic development. They wanted a collaborative thinker and a person of action. Finally, "I needed someone willing to see a lot of change," Terry said.

Haskew was just what the Greenville Chamber needed, he said.

"He understood the values and the lay of the land," Terry said. Haskew is working with other chambers in the region and continually tells the Greenville Chamber's story to other organizations. He said he wants a closer working relationship with the Spartanburg Area Chamber of Commerce and says the two are working together on some projects and sharing a legislative lobbyist.

Haskew's return to the area "adds tremendous value to the Upstate," said Richard Dillard, former chairman of the Spartanburg Chamber, who knew Haskew from his earlier chamber work.

"Ben has a high energy level, an engaging personality and can bring people together," Dillard said. "He's a deal maker. Having Ben Haskew in Greenville and John Poole in Spartanburg will add great things to the Upstate."

Poole, president of the Spartanburg Chamber, said he has known Haskew since the mid-1980s and worked with him until he left the Chamber in 1995 - the same year Poole was chairman.

Haskew's strength is his ability to "lead from the rear," Poole said.

"Ben is a fantastic listener. He's not only bright, but he is the kind of person who will help an organization or a community move forward, and you'd never know he was doing it," he said.

Poole was one of those who suggested Haskew's name to Terry and said he believes Haskew will be good for the Upstate and can help make the various chambers collaborative partners for economic development.

"Ben knows the Upstate. He knows the players," Poole said. "We're not recruiting against Greenville, nor they against us. We're competing against Raleigh-Durham or Chattanooga, Tennessee."

Haskew, his staff and his volunteers have plenty of plans to improve the Greenville Chamber and the Upstate community.

The chamber "wants to be more accountable" to its members and its community, he said. Goals have been set so productive work can be measured.

Michele Brinn, vice president of work force development at the chamber, likes the changes.

"It's wonderful to have Ben on board," she said. "I appreciate the structure he is putting in place.

"He understands the importance of the connection between work force development and economic development," she said.

An example of accountability is a planned quarterly update, probably Web based, for members, Haskew said.

"I would give him very strong marks," Terry said. "We meet regularly on Monday morning at 7:30. He meets me with a cup of coffee. He is a dedicated manager and manages diversity well."

Economic development

One example of cooperation is a better working relationship between the four economic development organizations working in Greenville, Haskew said, adding there's plenty of space in the county for several players.

The Upstate Alliance markets the 10-county Upstate as a region for economic development. The Greenville Area Development Corp. is a traditional industrial recruitment agency, also dealing with incentives.

The city of Greenville's economic development department focuses on growth and development downtown and in other sectors of the city.

The Greenville Chamber's three-fold economic development mission is working with existing business and industry, attracting knowledge-based businesses and working with small businesses to encourage growth, Haskew said. One example: the Chamber's seven economic development staffers recently worked with General Electric to recruit about 97 engineers for the company's Power Systems plant on Garlington Road, he said.

Advantage Greenville, formerly known as 300 for Greenville, has transformed itself in recent months and will work with any of the economic development organizations that need volunteers, he said. The group initially was designed to raise money for the Chamber's economic development. That is no longer as necessary as it was in the past.

Advantage Greenville is now made up of "engaged business people who want to be involved in economic development," Haskew said. Members will meet with personnel from interested companies, guide them on visits to area businesses and discuss the Upstate's quality of life and its recreational and cultural opportunities.

"We want to showcase the best we have to offer," he said.

Chamber officials also work with small businesses - about 87 percent of the Greenville Chamber's membership base - to help them gain access to venture capital and the other tools necessary for growth, he said.

Another goal is mentoring between majority-owned and minority-owned businesses. The Chamber has set a goal of \$1 million in contracts between the businesses this year and expects to exceed that goal shortly, he said.

The Chamber's mantra right now: "Listen, learn, act," he said.

"We want to build more value in what the Chamber offers to its members and the community," he said.

Quality of life

Chamber officials also know they need to deal with quality-of-life issues, such as education, leadership and the quality of the work force.

A well-known program is Leadership Greenville, which has been in existence for about 30 years.

Sandi Coan, senior manager for Leadership Greenville, said, "The whole purpose is to take these people who have already demonstrated some leadership and give them more skills."

The relationships formed during the class don't end when the program does, she said.

"When they need help with a project, they return to their class members," Coan said.

Another quality-of-life effort, begun before Haskew began his Greenville tenure, is the Carolina First Center for Excellence, which is funded by a grant from Carolina First Foundation. The program trains teachers and principals in continuous quality improvement strategies for the classroom. The Malcolm Baldrige quality criteria and core values set up a systemic approach that ensures improvement.

In the classroom, students help set goals for the class and themselves. They keep data notebooks to graph their progress.

Allison Cunningham, manager of the Carolina First Center of Excellence, told of one kindergarten student she had met whose goal was to count by fives up to 50. The bar graph showed she could do the first count - five.

She then practiced and kept her data notebook up to date. Within four days, the child could count to 100 by fives, Cunningham said.

"The intrinsic motivation is great," she said.

Chamber entices him

Chamber work is in Haskew's blood. The Jacksonville, Fla., native has spent some time in the private sector, but the lure of a chamber always called him back.

The oldest of five boys, he said he always worked for what he had.

"I worked throwing papers when I was 11 or 12. I worked bagging groceries when I was 13 or 14," he said.

"The summer between my junior and senior year in high school, I had a job at the Jacksonville Chamber, working in the mailroom. I was taken with this organization. I was kind of in awe with what it was about."

He began his college education at Florida Junior College in Jacksonville. He was drafted in 1969 and spent two years in the U.S. Army in Georgia at Fort Benning and Fort Stewart.

Following the military, he came back to Florida Junior College and the Jacksonville Chamber, he said.

He then applied for and got the job of director at the small, rural chamber in Live Oak.

"If you wanted to move up, you had to move around," he said.

As he moved, he continued his education, graduating from Tallahassee Community College in 1976.

He followed that by graduating from the Chamber Institute at the University of Georgia in 1977.

He has moved numerous times during his career, working with chambers in Jacksonville, Live Oak and Tallahassee, Fla.; Chattanooga, Tenn.; Spartanburg; Cobb County, Ga.; and the Florida State Chamber.

After he left Spartanburg in 1995, he headed up the Cobb Chamber of Commerce in Marietta.

While there, his brother-in-law - a computer whiz - asked him to provide administrative and strategic leadership to a specialty computer consulting company he started in 1981.

"He needed some management and strategic thinking," Haskew said.

With Haskew's input, the company decided quickly to either take it public or sell it within five years. Lemco Computer Consulting was sold in mid-1998 to Accustaff. Haskew worked with the sale and the transition, then took a short sabbatical.

"Being on the private sector side was interesting," he said. "You get to move quickly and make decisions quickly."

Haskew then had the chance to go to the Florida State Chamber, heading up a program to bring the 350 chambers in Florida and the state chamber closer. After developing a business model, he negotiated major benefits and affinity programs that local chambers could offer their members. In turn, the local chambers became an arm of the state chamber's lobbying effort.

Haskew said the state chamber could reach 123,000 Florida businesses by e-mail within hours to get a grass-roots reaction going.

"It's a model that nobody in the country has done," he said, adding that it could be implemented in Greenville.

Cutline: Ken Osburn/Staff

New leadership: Ben Haskew, president of the Greater Greenville Chamber of Commerce, has been on the job since Dec. 1. He and 160 Chamber volunteers are in the midst of a membership campaign, hoping to add 250 new members to the current 2,300. More than 100 new members already have signed up.

Cutline: Ken Osburn/Staff

Working together: Ben Haskew and Anne Lorentz talk at the reception desk. Lorentz is the face of the chamber for many members and visitors since she's the first person they see.

Cutline: Owen Riley Jr./Staff

Making leaders: Leadership Greenville grad Idella Glenn, in her office at Furman University, is director of Multicultural Affairs.

Cutline: Ken Osburn/Staff

Chamber diversity: One of the Chamber's goals is to promote diversity. At a recent Chamber event to announce \$1 million in business between minority-and-women-owned businesses, (L-R) Lori Morton and Susan Lill from Aerie Engineering. Jack Macauley from the Greenville Hospital System and Thomas Draughn and Lamont McEntyre discuss business.

Cutline: Staff Photo

Community reach: Linda Aramburo of American Red Cross looks over a packet of information at last years Hispanic Conference at the University Center.

Cutline: Owen Riley Jr./Staff

Camaraderie: Jim Terry, chairman of the Chamber and head of the search committee, left, talks with Ben Haskew, the Chamber president.

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Greenville News

Estimated printed pages: 2

May 13, 2004
Section: Opinion
Page: 8A

Finally, we're adding jobs

Staff

The Greenville News= Final

A strengthening economy has created jobs amid outsourcing fears and a raging political debate on trade.
EDITORIALS

The "jobless" recovery is likely over.

March and April, in which 600,000 new positions were created and manufacturing posted its first significant job gain in nearly four years, offer the clearest evidence yet that the economy, healthy by all other measures, is finally warming up in the area of jobs. Better yet, the 21,000 factory jobs created in April is evidence to economists that recent productivity gains have run their course. That means companies won't likely be able to continue to keep pace with existing production levels or fill expanding demand without new hiring.

Obviously, this is great news to millions of American workers – including 136,000 unemployed South Carolinians – who've grown weary of extraordinarily tough job conditions over the past 30 months, during which the economy was supposed to be in recovery.

Typically, job creation has always followed high consumer confidence, robust spending and low interest rates. But historically high worker productivity has allowed companies to do more with fewer workers. And for the first time outsourcing, or the shift of jobs from America to foreign nations, has begun to include traditional white collar jobs. An alarming loss of those purportedly "safe" jobs and the decline in manufacturing have displaced millions of workers.

Predictably, talk of jobs, of trade and of the impact of outsourcing has been heated during this campaign season, despite good job growth since July 2003. This surge of job creation should take some of the edge off the overblown rhetoric we've been hearing. It should end some of the noise about China's perceived defiance, about corporate America's unpatriotic outsourcing and about the virtues of protectionism.

It is senseless to cut off trade with China, the world's largest market. It is illogical to think that businesses will place the welfare of workers above profits.

What's important in this global economy is competitiveness. And the debate must center around improving our competitiveness as a state and as a nation. Especially in manufacturing-dependent South Carolina, we must continue investing in education and continue pursuit of the sort of innovation that is bringing us the **International Center for Automotive Research**.

The candidates for president and South Carolina candidates for U.S. Senate should be discussing how best to create the jobs of tomorrow. It's not likely that some policy is going to return an outsourced job to these shores. But policies that seek to reduce the tax and regulatory burden on business and create a better-educated work force might preserve some.

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BUSINESS

Greenspan repeats warnings



Repeat warnings: Federal Reserve Chairman Alan Greenspan testifies before the House Education and the Workforce Committee on Capitol Hill Thursday.

Fed chief predicts pickup in jobs

By Martin Crutsinger
THE ASSOCIATED PRESS

WASHINGTON — Federal Reserve Chairman Alan Greenspan said Thursday tax increases probably will be needed in combination with benefit cuts to close the massive funding gap faced by Social Security.

fits.

Greenspan sparked a political uproar two weeks ago when he said the government will not be able to afford all the benefits promised to future Social Security retirees. He was criticized by Democrats for continuing to support making President Bush's tax cuts permanent while endorsing cuts in retirement benefits expected by baby boomers.

For the good of the economy, he said, Congress needs to get most of the savings by trimming bene-

On Thursday, Greenspan said he believed a tax increase would be needed to close the funding gap in Social Security. But he urged Congress to do as much as possible first by trimming benefits.

"We should first focus on the excess of commitments above available resources by seeing what we can do on the expenditure side before we look at using resources through increased taxation," he told the House Education and Workforce Committee. During his testimony, Greenspan said he believed "employment will begin to increase more quickly before long" as economic output continues to expand. He acknowledged the long period of weak job growth in the 2001 recession and the two years following have raised Americans' anxieties.

German companies consider Upstate moves



Stocks plummet on terror fears

NEW YORK — Investors sent stocks studding Thursday as bombings in Madrid overshadowed mostly good economic news, The Associated Press reported.

The Spanish government initially blamed Basque separatists for the nation's worst terrorist strike. But police later found a van with detonators and an audiotape of Quranic verses, and a London-based Arabic newspaper said it had received a claim of responsibility in the name of al-Qaida, causing U.S. markets to shudder.

John Belk to retire from store chain

CHARLOTTE — John Belk, chairman and chief executive of department store chain Belk Inc., said

Shoppers try to nurse economy back to health

PHOTO BY AP/WIDEWORLD

TOUR

FROM PAGE 17A

"This area has tried hardest to get our attention."

— Joerg Hohnloser, president, Gartner & Klinger

uled to visit Greenville County over the next couple of months are coming as a result of Upstate Alliance marketing.

"The alliance is doing what we all hoped it would do," Howard said. "It's kind of been a long, slow process to get to this point, and we've got a long way to go. But I'm just very excited about where we're headed."

and German delegation visit are the latest marketing efforts by the Upstate Alliance, which has spent more than two years pitching South Carolina's 10 western-most counties as great places to do business.

Jerry Howard, president of the Greenville Area Development Corp., Greenville County's business recruitment organization, said the alliance's efforts are starting to pay off.

Howard said many of the 15 to 20 prospect companies sched-

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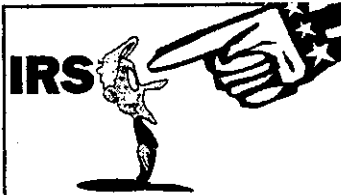
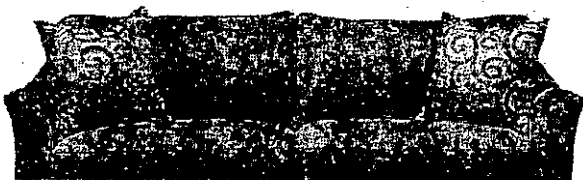
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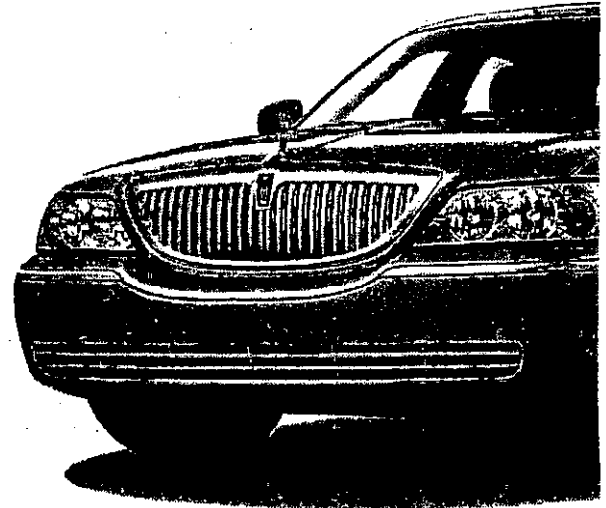
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LIFESTYLE, 1D

'JEOPARDY' JOURNEY

Reporter shows her smarts in Alex Trebek's realm



How to find a new job within your company

BUSINESS, 11A



New pill may solve diet and smoking problems / 2A

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Sunny in the afternoon with cool breezes.
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Weather, 6B

The Greenville News



WEDNESDAY, MARCH 10, 2004 ■ FINAL EDITION

greenvilleonline.com

Experts urge caution when using online pharmacies

Doctors, DEA raise legal, ethical issues about buying 'lifestyle drugs'

By Ron Barnett
STAFF WRITER
rbarnett@greenvillenews.com

Tia Rodwell thought it was just a little bit suspicious when she started getting e-mails from someone trying to sell her Viagra.

After all, she's only 22 years old — and a woman.

She did what most people would. She pushed the delete button faster than you can say "Sildenafil citrate."

"I just find it to be annoying," she said during a break

GreenvilleOnline.com
Go to GreenvilleOnline.com for a list of board-approved online pharmacies and to read proposed state legislation to regulate subscriptions for certain drugs.

from her schoolwork at the Greenville County Hughes library this week. "And I

wouldn't trust an online pharmacy anyway."

That's a pretty smart attitude to take, experts say, especially when it comes to online pharmacies that sell highly addictive drugs as well "lifestyle drugs" like Viagra — all without ever having a doctor see you.

Cyberdoctors are writing prescriptions based solely on online questionnaires —

often which have check boxes pre-selected for the appropriate response needed to get the medicine, said Dr. Constance Fung of the David Geffen School of Medicine at the University of California, Los Angeles.

Under federal law, prescriptions for a controlled substance — a category of drugs that includes narcotics, stimulants, depressants,

and anabolic steroids — can be issued only by a medical practitioner "acting in the usual course of his professional practice."

That could be open to interpretation, Fung said.

"It gets into a very hairy area of what's legal," she said, although numerous professional medical associations are taking the position that it's at the very

COMPLAINT?

■ To make a complaint contact the DEA, Office of Diversion Control, Drug Operations Section, Washington, DC 20537, or call the Greenville DEA office at 234-0237.

least unethical.

See **DRUGS** on page 3A

Teen had big-rig dreams

13-year-old who

Sniper sentenced to death



Senate

massac hill

STEVE HELBER / The Associated Press

enced to death on Tuesday. He told
page 6A

physicals letes



High School League KIM SUMMERS / Staff

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its eyes make advanced heart ex-
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ld junior letes. She lost her seem-
high foot- ingly healthy 18-year-old
prepare a See **PHYSICAL** on page 3A

dbell@greenvillenews.com

The South Carolina Senate on Tuesday joined the House in voting overwhelmingly in favor of incentives legislation that lawmakers say is needed to recruit a major drug company to Greenville County.

Gov. Mark Sanford, however, is still threatening to veto the legislation over a tacked-on measure that would make the University of South Carolina's branch campus in Sumter a four-year school.

add a culinary school to Trident Technical College in Charleston and a convention center in Myrtle Beach.

The legislation could unlock the potential of hundreds of high-technology jobs from a major biotech company that is considering a facility in Greenville County.

The prospect has not been identified publicly by state or county officials.

Sanford spokesman Will Folks said the governor

See **JOBS** on page 5A

Developer moves on plans for land around auto park

■ Details, Page 1B

By Rudolph Bell
BUSINESS WRITER
dbell@greenvillenews.com

Developer Cliff Rosen, moved to a lower profile in Clemson University's automotive research park, says he is pressing ahead with a separate development on properties that nearly surround the Clemson site in Greenville.

The Miami developer said he'll combine the 400 acres he controls or plans to control in a development sepa-

rate from Clemson's International Center for Automotive Research that he's calling the "Millenium" campus.

Rosen said he'll market to industries besides the ones Clemson is targeting — automotive and motorsports — and may put retail and residential development on his land as well.

For more than two years, Rosen has owned or had an option to buy about 150 acres contiguous to the 250-acre tract where Clemson plans ICAR.

ved homeowners tens of thousands of dollars, Fed says

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Biographer Frady dies in Greenville

Furman graduate wrote about King, Jackson, Graham, Wallace

By E. Richard Walton
STAFF WRITER
walton@greenvillnews.com

Nationally renowned biographer Marshall Frady, who was to take a post this spring as Furman University's Writer-in-Residence, died Tuesday.

He was 64. The Augusta, Ga., native had been diagnosed with cancer.

Jackson and the Rev. Billy Graham.

Shelley Davis, a Jackson aide, said the civil rights leader visited the writer only hours before he died. Davis said Jackson, unaware of how ill Frady was, made a special trip to see him.

"We saw him (Monday) night," Davis said from Miami on Tuesday. "He was



Frady

able to squeeze hands." He was a Furman University graduate, earning a degree in English in 1963. Frady and his wife returned recently to Greenville to take the post at Furman, spokesman Vince Moore said. Frady was to teach a course in political science this week, Moore said.

Retired Furman English professor John Crabree, who taught Frady in the 1960s, said: "Marshall was one of those students you don't ever forget." He said Frady demon-

strated formidable writing skills even as a student.

"He's the most eloquent writer who ever wrote for the student newspaper," Crabree recalled. "He was absolutely fascinated with the English language."

"He was an exciting young man," he said. "He believed in causes."

According to David Shi, Furman's president, Frady once led a boycott in 1961 of Furman's dining hall over the quality of the food.

Now, Shi wrote in January, students have access

to an array of culinary delights."

Frady worked for Newsweek, The Saturday Evening Post, Harper's and Life. He wrote articles for Esquire, New York Review of Books, The Atlantic Monthly and the The New Yorker.

He also worked as a correspondent for Nightline, ABC News Close Up and won an Emmy for Soldiers of the Twilight in 1982, a documentary he wrote about mercenaries. Frady, who participated in Fur-

man's King holiday ceremonies this year, was writing a biography of Fidel Castro, according to The Associated Press.

Jackson is scheduled to preside over Frady's memorial service Friday at Rowland Funeral Home in North Augusta, Davis said.

Frady, married four times, is survived by his wife, Barbara Gandolfo-Frady, and three children from previous marriages.

E. Richard Walton can be reached at 298-4317.

Developer's moves flank auto park

Rosen plans separate development on five properties near ICAR

Land moves

Miami developer Cliff Rosen has development plans for more than 450 acres around Clemson University's International Center for Automotive Research.



KEY

- Rosen's land or potential land
- Clemson's land
- RR tracks
- 1. 60 acres
- 2. 20 acres
- 3. 75 acres
- 4. 60 acres
- 5. 83 acres
- 6. 144 acres
- 7. 250 acres

The players



CLIFF ROSEN
The Miami developer is planning a development on five properties that nearly surround the ICAR site

Palmetto Middle School named one of the Finest

Riverside Middle

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Developer's moves flank auto park

Rosen plans separate development on five properties near ICAR

By **Rudolph Bell**
BUSINESS WRITER
dbell@greenvillenews.com

Cliff Rosen — The Miami developer moved to a lower profile in the International Center for Automotive Research, the automotive research park that Clemson University is developing in Greenville — is pressing ahead with a separate development on five properties that nearly surround the ICAR site.

Rosen said he'll combine the properties he controls or plans to control — nearly 400 acres — in a coordinated development separate from ICAR that he's calling the "Millenium" campus.

"The way I'm really looking at it ... ICAR is integrated within Millenium campus," Rosen said.

Rosen said he'll market to industries besides the ones Clemson is targeting — automotive and motor-sports — and may put retail and residential development on his land as well.

"Think 20, 30 years out, nothing less than Buckhead is to Atlanta, or Midtown. That's what this is," Rosen said. "The difference is that we have the opportunity to plan it carefully."

For more than two years, Rosen has owned or

had an option to buy about 150 acres contiguous to the 250-acre tract where Clemson plans ICAR.

More recently, he agreed to buy 144 acres along Laurens Road near the ICAR site and 20 acres along Interstate 85 from the foundation that controls the estate of the late John D. Hollingsworth.

In addition, he's planning a joint venture with a company owned by the Hollingsworth Funds Inc. foundation to develop another 80 acres along I-85 and has secured the "right of first refusal" to buy the 83-acre Hollingsworth on Wheels plant property next to ICAR if it comes up for sale.

Those deals were confirmed Tuesday by Irvine T. "Buck" Welling Jr., chairman of Hollingsworth Funds. Welling said Rosen's "program is separate from Clemson's, although I'm sure there will be some coordination between the two."

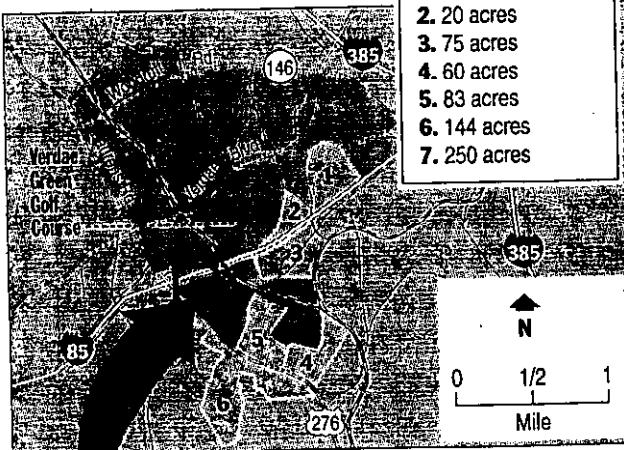
Welling said Rosen's company agreed to pay \$3.2 million for the 20-acre tract and more than \$9 million for the 144-acre tract.

Bob Geolas, recently hired by Clemson to be ICAR director, said he

See **ICAR on page 5B**

Land moves

Miami developer Cliff Rosen has development plans for more than 450 acres around Clemson University's International Center for Automotive Research.



SOURCE: Rosen Associates Development Inc.

KEY

- Rosen's land or potential land
- Clemson's land
- - - RR tracks
- 1. 80 acres
- 2. 20 acres
- 3. 75 acres
- 4. 60 acres
- 5. 83 acres
- 6. 144 acres
- 7. 250 acres

The players



CLIFF ROSEN
The Miami developer is planning a development on five properties that nearly surround the ICAR site



CHRIS PRZIREMBEL
Clemson University's vice president of research and point man planned ICAR project from the beginning.



BOB GEOLAS
Former director of North Carolina State University's Centennial Campus research park is the new director of ICAR.



HELMUT LEUBE
President of BMW Manufacturing Co., which gave \$10 million to endow professorships at Clemson's graduate school of automotive engineering.

Convicted Upstate killer denied parole

Three teen girls slain 27 years ago

By **Andy Paras**
STAFF WRITER

The state board of Parole and Pardon Services unanimously rejected the release

spokesman.

Williams was convicted in April 1976 of killing Kathy Smith, 16, Cynthia Jones, 17, and Rhonda Adams, 19. He was last denied parole in

tenced to the electric chair but is serving three life terms.

At least eight members of the victims' families appeared at the hearing in Co-

Circuit Solicitor's Office.

According to testimony the trial, Williams drugg the girls, forced two of women to shave the tee heads, then dumped th

...have not yet been served, according to Lt. Mike Gambrell, a Greenville police spokesman.

5 to 10 feet, he said.

Andy Paras covers crime and courts. He can be reached at 298-4220.

ICAR

FROM PAGE 1B

learned about Rosen's plans for the Millenium campus on Tuesday and sees no problem with them.

"He is a private developer, and he has a business to run, and he has to move forward," Geolas said. "We're going to move forward with him, and we're going to work together and be partners. I don't expect Cliff Rosen to wait around for us."

Clemson originally picked Rosen to be the lead developer for ICAR. Rosen worked with the university for a year and a half and controlled about 400 acres near the intersection of Laurens

Road and I-85 where ICAR was planned when Gov. Mark Sanford initiated a review of the project, saying he wanted to protect taxpayers' interests.

When Sanford and Commerce Secretary Bob Faith unveiled a renegotiated plan nearly nine months later, it called for Clemson to control about 250 acres and Rosen 150. At the time, Clemson described Rosen's role as planning a "complementary development on an adjacent 150 acres."

Clemson is building a graduate school of automotive engineering at ICAR, right next to a BMW research center focused on information technology. IBM, Microsoft and Michelin also have said they will play roles in the campus.

SECURITY

FROM PAGE 1B

the Republican candidates."

Brett Perry, campaign manager for Myrtle Beach Mayor Mark McBride, said that while he applauds DeMint's commitment to external threats, "it would be nice if he were equally committed to protecting the nation from self-destruction. Unless very strong measures are taken to protect American jobs from outsourcing, China's predatory trade practices and the ever-advancing assault of illegal immigrants, the U.S. economy is going to be in danger of collapse."

In his remarks, DeMint said that, in the wake of the Sept. 11 terror attacks, America and its leaders "must never pretend that we can operate under the old rules of Cold War foreign policy. For the 20 years before, both Republican and Democratic administrations failed to deal with the terrorist threat. America must never return to the days of appeasement."

He cited terrorists as the nation's greatest threat and, "consequently, we have a responsibility to deal with emerging threats before they can strike. America should always seek to build multinational coalitions but, when the safety and security of America is at stake, we must never let the coalition dictate the mission."

Dan Hoover covers politics and can be reached at 298-4883.

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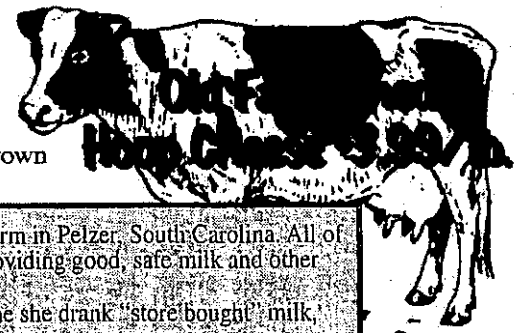
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Tom is the owner of Happy Cow, a grazing dairy farm in Pelzer, South Carolina. All of his effort has been spent "doing the job right" and providing good, safe milk and other products for us.

My daughter used to break out with hives every time she drank "store-bought" milk, but with Happy Cow milk she has yet to react to it.

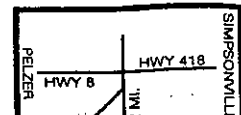
—Richard Ray, *Countryside & Small Stock Journal* Vol. 88, No. 2, March/April 2004

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Greenville News

Estimated printed pages: 2

May 9, 2004

Section: Upstate Business

Page: 1, 9X

STREET TALK

Staff

The Greenville News= Final

Michael Bates, the British Consulate-General in Atlanta, says most people in his country take a different view of the "exporting" of jobs than U.S. workers, for a couple of reasons.

"First, we went through this cycle earlier. We had problems 10 to 12 years ago when a lot of British companies went to India and set up not just back offices but front-office operations as well," he said. "There was quite a row at first, but then the recognition that there wasn't necessarily a net loss of jobs.

"It was a two-way thing. It made India wealthier and therefore a better market for our goods. And we recognized that taking jobs overseas was good for British companies because it meant they were more competitive and had more money to plow back" into domestic activities.

Bates also thinks Americans take a more narrow view of the world economy than the Brits. His is a much smaller country, he said, with international travel a way of life.

The Consulate-General was in town last week to attend the Greater Greenville Chamber of Commerce's annual International Reception. He said he is especially interested in Clemson University's **International Center for Automotive Research** and thinks British motorsports companies will share his interest.

* n n

Two companies operating in the Upstate are celebrating a milestone eclipsed this past week.

Michelin Aircraft Tire Corp. and Lockheed Martin Corp. have teamed up to ship more than 100,000 tires in support of the U.S. Navy's Performance Based Logistics tire program.

The program is a supply-chain initiative that requires aircraft tires to be delivered to naval locations in the U.S. within 48 hours and elsewhere within 96 hours. The program was created by the Naval Inventory Control Point.

The first tire shipment under the program began July 9, 2001, and supports 16 different military aircraft using 23 tire sizes.

The program includes full support to U.S. Navy aircraft during Operation Enduring Freedom and Operation Iraqi Freedom.

Michelin Aircraft is part of Greenville-based Michelin North America, which employs 23,920 workers and operates 21 plants in 17 locations.

Lockheed Martin operates its Aircraft & Logistics Centers at Donaldson Center Industrial Air Park.

+ + +

"Lost your job to 'free trade' and offshoring – yet?"

That's a question the American Manufacturing Trade Action Coalition is putting to more and more motorists of voting age in South Carolina.

The lobbying group is increasing from nine to 23 the number of roadside billboards bearing the question. The initial nine went up in January.

The purpose is to prompt more citizens to register to vote, then to vote in this year's elections – primary and general, said Auggie Tantillo,

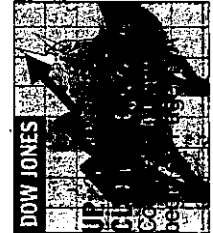
the organization's executive director.

The majority of the billboards is in the Upstate: one each in Anderson, Easley, Gaffney and Laurens; two each in Greenville, Greenwood and Seneca; and three in Spartanburg.

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BUSINESS

The Greenville News
greenvillonline.com
Wednesday
APRIL 28, 2004



IN THE NEWS

Street in state of ebullition

NEW YORK — Wall Street, stymied once again by worries about interest rates, gave up a healthy early advance and closed mixed Tuesday. Investors ended up disregarding another-encouraging economic report and better-than-expected earnings from companies including Lockheed Martin Corp. and R.J. Reynolds Tobacco Holdings Inc.

Analysts said the market can't decide whether to buy on the improving business climate or sell on the increasing likelihood of higher rates.

State revises previous unemployment figures

COLUMBIA — The Employment Security Commission said Tuesday it had incorrectly calculated county-level unemployment

State panel grants Clemson another \$3 million for hiring

By Rudolph Bell
BUSINESS WRITER
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A state panel on Tuesday gave Clemson University another \$3 million to bring top researchers to the International Center for Automotive Research, the research park it's developing in Greenville.

With the award, Clemson has secured \$31 million out of \$36 million it needs to endow four professorships at a new graduate school of au-

tomotive engineering it plans to open at ICAR in 2006.

Meanwhile, Clemson's real estate foundation has secured a \$10 million line of credit from Carolina First Bank to buy land at the ICAR site, said Neill Cameron, the university's vice president for advancement.

Lawmakers earmarked up to \$200 million in state lottery money through Tuesday's \$3 million donation from the state

Money flowing in for ICAR research

2010 to help create "centers of excellence," research clusters designed to spur high-tech development. The research universities have to secure equal amounts in matching money and explain how their proposals would promote economic development.

Clemson will combine the \$3 million awarded Tuesday with \$3 million donated by Michelin North America to create a professorship in vehicle electronic systems integration.

To endow the three other research chairs at ICAR, Clemson has \$15 million in lottery money awarded last year and a \$10 million donation from BMW Manufacturing Corp.

See ICAR on page 13A

South Financial makes state finance history

Assets larger than any bank ever based in South Carolina

By Ed O'Donoghue
BUSINESS WRITER
odonogh@greenvillnews.com

Over the last three years, the company's return on average assets, a standard measure of bank performance, increased from 0.6 percent to 1.03 percent, and its return on average

TV advertisers pay more for smaller market share



With Superbowl prices, 'Friends' finale won't rival 'MASH'

By Suzanne Vranica
THE WALL STREET JOURNAL

Will Rachel end up in the arms of Ross? Will Monica

...e said.
 A representative of Domino's Pizza said the company does not sell its customer information, and other national pizza chains did not respond to messages seeking comment.

Some details of Missouri's contract with ACS are still being worked out, Coplen said, but the company makes money on court fees by adding a surcharge to the amount a person owes. For every \$1 of a court fee it collects, ACS may charge — and keep — a maximum surcharge of 20 percent.

For handling the fine collection center, which processes citations such as traffic tickets that people pay without going to court, the company is paid per ticket, but the cost is tied to the amount it finds in the debt collection portion.

ICAR

FROM PAGE 9A

It needs another \$5 million to reach the \$36 million total and plans to raise that from BMW suppliers, said Cathy Sams, the university's chief public affairs officer.

Also Tuesday, the state panel earmarked \$5 million to endow one of two research professorships that Clemson plans as part of a research initiative focused on advanced materials in Anderson County. The university, however, has not secured any matching money for that professorship in photonics, or another in electron imaging, Sams said.

The panel also earmarked \$11 million to endow professorships in various disciplines at USC and

MUSC, said Gail Morrison, director of academic affairs at the state Commission on Higher Education, which provides staff support for the panel.

Tom Keinath, dean of the College of Engineering and Science at Clemson, said Clemson assumes it'll earn \$450,000 a year from a \$10 million endowment — enough to cover a top researcher's salary, plus some of his support staff and equipment.

Clemson hopes to hire the graduate center's top academic star — a professor of systems integration who will also head the center — within two to three months, Keinath said.

"You hire the Michael Jordan first, then you build a franchise around him," he said.

Keinath said the new graduate school should employ about 20 — the top four researchers, six junior professors and support

staff. It should have 50 graduate students eventually, he said.

Clemson has said its real estate foundation will spend \$6.9 million by June 30 to buy 103 acres at the ICAR site, near the intersection of Interstate 85 and Laurens Road. The foundation has options to buy nearly 150 more acres by 2007 for about \$14 million.

Cameron said the foundation hasn't yet raised any money to cover the land purchases, but has a plan to do so. It will recoup some money by selling 10 to 15 acres to the state.

The graduate school and a BMW research center focused on information technology will sit on that acreage, for which the state has allocated \$1.5 million to buy.

Bob Geolas, ICAR's executive director, said Tuesday he's working on a master plan, a business plan and a communications/marketing plan for the research park.

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Greenville News

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May 2, 2004

Section: Guide to Greenville

Page: 6, 8GG

People make Greenville a special place to live

Ron Barnett

Staff

The Greenville News= Final

It's urban, but its Southern roots still show. It has high-tech industries, entertainment from sports to the arts, and a lot of folks who still know how to be friendly.

By Ron Barnett

STAFF_WRITER

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The first thing you notice out the window as your plane noses down toward Greenville-Spartanburg International Airport is a strip of green lining a downtown street. That, you'll have to check out later.

Once you venture out onto Interstate 85, it doesn't take long to figure out that this is a bigger, more urban place than you thought. You notice a high proportion of BMWs per mile. You see an orange-and-white Clemson University sign saying something about an **International Center for Automotive Research** "coming in 2004."

Eventually, you will discover that Greenville still has mill villages, although the mills are mostly out of business, and that it still has old Southern neighborhoods where people sit on front porches.

But it also has high-tech industry, suburban sprawl, people from all over the world, some very nice performing arts centers, professional sports venues, museums and art galleries – and a downtown park with a waterfall that's just been turned into a botanical garden.

And it has people like Marie Peterson, a volunteer at Greenville County's main library. She gives of her time to help people with the library's computers, and with genealogy research.

"I like Greenville because it's not huge like Atlanta is, and there's plenty of things to see," she said. "It's quiet. It's a nice place to go walking or jogging in the park."

But let's back up a minute.

You've just landed at GSP, and you're looking for what makes the Greenville area unique. You ask around and quickly find out that BMW built a manufacturing plant a couple of miles from the airport in the town of Greer. You might as well go have a look.

At the site just across the Spartanburg County line, you see a giant horseshoe-shaped museum in front of the plant, called "the BMW Zentrum." Inside you admire a white 1930 "Dixie" roadster that you wish BMW would reissue. It looks so cool, yet simple. You gawk at Formula 2 race cars, BMW aircraft engines and motorcycles.

Bunny Richardson, a spokeswoman for the company, tells you that some 50,000 people a year tour the Zentrum and the plant, which was built in the early 1990s.

But why did BMW decide to put its only North American manufacturing facility here? Does that say something about what's special about the area?

It had a lot to do with proximity to the airport and the interstate, a strong business partnership with the state, and market factors, she says.

It also had a lot to do with the people, she says.

"Probably the primary reason is, as the planning committee visited the area, ate in restaurants, they saw a sense of pride from people – the way they kept their homes, the way they kept their cars – a work ethic," she said.

BMW, you learn, has a lot to do with that Clemson University sign down the road.

Clemson is developing a 400-acre research park just off I-85 in cooperation with BMW and other automotive-based companies in the area that, you learn through recent newspaper clips, has raised hopes of creating several thousand high-paying jobs.

Driving toward Greenville from the BMW plant, you notice a big building with an aqua-green glass cathedral-shaped atrium with the trademark "Michelin Man" sign on the side. The tire company, it turns out, also is involved in this venture that seems to be defining Greenville's direction.

OK, now let's see what this city looks like, and find that strip of green trees you saw from the plane.

You take a right on Laurens Road – there's no visible sign of the auto research park that will be built there – and cruise down a wide highway that's lined with one car dealership after another. "The Motor Mile," people call it. Seems appropriate, right near a future auto research center.

Eventually you see a tall building ahead and make your way through orange-and-white barrels and a big construction mess to get to this landmark.

What better way to get a good view of Greenville than from the top of this, the city's tallest building?

On the way up the elevator, it seems that your ears almost pop as you rise 348 feet above Main Street. You feel a little out of place in the offices of an upscale brokerage firm in the rarefied air of the 24th floor. You just came for the view, not to buy stocks.

A man with a Furman Co. badge quickly puts you at ease.

"You find what you're looking for?" asks Larry Tanner, who you learn is the chief building engineer.

He explains that the Landmark was built 40 years ago and commands a view of 20 miles in all directions. It was recently renovated and is in great shape, he says.

He points out some of the must-see spots in Greenville – the Poinsett Hotel, a much older and also recently refurbished landmark; the Peace Center for the Performing Arts; the view along Main Street.

But it's the people, he says, that make Greenville special.

"The people here are as friendly as in any area of the country that you'll find," he says.

So now it's time to explore Main Street. The tree-lined haven you saw from the airplane is much more impressive on the ground. You see restaurants ranging from Thai to upscale Southern. People relax at tables outside cafes, drinking coffee, talking on cell phones.

Meandering down Coffee Street, you notice a place called The Map Shop. Sales clerk David Freeman points out the store's vast collection of maps from all over the world, far and near. Customers come from far and near, too, he says.

"We have them coming in from Europe, from Asia, from Canada," he says. "Even folks that are heads of state."

Back out on Main Street, at a place called Piazza Bergamo (named after Greenville's sister city in Italy) you find 38-year-old Donna Harper studying a city information kiosk and punching on a PDA as her two children run around the plaza.

"I forget these things if I don't put them down," she explains. She was making note of events that might be good for her and her husband to take their son Gabriel, 6 and daughter Sidney, 4.

"This year in particular we've been pretty busy with my work -- I've started a new business -- and so we don't spend a lot of time with the kids like we did last year," she says. "So we were trying to find some stuff that we could do downtown, because they like to come downtown."

One of the things everybody mentions about downtown is the newly renovated park at the Reedy River Falls. You find that this park is strung together with a scenic strip behind the Peace Center, where a major residential-commercial development is springing up. And you can walk in the other direction and end up at another, much bigger park, Cleveland Park with a zoo, ballfields and tennis courts.

Now it's time to take a quick look at the outskirts. You've got to see the famous Bob Jones University, with its cream-yellow brick buildings disguising a renowned collection of religious art.

On the way up Wade Hampton Boulevard, you notice a Vietnamese shopping center that shows another aspect of the city you hadn't seen before.

Inside the Saigon Market, amid huge bags of Jasmine rice, well-stocked shelves with items such as fresh Vietnamese mint called hung cay, you meet Julie Lam. The 42-year-old woman says she came to Greenville 23 years ago to visit friends and decided to stay.

"It's nice weather," she says. "The people are nice, too."

While you're there, you can play the lottery, buy some real estate or book a trip overseas. Next door is a combination video/bookstore barber shop and accounting service.

There's plenty more to see around Greenville. A fast-growing string of suburbs called the Golden Strip. Another university with a beautiful campus and lots of cultural events -- Furman. And a couple of state parks in the blue mountains north of the city -- Paris Mountain and Caesar's Head.

But that will have to wait for another day.

Cutline: KEN OSBURN / Staff

Store owner: Julie Lam, who owns the Saigon Market on Wade Hampton Boulevard, came to Greenville 23 years ago to visit friends and decided to make the city her home.

Cutline: KEN OSBURN / Staff

High point: Larry Tanner, building engineer for the Landmark Building, has a unique vantage point from downtown Greenville's tallest structure.

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Greenville News

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April 26, 2004

Section: A Section

Page: 3A

State bonds, lottery part of funding formula

Liv Osby

Staff

The Greenville News= Final

\$160 million seen as magnet for more investment in state

By Liv Osby

HEALTH WRITER

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Partners of the new South Carolina Health Sciences Collaborative will ante up \$2 million each a year during the next decade to pursue their dream of becoming one of the nation's top research centers.

The partners – Greenville Hospital System, Palmetto Health in Columbia, the University of South Carolina in Columbia and the Medical University of South Carolina in Charleston – hope it will be matched by the state for a total of \$160 million.

The collaborative's investment will be eligible for matching funds under the South Carolina Research Centers of Economic Excellence Act, also known as the endowed chairs program, which is funded by lottery profits, said Frank Pinckney, chief executive officer of GHS. Interest from that endowment funds research.

The partnership also increases the chances that other funds can be obtained, for instance, from the state's Life Sciences Act. That measure, which would be funded through bonding, provides \$220 million for research facilities to stimulate economic development, said USC President Andrew Sorensen.

And with an even bigger pot, the partners may be able to attract more money from the federal government, national foundations and private institutions.

"With the endowed chairs program, the Life Sciences Act, the research-related construction at MUSC and USC, and today's announcement," said MUSC President Ray Greenberg, "we have the momentum to create a true statewide health-sciences cluster that can result in world-class research, breakthrough technology and the creation of high-skilled, high-paying jobs."

"We're a relatively rural poor state, in a sense, with our budgets and so forth," Pinckney said. "But what we could do from the standpoint of developing this kind of initiative ..."

Mack Whittle of Greenville, chairman of USC's board of trustees, compared the collaborative to the proposed **International Center for Automotive Research**.

"This will exponentially increase what we're doing, just like ICAR got IBM in here, and Microsoft and Michelin," he said. "This is the medical piece of what ICAR is to automotive manufacturing, and hopefully there will be others."

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Greenville News

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April 26, 2004

Section: Front

Page: 1, 3A

Union reflects hopes of growing jobs

Rudolph Bell

Staff

The Greenville News= Final

By Rudolph Bell

BUSINESS WRITER

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The collaboration between two research universities and two hospital systems to boost health research is not just about doctors in white coats, clinical trials and curing the sick.

It's also about jobs.

The initiative is the latest push to leverage the state's research universities into high-tech, high-paying jobs. Other states, including Georgia and North Carolina, have developed their economies that way for decades, but South Carolina has gotten serious about it only in recent years.

The hope is that innovations by researchers will flow into the private sector, creating high-tech spinoff companies, luring corporate research facilities and creating other economic benefits.

The same concept has driven the **International Center for Automotive Research**, the automotive research park that Clemson University is developing in Greenville.

The proponents of such high-tech development say South Carolina must change its traditional method of economic development – luring out-of-state manufacturers with the promise of cheap labor. That's because, in the new global economy, the state can no longer win the race to be low-cost producer of manufactured goods, they say.

Their views were buttressed in December by Michael Porter, a Harvard Business School professor hired to study how South Carolina should revise its economic development strategy.

Porter and his consulting company, The Monitor Group, conducted the study at the behest of the state departments of Commerce and Parks, Recreation and Tourism as well as private groups such as the Palmetto Institute and the South Carolina Chamber of Commerce.

Porter warned that the state must change its traditional method of economic development or risk a steady erosion of its standard of living. He advocated the development of industry "clusters" – concentrations of companies in the same industry – instead of merely recruiting isolated factories from various industries.

Porter also recommended that South Carolina invest in university research in areas "aligned with the needs of industry."

The push for high-tech development has been made possible by key legislation.

In 2002, lawmakers agreed to earmark \$30 million a year in lottery money to endow professorships and create "centers of excellence" at the state's three research universities – Clemson, the University of South Carolina and the Medical University of South Carolina.

Clemson is using the lottery money – combined with donations from BMW Manufacturing Corp. and Michelin North America – to endow

professorships at a graduate school of automotive engineering at ICAR.

The graduate school will be built next to a BMW research center focused on information technology.

In other key legislation, lawmakers this year authorized \$220 million to build research "infrastructure" -- land, buildings and roads -- at the research universities as part of the Life Sciences Act.

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Greenville News

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April 15, 2004

Section: Business

Page: 13, 16A

Jobs shower eases drought in state

Jenny Munro

Staff

The Greenville News= Final

Manufacturers, other industries add new positions in March

By Jenny Munro

BUSINESS_WRITER

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After months of job losses, South Carolina's manufacturers added 100 new jobs in March for the first net gain in the sector since February 2003.

Statewide, total nonfarm employment rose by 18,200 new jobs, a 1 percent increase, the state Employment Security Commission reported Wednesday. Employment has increased every March since 1992, with the rate of growth last month considered normal.

"It sounds good," said Denny White, a Greenville resident who currently is employed but wants to find a more challenging job. "I'm afraid to leave my job now, but it's encouraging to think that more jobs may be open soon. It's been tough to job hunt for the past year or so."

Dean Jones, Greenville County's workforce development manager, said, "There's a light at the end of the tunnel. Overall, it does appear that things are getting better" despite small-scale layoffs that are continuing.

He said his agency is looking for aircraft mechanics for a local client. There are simply not enough trained mechanics locally, so he is being forced to look outside the area.

Jones encouraged employees to consider the types of jobs that may be available in two to three years as well as those currently available. Technology and advanced manufacturing jobs tend to change over the years, and workers need to be able to change with them.

Also, Clemson University's **International Center for Automotive Research** could create numerous technology-related jobs when it begins operation, he said.

Gains in jobs were broad-based. Although manufacturing's gain was small, it was a move in the right direction. Durable goods manufacturing added 300 new jobs in March with growth in motor vehicle parts manufacturing.

Nondurable goods manufacturing dropped 200 jobs. But the textile and apparel manufacturing sector gained 900 jobs over the previous month. Still, the sector has 7,400 fewer jobs than it did in March 2003.

Don West, area manager for the Employment Security Commission's Greenville office, said he is receiving more job orders from clients looking for workers.

The big gain in jobs came from the service-providing sector, which added 16,200 jobs. Among those were 7,100 new leisure and hospitality jobs and 3,400 professional and business services jobs.

Many of the leisure and hospitality jobs are seasonal, and it is normal for that sector to gain as summer approaches, Jones said.

The one industry that continues to grow is health care, he said.

"Consistently, with health care, I can never get enough skilled workers," he said.

Construction recorded an increase of 1,900 jobs, primarily with special trade contractors. Trade, transportation and utilities grew by 2,700 jobs.

The Greenville-Spartanburg-Anderson Metropolitan Statistical Area added 2,300 to its employment total in March, with 900 of those coming in the professional and business services sector. The Charleston MSA added 2,500 jobs, with gains concentrated in leisure and hospitality, and the Columbia MSA added 2,900 jobs, also with major growth in leisure and hospitality.

Employers also are optimistic about hiring in the coming months. The OPEN Small Business Network 2004 SemiAnnual Monitor, produced by American Express, reported that small business hiring plans have risen sharply.

Nearly half of small businesses in the survey said they plan to hire more staff over the next six months, up 35 percent from a year ago. Hiring plans vary by region, with the North Central states reporting the most optimism followed by the West and the South.

"Last all, we began to see a mindset shift among business owners from survival to growth," said Kerry Hatch, president and general manager of OPEN. "The sharp jump in optimism and hiring plans this spring points to an even sharper focus on growth."

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Greenville News

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April 14, 2004

Section: Business

Page: 11, 16A

'Hot spots' downtown give Internet users wireless access with no fees

Rudolph Bell

Staff

The Greenville News= Final

Greenville businessman pays the way

By Rudolph Bell

BUSINESS_WRITER

dbell@greenvillenews.com

If you're along Main Street in downtown Greenville, and you have the right hardware in your laptop computer or personal digital assistant, you can log onto the Internet without plugging in a wire or paying for it.

The free wireless Internet access comes courtesy of Greenville entrepreneur Joe Milam, who for the past year has worked to envelop Main Street between the Hyatt Regency hotel and City Hall in a wireless "cloud."

Milam, 31, said he spent a lot of his own money creating the free network because it's a good promotion for his business, Gorilla Networks Inc., which sells secure wireless Internet access.

Now he wants to create more free "hot spots" – places to access the Internet without wires – in other public spaces around town, including the West End, Heritage Green, Cleveland Park, Pleasantburg Drive and the International Center for Automotive Research.

"I want Greenville to set the standard for how this is done," he said.

Toward that end, he's enlisted the help of the Greater Greenville Chamber of Commerce and the Wireless Public Internet Access Corp., a nonprofit organization in Charlotte that promotes free wireless Internet access. The Chamber and WPIAC have agreed to see whether local businesses are interested in helping to cover the cost of more hot spots.

The city of Greenville is willing to chip in \$5,000 to study the idea, as long as the private sector ensures any plan gets implemented, said Jim Campbell, the city's general services director. The city endorsed, but did not fund, Milam's existing downtown network, which Milam said gets accessed about 100 times a week.

The idea of expanded free wireless Internet access sounded good to Donovan Cleveland, 33, who was online recently at Port City Java. The downtown coffee shop is one of an increasing number of local shops, bars and restaurants that offer free wireless Internet access to their customers, using short-range transmitters that work independently of Milam's network.

"I think the more wireless hot spots, the better," Cleveland said. "I think that's where our future's going."

Tom Ragan, owner of Ragan's Market, a downtown convenience store, said a hot spot he created last year at his store sometimes draws customers who see it listed on a Web site that tracks hot spots.

Ragan said lately he's noticed more use of wireless Internet downtown – "outside especially because it's warming up."

WPIAC was launched eight months ago under the premise that wireless Internet usage – made possible by a technology known as WiFi – won't become widespread if people always have to pay for it.

"The growth of WiFi connectivity in public spaces has largely been through a series of ad hoc alliances," WPIAC says on its Web site. "Localized, isolated, and piecemeal agendas promoting its adoption are not fulfilling its potential."

The Charlotte nonprofit brings together municipal governments and businesses to fund the free networks and charges a "management fee" for its services. It uses a public/private business model similar to the one that supports public television, said John Alderman, its president.

Alderman said WPIAC has agreements to create free networks in two Kentucky cities, Lexington and Louisville, and is talking to Denver, Jacksonville, Fla., and Charlottesville, Va., about free networks in those cities.

He said free wireless Internet access in public places would make Greenville look progressive to business travelers and "send a strong, unmistakable signal that Greenville, South Carolina, is serious about the new knowledge economy."

Alderman said free wireless Internet access in public spaces wouldn't hurt companies that sell wireless Internet access because the free service would be available in public places only. Rather, limited free service would promote wireless Internet sales by serving as a "broadband demonstrator" for people who haven't tried high-speed Internet, he said.

"The last thing we want to do is deconstruct anybody's for-profit model," Alderman said.

More free wireless Internet access could ultimately move Greenville higher in an annual Intel Corp. survey that ranks metro areas for wireless Internet access. This year's survey, released last week, ranked the Greenville/Spartanburg metro area No. 94 out of 100 metro areas studied.

Researcher Bert Sperling, who headed the Intel survey, said he found 20 hot spots in the Greenville/Spartanburg metro area by checking with wireless Internet access providers as well as Web sites that track hot spots. Sperling said he didn't count Milam's downtown network because he didn't know about it.

The Intel ranking also took into account the prevalence of wireless e-mail devices as well as general Internet penetration.

Graphic: Staff map

Wireless footprint

Joe Milam, one of the owners of Gorilla Networks Inc., a Greenville company, has developed free wireless Internet access along Main Street downtown. Below is the footprint where notebook computer users can log onto the Internet for free without using wires, provided they have the necessary hardware.

SOURCE: Gorilla Networks Inc.

Photo: Donovan Cleveland

Outline: Patrick Collard/Staff

Wireless Internet: Joe Milam of Gorilla Networks checks a Wi-Fi hot spot in front of City Hall in Greenville.

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The Greenville News

Auto center's leader has unique vision for facility

Posted Wednesday, April 7, 2004 - 8:31 pm

By Anna Simon
CLEMSON BUREAU
asimon@greenvillenews.com

CLEMSON — Bob Geolas' vision is for Clemson's International Center for Automotive Research in Greenville to be unlike any other place in the world.

Unlike a traditional business park, there will be an interactive environment with a "focus on relationships and partnerships," Geolas, the new director of the center, told Clemson University trustees Wednesday. He wants to foster feelings of community and ownership among all entities — the university and private industry.

ICAR has the potential to be a national and international model, said Geolas, who sported an orange tie for his first formal presentation to trustees at the first meeting of the board's new ICAR subcommittee to oversee the center.

"We've got a lot of work to do and we're ready to get going," said Geolas, who formerly ran Centennial Campus, a 1,334-acre research park at North Carolina State University in Raleigh.

Upstate economic development leaders want ICAR to make Greenville a research hub for automotive and motor sports industries.

It's a realistic expectation, said Chris Przirembel, Clemson's vice president for research. More cars are now being built in the Southeast than in the Midwest, and ICAR will take a new approach to automotive research and development by integrating mechanical and electronic automotive systems.

"All of this translates into jobs," said Clemson Trustee Bill Amick, committee chair, who sees ICAR "as a journey, not a destination."

Hopefully an academic director for the graduate school program will be on board by early

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summer, Przirembel said. Several candidates have been identified who have a mix of industry and academic experience to build a curriculum, Przirembel said.

Clemson's doctoral program in auto systems integration will be the first one in the nation, Przirembel said.

"The biggest challenge is starting from scratch," he said.

Industry input will be a key ingredient in forming a curriculum so that graduates will have the knowledge and skills industry will need seven to 10 years down the road, Przirembel said.

There's already a lot of demand and some students can start taking classes on the main Clemson campus in 2005, Przirembel said. The ICAR campus in Greenville will get its first class of graduate students in 2006, he said.

Clemson will conduct an international search for a master planner to guide development of the campus, Przirembel said.

That sparked questions from Trustee Les McCraw, of Greenville, about the wisdom of planning the two initial buildings at ICAR and current construction of a road before a master planner is selected.

Those matters will be brought to the attention of the administration and full board, Amick said.



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Greenville News

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April 2, 2004

Section: Business

Page: 13, 17A

ICAR director getting up to speed on auto park

Jenny Munro

Staff

The Greenville News= Final

Bob Geolas preparing for job by reading up on state, auto industry

By Jenny Munro

BUSINESS WRITER

jmunro@greenvillenews.com

Clemson University's **International Center for Automotive Research** is no longer a dream for Bob Geolas, the new executive director.

He officially assumed the director's position Thursday. He's now in a temporary office off North Pleasantburg Drive with two graduate assistants and a BMW representative, but he still has to get telephones, computers and other employees for his office.

Geolas, who formerly was head of the Centennial Campus associated with North Carolina State University, said he's actually been working part-time during the past month. He's been to Washington and met South Carolina's legislative delegation. He joined the Upstate Alliance at a meeting in Detroit. He's been to Greenville several times. And he's been doing a lot of reading to gain more knowledge of the automotive industry and market trends.

He said he also plans to read about South Carolina and the Upstate so he will be more at home here. Actually, he and his family closed on a house on North Main Street in Greenville early Thursday.

Geolas plans to plunge right in and said he hopes to outline specific plans and programs in three to six months. Top initiatives will be identified within three months.

The director will be responsible for the park's overall business management, including coordination of academic and corporate activities, state government relations and development of the 250-acre park.

Chris Przirembel, Clemson's vice president of research, said Geolas would work closely with the graduate school director because of the need to understand the academic research that is going on to help market the center.

Geolas said that the organization is fluid and could change.

"This is a start-up and a new kind of start-up at that," he said. "It's hard to project what the organization will look like."

An immediate task will be to walk the 250-acre site. A road is now under construction, he said.

"One thing I hear over and over is we need a real master plan for the property," he said. "It needs to be a campus, not a business park."

Also, "we need to work on a communications plan for the project," he said. "We need a top notch Web site that people can visit. We need to be able to talk about the project nationally and internationally in a consistent way."

In addition, he said he plans to immediately begin to develop a strategic plan to help him see how quickly prospects need to be recruited and what will be the program drivers.

"We have some broad ideas, but we need to get more specific," he said. "BMW is an important initial partner, a key partner. But Clemson is driving the process. This program has to be able to meet the university's goals and aspirations."

Przirembel said the university is also moving ahead on the project.

He said the first full class of graduate students is expected to start in 2006 although some students could start in 2005 and take classes on the main Clemson campus.

The university is presently recruiting a director for the graduate program. Przirembel said he expects to have that person on board by this fall although the hiring decision could be made by the end of this spring.

Although Clemson initially expected to have students enrolled in the fall of 2005, that schedule was disrupted when negotiations between Clemson and developer Cliff Rosen were broadened to include South Carolina officials, Przirembel said. That process threw the schedule off by about 10 months.

Currently, ground is expected to be broken for the two magnet buildings on the campus late this month or in early May, he said. The BMW Information Technology Research Center is expected to be completed by the end of third quarter of 2005. The graduate school building will lag the BMW building but should be completed around the end of the first quarter of 2006.

"We should have our first full graduate class in August 2006," he said. "There may be a handful of students starting earlier."

Geolas said the entire project is on an "aggressive schedule," something he likes.

His goal is to have ICAR reflect and connect with the entire region and the state. He also wants to identify other types of industries related to the primary automotive function and bring them to ICAR. Some of them could locate on the campus and others could locate elsewhere in the Upstate or in South Carolina, he said.

The research park will bring more economic strength to Greenville, he said.

"I'm impressed with what Greenville has already done. It seems to adapt well to changing environments. I love Greenville because it is proud of itself," he said.

"This will enhance what's already here. It will bring levels of diversity, business diversity, into the community. That's healthier for the community. It will enhance the energy already here," he said.

Outline:

OWEN RILEY JR./Staff

At the wheel: Bob Geolas, the new executive director of ICAR, hasn't got much in his office yet but he's been busy learning about the state and automotive industry trends .

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Greenville News

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April 2, 2004

Section: Front

Page: 1, 9A

Some fans say they understand but are sorry to see AA club go

John Boyanoski

Ishmael Tate

Staff

The Greenville News= Final

G-Braves to leave Greenville

By John Boyanoski And Ishmael Tate

STAFF WRITERS

News that this will be the last season for the Greenville Braves hit Charlotte W. Bailey hard.

She's losing more than a beloved pastime. She's suddenly unemployed. For six years, Bailey, 72, has worked as a cashier at the Mauldin Road stadium.

"When my grandchildren come to visit, the first thing they want to do is go to the ball field," she said.

For other baseball fans, such as Niguel McSwain, the reaction was mixed.

McSwain, 36, said he understands why the team decided to move. It's business, he said, and if the owners weren't happy, they did the right thing.

"If they're getting a better deal and it makes them happy, I say go for it," he said.

The Atlanta Braves, parent of the AA G-Braves franchise, announced Thursday that the team will move from Greenville, ending a 20-year relationship between the city and the baseball organization.

Around 5 a.m. Thursday, an exhausted group of Atlanta Braves executives decided to reject Greenville's final offer. City leaders had proposed an \$18 million stadium in the West End, in a last-minute attempt to keep the G-Braves here.

"We understand it's a business decision," said Mayor Knox White. "But we are disappointed."

City officials said they agreed on their best financial offer, and it wasn't enough. The Braves would have had to share some of the construction costs.

Braves' officials went over the numbers all night, but decided to sever ties with the city, said Mike Plant, an Atlanta Braves vice president.

"This wasn't a decision made in a vacuum," Plant said. "We were seeing what we could do to be fully comfortable with another long-term 20-year arrangement."

He said economics forced the decision.

"This is not a decision that anyone here takes real pleasure in," Plant said. "We had a solid fan base, but what it comes down to is two entities: sports and government."

Jim Bourey, Greenville city manager, declined to give specifics of the city's offer. That would be counterproductive if the city negotiates to bring in another team, he said.

"We don't want another team to know what we were offering the Braves," he said.

Plant said Time Warner, which owns the team, prohibits discussing financing.

For some fans -- such as Jan Carino, 45 -- the loss of the Braves is a blow to Greenville.

"I'm just sick over it," she said.

Carino, who is the athletic director at St. Joseph's Catholic School, said she hopes the city can attract another team. She said she has been surprised at the low attendance at games recently. Attendance fell to 183,567 last season -- the first year below 200,000.

"I would think that if they were unhappy about anything, it would have been that," she said.

Just a few years ago, Greenville was a professional sports hotbed, with teams winning minor-league championships in hockey and basketball and making the playoffs in football and soccer.

However, those offerings have shrunk dramatically:

The arena football Carolina Rhinos folded in November 2002 after three seasons at the downtown Bi-Lo Center. The basketball developmental league's Greenville Groove, which won its league championship in 2002, ceased operations in June 2003.

A new arena team, the RiverHawks, was supposed to start play this week, but a contract squabble between the team and Bi-Lo Center officials has put the team in limbo. The Greenville Lions soccer team operated as a semiprofessional team for two seasons, then announced last May that it would operate as an amateur club.

Councilwoman Chandra Dillard, who chairs the city's quality-of-life committee, said it was distressing to lose another sports team, but the city had to weigh priorities.

"We didn't want to sacrifice other quality-of-life attributes for the sake of this one component," Dillard said.

City Council approved a resolution late Wednesday to build an \$18 million stadium using money from naming rights, the sale of Municipal Stadium and downtown infrastructure taxes, among other financing.

The resolution also called for the two sides to share revenue from ticket sales, suite sales, stadium rentals, concession sales and advertising.

City leaders said it was their best offer. Bourey e-mailed a proposal based on the resolution to the Atlanta Braves after the meeting.

Plant said the Braves' needs differed from the city's needs.

"At the end of the day, we had to make a decision that was in the best interest of the Atlanta Braves long term," he said.

Plant said team officials are negotiating with officials in Pearl, Miss., about building a stadium there in 2005. The Jackson Clarion-Ledger reported Thursday that Murray Wikol, founder and president of Michigan-based Bloomfield Properties LLC, is building the \$22 million to \$25 million stadium as part of a \$55 million development in Pearl.

White said the Braves' decision to leave Greenville came down to money.

"They're going to go where it's free," he said.

While Greenville worked on the ballpark deal mostly alone, Mississippi brought in its heaviest hitters, White said. Mississippi business officials said they came together at Gov. Haley Barbour's mansion to woo what state officials consider one of the Southeast's most marketable professional sports franchises.

White said trying to get a deal together was tough because city officials vowed not to use residential property taxes.

"A product like this – that is communitywide – absolutely requires partnerships to get the job done," White said.

However, House Speaker David Wilkins, a Greenville Republican, said he and other state legislators weren't contacted until a week ago for help. Gov. Mark Sanford was never contacted, said spokesman Will Folks.

Greenville County officials said they would be willing to chip in funds a few weeks ago, but nothing ever happened. Wilkins said he was disappointed a deal couldn't be reached.

"I'm sorry the city and county couldn't work better together to come up with a plan to keep them," he said. "If there had been a unified front, perhaps they would have come to the state a year ago or two years ago. Friday was the first time any of us had a conversation about that."

During Thursday's press conference, some council members mentioned help the state has given other cities, such as a recently passed bill to help fund the Myrtle Beach Convention Center.

"It's our turn," said Councilwoman Michelle Shain.

"Our turn for what?" Wilkins asked, citing the \$100 million Greenville is getting for the Clemson University **International Center for Automotive Research** project.

White said city officials did the best they could to keep the team.

"We worked hard," he said. "We aren't accustomed to losing."

When the G-Braves debuted at Municipal Stadium in 1984, the new ballpark topped Southern League attendance with 222,719. In seven of their first eight seasons, the Braves finished in the top half of attendance in the 10-team league.

But when other teams moved to new cities and new stadiums, Greenville started to slide in attendance standings.

Attendance fell to 183,567 last season – the first season below 200,000. The team finished ninth in ticket sales, besting only the Orlando Rays, who were playing their last season.

Last year's attendance mark could have an asterisk beside it, though. A record nine home game dates were rained out, according to the G-Braves.

Meanwhile, Bailey, the cashier, said she worked for the organization once before as a ticket-taker in the early 1980s, when the crowds were bigger. Over the years, she has collected photos, a few bobblehead dolls and some autographed balls, she said. She has about 16 Greenville Braves T-shirts and at least six hats.

Her father was a baseball coach in Ohio, her home state. For the past 25 years, she has lived in Greenville.

A lot of fans will miss the team, she said.

"I thought it was great for families. It wasn't like going to the movies where they have to sit the whole time," she said.

– Staff Writer Jason Zacher contributed to this report.

VOICES

"If they're getting a better deal and it makes them happy, I say go for it."

- Niguel McSwain

"I'm just sick over it."

- Jan Carino

Cutlines:

PATRICK COLLARD/Staff

She'll miss her team: Charlotte W. Bailey, 72, reacts Thursday to the news that the Greenville Braves will be leaving town after this season. For six years, Bailey has worked as a cashier at the Mauldin Road stadium.

Niguel McSwain mug

Jan Carino mug

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Greenville News

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Section: Metro

Page: 3B

Duke puts ICAR bones in place

Staff

The Greenville News= Final

OWEN RILEY JR. / Staff

Make way for progress: Duke Power workers Wednesday move a power pole that was blocking a planned entrance to Clemson University's **International Center for Automotive Research** on Laurens Road. The workers began cutting a road through the ICAR property from Laurens Road to the railroad tracks that run through the site. Duke's work also included running new power lines for a proposed traffic signal, according to an engineer.

Photo only

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Greenville News

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March 13, 2004

Section: Business

Page: 23A

Congressman pledges aid for new BMW interchange

Jenny Munro

Staff

The Greenville News= Final

Brockman-McClimon Road exit called path to more jobs

By Jenny Munro

BUSINESS WRITER

jmunro@greenvillenews.com

GREER – After reviewing Upstate infrastructure needs on a trip to the area Friday, the chairman of the House Transportation and Treasury Appropriations Subcommittee pledged to help find \$10 million to complete the funding for an interchange at Brockman-McClimon Road and Interstate 85.

The state is putting up about \$40 million for the project, which includes improving the interchange at Greenville-Spartanburg International Airport. That money is part of an incentives package that BMW Manufacturing Corp. earned with its last \$400 million expansion, which created an additional 400 jobs.

The project "really sticks out," said Rep. Ernest J. Istook Jr., R-Okla. "It is such an enormous project for economic development. This project actually means jobs. It's pretty unique."

BMW officials have said for some time that an interchange is needed at Brockman-McClimon to relieve traffic on the State 101 interchange, which is used by trucks, plant visitors and many of BMW's 4,700 employees.

The company is run on just-in-time inventory, meaning the efficient flow of traffic is vital.

"From a traffic standpoint and in our situation, we are maxed out," said Bunny Richardson, BMW plant spokeswoman.

She said 900 to 1,000 trucks go in and out of the plant daily, and nearly all use the State 101 interchange. Those numbers don't include visitors and workers.

"We have about 6,000 people a day moving in and out of the plant," she said.

A Brockman-McClimon interchange "gives us the infrastructure to continue to grow in the future. It will allow us to use the unused plant property."

Richardson said the automaker presently has no expansion plans on the drawing board.

Bobby Hitt, BMW manager of public affairs, said part of the company's agreement with the state on incentives included the **International Center for Automotive Research** in Greenville and the building of "more ground transportation to support growth in the future."

Rep. Jim DeMint, R-Greenville, who hosted Istook, said that \$10 million is in the appropriations bill but may be cut. Istook, however, agreed to work with him, the state and BMW to earmark funds for the project.

"It is very important to the economy and creating jobs," Istook said. "This is about protecting jobs. What really impresses me is that this is an

opportunity to make an investment in infrastructure that moves jobs to American rather than jobs away from America."

DeMint said improving infrastructure to meet business needs is a must if the area is to continue to grow economically and attract new businesses.

"If businesses make a commitment to the area, we will put the infrastructure they need in place," he said.

BMW has invested \$2.5 billion in South Carolina operations, he said. The total economic impact associated with the company's activities in the state tops \$4.1 billion annually.

The interchange project is important to more than BMW and the airport, said Ed Driggers, Greer city administrator.

"With the improvement to infrastructure, it allows the continuation of growth in the industrial area. Not only does it help BMW, it will help bring suppliers, other industries, commercial and residential growth to Greer," he said.

Because some of that growth will be in the city limits of Greer, which crosses I-85, the interchange could help broaden the tax base of the city, he said.

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BUSINESS

Greenspan repeats warnings



DOW JONES

IN THE NEWS

Stocks plummet on terror fears

NEW YORK — Investors sent stocks sliding Thursday as bombings in Madrid overshadowed mostly good economic news, The Associated Press reported.

The Spanish government initially blamed Basque separatists for the nation's worst terrorist strike. But police later found a van with detonators and an audiotape of Quranic verses, and a London-based Arabic newspaper said it had received a claim of responsibility in the name of al-Qaida, causing U.S. markets to shudder.

John Belk to retire from store chain

CHARLOTTE — John Belk, chairman and chief executive of department store chain Belk Inc., said



DENNIS COOK / The Associated Press

Repeat warnings: Federal Reserve Chairman Alan Greenspan testifies before the House Education and the Workforce Committee on Capitol Hill Thursday.

Fed chief predicts pickup in jobs

By Martin Critsinger
THE ASSOCIATED PRESS

WASHINGTON — Federal Reserve Chairman Alan Greenspan said Thursday tax increases probably will be needed in combination with benefit cuts to close the massive funding gap faced by Social Security.

For the good of the economy, he said, Congress needs to get most of the savings by trimming benefits.

fits.

Greenspan sparked a political uproar two weeks ago when he said the government will not be able to afford all the benefits promised to future Social Security retirees. He was criticized by Democrats for continuing to support making President Bush's tax cuts permanent while endorsing cuts in retirement benefits expected by baby boomers.

On Thursday, Greenspan said he believed a tax increase would be needed to close the funding gap in Social Security. But he urged Congress to do as much as possible first by trimming benefits.

"We should first focus on the excess of commitments above available resources by seeing what we can do on the expenditure side before we look at using resources through increased taxation," he told the House Education and Workforce Committee.

During his testimony, Greenspan said he believed "employment will begin to increase more quickly before long as economic output continues to expand. He acknowledged the long period of weak job growth in the 2001 recession and the two years following, have raised Americans' anxieties.

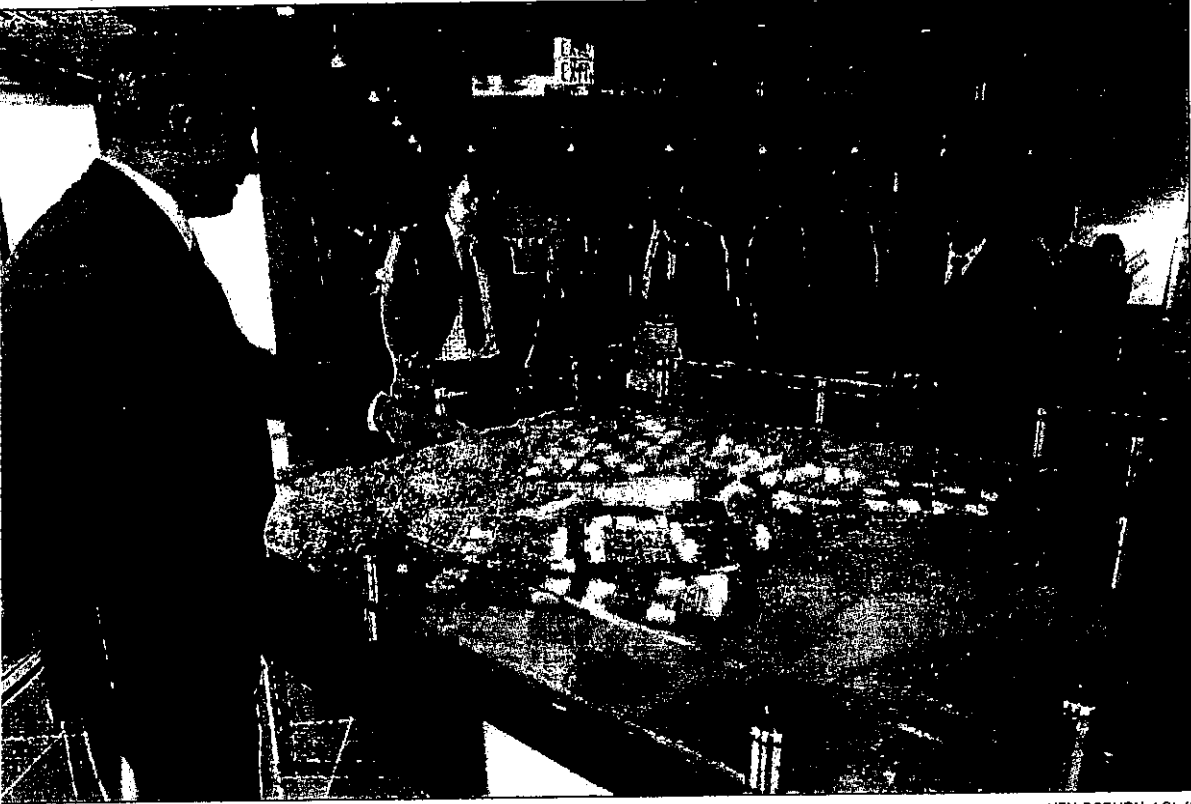
Shoppers try to nurse economy back to health

German companies consider Upstate moves



DANIEL COOPER

German companies consider Upstate moves



KEN OSBURN / Staff

Selling the Upstate: Tom Wells, left, of Rosen Associates, talks to a group of German businessmen who are suppliers to the automotive industry and are considering a move to South Carolina. A model of the proposed Clemson University automotive research park is on display.

Upstate Alliance hosts eight firms

by **Rudolph Bell**
BUSINESS WRITER
bell@greenvillenews.com

Representatives of eight small- to medium-sized German auto-industry companies considering a U.S. investment traveled to Greenville and Spartanburg on Thursday to hear the virtues of doing business in the Upstate.

Their visit was arranged by Forum Amerika, a Cologne, Germany-based service company that helps German automotive companies penetrate the North American market, and hosted by the Upstate Alliance, the regional economic development organization.

Friederike Suess, Forum Amerika tour leader, said the delegation consists of "companies about to invest or get something started in the

Southeastern United States." Typically, two or three companies invest within two or three years of making such trips, said Suess, who has brought similar delegations to the Upstate before.

Suess said none of the delegation members is committed to opening offices or plants, but she said they are "very, very interested."

The delegation toured the BMW Manufacturing Corp. plant near Greer and two of its supplier plants — Alfmeier Corp. and Draexlmaier Automotive of America. The visitors also heard a private developer and a Clemson University engineering professor outline plans for Clemson's International Center for Automotive Research in Greenville.

The delegation visited the Anderson County campus of auto parts maker Robert Bosch Corp., the U.S. unit of the German conglomerate. Also, the

visitors ate breakfast at the new Marriott hotel in downtown Spartanburg and attended a reception at the Westin Poinsett hotel in downtown Greenville.

Andrea Jansen, marketing manager for ESG, a Munich-based software and systems company, said her company will probably start any U.S. investment with a sales and project management office, but Thursday evening, she couldn't say where it would be.

Jansen said she wasn't previously aware of the ICAR project, but now "we'll be surely following and looking into it."

Joerg Hohnloser, president of Gartner & Klinger, which electroplates auto parts, said he plans to launch a new 50-employee unit within 18 months to two years. He said he'll look also in Alabama, because of a DaimlerChrysler Corp. plant there, and in Virginia, because of the possibility of military con-

tracts. "But this area has tried hardest to get our attention," he said.

The delegation visited Detroit and Charlotte before coming to the Upstate.

While in Detroit, the delegation attended a reception sponsored by the Upstate Alliance at the SAE World Congress, a leading trade show for automotive suppliers sponsored by the Society for Automotive Engineers.

Touting ICAR at the Detroit reception were Bob Geolas, newly hired ICAR director, and Kyle Solomon, global auto industry manager for Microsoft Corp. Microsoft previously announced it would participate in research on the ICAR campus in conjunction with BMW, which is building a research center focused on information technology there.

The Detroit reception

See **TOUR** on page 21A



Suess

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TOUR

FROM PAGE 17A

"This area has tried hardest to get our attention."

— Joerg Hohnloser, president, Gartner & Klinger

uled to visit Greenville County over the next couple of months are coming as a result of Upstate Alliance marketing.

"The alliance is doing what we all hoped it would do," Howard said. "It's kind of been a long, slow process to get to this point, and we've got a long way to go. But I'm just very excited about where we're headed."

and German delegation visit are the latest marketing efforts by the Upstate Alliance, which has spent more than two years pitching South Carolina's 10 western-most counties as great places to do business.

Jerry Howard, president of the Greenville Area Development Corp., Greenville County's business recruitment organization, said the alliance's efforts are starting to pay off.

Howard said many of the 15 to 20 prospect companies sched-

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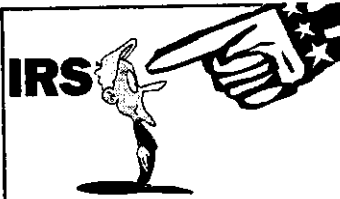
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Thurs., March 25	6:30-8:30 pm	Mexican A-Go-Go
Fri., March 26	7-9 pm	Casino Night

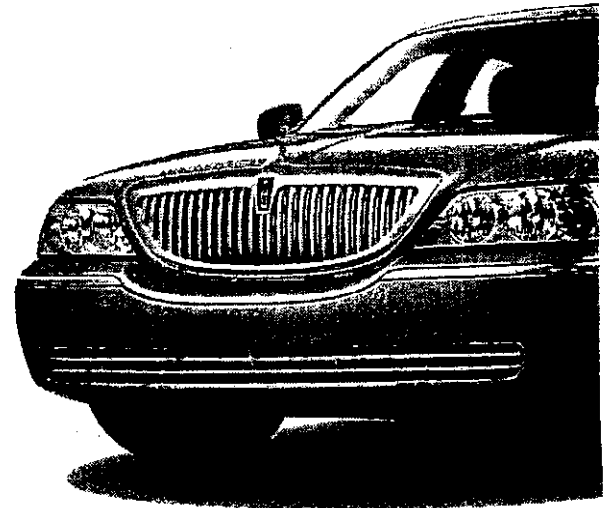
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by BARBARA POOLE, columnist

Leadership and vision

My mother is one of those people who is a natural decorator. She can "see" what a completed room might look like by imagining a bold color scheme, the right furniture placement, and the perfect accessories to complete a new look.

Mom has the gift of vision, and she uses it well in her household leadership role. Just ask Dad, who winds up



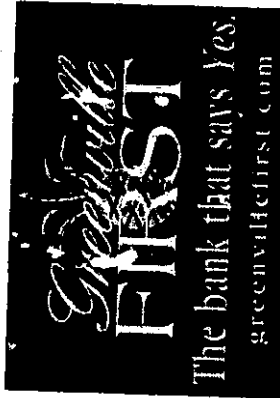
A useful analogy for about vision is to imagine a ship sailing on a journey toward new lands. If the ship is the organization, the captain is the leader. The crew depends on him to identify the destination, plot the course and keep his eye on the horizon, so that they will know how to steer the vessel and navigate the rough seas ahead.

A lot of people confuse vision with mission. An organization's mission is its purpose, its reason for existing. It tends to be static and can withstand the test of time,

See COACH'S CORNER, PG 42

Greenville BUSINESS

A Better Read on Local Business



Uncle Sam takes interest in ICAR

Federal agencies may help secure additional funds

BY RICHARD BREEN
business editor

The potential of federal funding for Clemson University's International Center for Automotive Research may

have gotten an unexpected boost.

A recent economic development forum in Greenville put together Clemson official Dr. Chris Przirembel and Department of Commerce official Dr. David Sampson. Sampson showed interest in Przirembel's explanation of ICAR.

"He said, 'We have grants available,'" Przirembel told *The Greenville Journal*

in an interview.

Follow-up conversations between Clemson and Washington have unveiled a general interest in ICAR that could put the project on a faster track to securing federal funds.

"Normally, you have to beat on their door," Przirembel said. "They have come to us."

See ICAR, PG 35

Menus cater to everyone from dieters to diabetics

BY RICHARD BREEN
business editor

Part of a continuing series on trends in the food and beverage industry and their impact on the Greenville community.

Locally owned businesses are not being left out of the trend toward health-conscious eating.

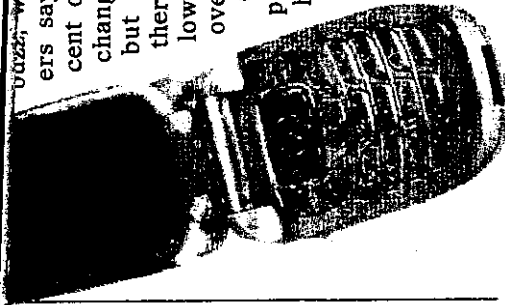
"We don't want to be the last ones to do anything," says George Stathakis,

head of the Stax's family of restaurants. "We're going to try to be the first."

Stathakis says menu changes are in the works for his Peppermill and Omega restaurants. Other businesses in the Greenville community are either opening or expanding due to consumer demand.

"We thought we'd never outgrow this location," says Laura Pennell, general manager of Garner's Natural Market and Café.

See GARNER'S, PG 41



ers saying 40 percent of users will change carriers, but honestly, there has been a low take-rate overall."

Cellular providers have been offering wireless number

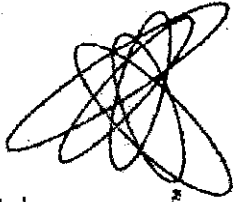
See WIRELESS, PG 37

ICAR

from page 31

Clemson is talking about ICAR to officials at Commerce, the Department of Transportation and the National Science Foundation, according to Przirembel.

"It's evolving as we speak," he says. The campus along Interstate 85 in Greenville is expected to include a Clemson graduate school for automotive engineering, as well as cor-



porate R&D facilities and a wind tunnel laboratory. BMW Manufacturing Corp., Michelin North America Inc., Microsoft Corp. and International Business Machines Corp. have already committed to a presence on the campus.

From what has been announced so far, much of what those international companies are planning to do at ICAR involves information technology and automotive systems. It comes during a time when Washington is under pressure to do something about the outsourcing of some IT jobs overseas.

"This is insourcing," a Commerce official

told Przirembel after hearing a description of the project.

"To some extent, we're reversing the trend of losing jobs with what we're doing at ICAR," Przirembel said.

Sampson, who heads the federal Economic Development Administration, attended a Feb. 20 event at the Palmetto Expo Center. A panel discussion touched on ICAR and its potential role in reshaping the region's economy away from manufacturing to one that is more technology-driven.

Przirembel mentioned that the proposed wind tunnel lab could be built to accommodate civil aviation in addition to motorsports. Sampson seized on the connection.

"The greatest innovation occurs at the intersection of different industries,"

Sampson said during the panel discussion.

As a result, Commerce may help fund the necessary modifications to make the wind tunnel aviation-capable, according to Przirembel.

So far, \$114 million has been secured for ICAR through state, university and private-sector sources.

"Right now, there's no federal money in it," Przirembel said. "That's going to change."

CLEMSON UNIVERSITY International Center for Automotive Research

aviation-capable, according to Przirembel. So far, \$114 million has been secured for ICAR through state, university and private-sector sources.

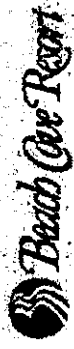
"Right now, there's no federal money in it," Przirembel said. "That's going to change."



Dr. Chris Przirembel says Clemson University is talking with federal officials about ways to get more funding for its automotive research campus in Greenville.

Julie Crawford Staff

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Greenville News

Estimated printed pages: 1

March 7, 2004

Section: Opinion

Page: 14A

Supporting tourism

Staff

The Greenville News= Final

Don't take No. 1 industry for granted.

EDITORIAL

An anonymous University of South Carolina alumnus has given \$2 million to establish a tourism technology program. Beyond its obvious benefit, it serves as a reminder that this state's largest industry remains tourism.

Gov. Mark Sanford and Secretary of Commerce Bob Faith are both strong proponents of industry clustering, an economic model that capitalizes on areas of strength by creating pockets of research and expertise. It lends support to existing businesses and is a good asset to attract other companies. The **International Center for Automotive Research** is the earliest and best example of clustering for the state's growing automotive industry.

But the same principle must apply to tourism, too. On its face tourism doesn't seem to lend itself to research and technology. But technology is driving the tourism business, as travelers depend on high-tech gadgets and computers to book accommodations, learn about destination points and amenities, and do business from remote locations. Security, with the omnipresent threat of terrorism, is increasingly dependent upon technology.

This gift helps an industry that annually creates billions of dollars in revenue in South Carolina -- an industry that shouldn't be taken for granted.

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Greenville News

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March 5, 2004

Section: Business

Page: 13, 17A

Brokers stake the spec market

Ben Szobody

Staff

The Greenville News= Final

Duo testing economy by putting up projects without tenants

By Ben Szobody

BUSINESS WRITER

bszobody@greenvillenews.com

In the persistent hunt for economic harbingers, two local real estate brokers say they have a good one: an office/warehouse development built solely on speculation.

Like hedge funds and tech stocks, the elevated risk of erecting a brick-and-glass shell without a single signed tenant now seems a bit more palatable. Peter Couchell is being observed.

"There's no doubt we have the pressure of finding the tenants," said the NAI Earle Furman broker, under the scrutiny of both a group of Spartanburg landowners and a curious market.

On a 20-acre pizza slice near a trio of suburban ponds in Spartanburg County, 36,000 square feet of "flex" space – convertible either for office or warehouse clients -- is taking shape where the red mud from State 101's widening outside Greer still stains the asphalt.

Developers and agents say there's no question the pursuit of class A space near deal-drivers BMW Manufacturing Corp. and the future **International Center for Automotive Research** is picking up. About two miles Southeast of the automaker, Couchell said the Lakeside Business Center can flout a dismal market for suburban office space and a meteoric one for flex properties.

He and business partner David Field have five serious prospects on tap, he said – BMW suppliers and automotive engineers among them. Their storefront-style strip will be ready for move-in April 30.

An annual real estate report from The Furman Co. recently found industrial properties improving slightly toward the end of 2003, with just more than 10 percent of total space vacant, while flex space in particular capped a three-year "wild ride" with 20.6 percent empty at year's end.

While that's more than double the vacancy of pure industrial property, it's a marked improvement from 26.6 percent vacancy a year earlier.

Until market-wide occupancy figures show sustained improvement, though, there's little but anecdotal evidence and opinion to suggest a significant increase in local business expansion. Optimistic brokers, at least, are now pointing to specific piles of dirt to support their sanguine outlook.

"I've gotten more calls in the last three months than I have in the last year," said Edwin Lathan Jr., who this week has filled the last slot in a similar speculative flex project he started two years ago near Garlington and Pelham roads and Interstate 85.

Couchell thinks he can fill the 10 planned units in Lakeside in just over a year.

Lathan and Howard "Champ" Covington are also developing a "spec" industrial building in the Matrix industrial park south of Greenville, and

Lathan said he's so confident in the project he's already grading for a new one next door.

Although purely spec space, the Matrix building is a different product entirely, and Couchell said even similar space in other parts of the county likely won't compete with him.

"We think our competition is Highway 14 and Highway 290" on the same side of Greer, he said. "From those markets, I don't think there's this type of product."

He points specifically to the three sides of brick, drive-in and dock access and exterior signage, as well as highway-shoulder location near BMW, Interstate 85 and the Greenville-Spartanburg International Airport. One similar space on State 290 caters to larger clients, he said.

The owners of the wedge-shaped tract – Spartanburg-based MMBG LLC headed by restaurateur William Diangikes – had been asking for months if the market was right, Couchell said, and made the final decision to break ground themselves.

Two exits south on I-85, Lathan's flex project of nearly identical size has catered to similar small tenants. He said demand for anything bigger is still nonexistent.

Bill Streyer, an industrial broker with Colliers Keenan Goldsmith, said a swirl of activity around industrial and flex spaces began late last year but still lacks the bigger projects of 200,000 square feet and more.

The Lakeside strip, although an elevated risk, is "probably a good investment," he said.

A year ago, Streyer was peddling three established industrial properties of around 30,000 square feet to a "basically dead" market. This week, he said, all are under contract, and not before other offers were fielded.

"Small business owners are seeing good things in the economy," Streyer said. "We haven't seen activity like that in a long time."

Itself a four-acre tract, Lakeside will offer space as small as 3,000 square feet and as big as the entire building, depending on the allotment of warehouse and office demands. To further pump the project, NAI Earle Furman has assigned four brokers – two to handle the development details and Couchell and Field to winnow prospects.

The advertised rent for warehouse portions is \$4.50 per square foot, while the official cost of office space will be \$9.50 per square foot. That's about market value, Lathan said, and compares to the \$7.39 average rental rate for flex space overall in 2003, according to the Furman Co.

Still, Couchell said the project is far from a definitive sign that suburban commercial real estate has come out of its hole.

"I think people are still afraid of the market," he said, adding that he doesn't expect many other developers to try similar "spec" projects any time soon. Lakeside's location and features, he said, are what is helping the group trump the market.

Lathan said, "location drives the product more than anything else," adding that he wasn't entirely familiar with the advantages of the State 101 site.

Graphic: Kim Summers/Staff

Now speculating

An office/warehouse project near BMW and Interstate 85 is taking shape without a signed tenant, a sign owners and brokers are banking on business expansion near major hubs.

Cutline: OWEN RILEY JR./Staff

Flex space: A pair of real estate brokers are going ahead with a new 36,000-square-foot commercial building on Highway 101 that can be used for either office or warehouse purposes.

Greenville News

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Page: 9, 13A

Suppliers praise BMW for innovation

Jenny Munro

Staff

The Greenville News= Final

Automaker honored by trade publication

By Jenny Munro

BUSINESS WRITER

jmunro@greenvillenews.com

BMW Manufacturing Corp. is right up there at the top – for the second year in a row – when it comes to encouraging innovation among its suppliers, according to an Automotive News study.

It is joined this year by Toyota Motor Corp. and Honda Motors.

"The winners show that they understand the value of innovation, not merely the cost," said Peter Brown, associate publisher of Automotive News. "It is not a coincidence that the high scorers tend to be the most profitable automakers. They benefit from the suppliers' creative ideas in both product and process."

Innovation works, said Bill Rushlie, a Spartanburg resident who has driven various BMWs for the past 15 years.

"It's a great car. I love driving it," he said. "It feels solid. Somebody has done lots of work to make all the little things that are irritating disappear.

"My wife drives a roadster, but I like the new 5," he said.

Bunny Richardson, plant spokeswoman, said innovation is a key for BMW, and company officials are really pleased they were selected by their suppliers for the award. "The suppliers and the manufacturers are inextricably linked," she said. "We consider our suppliers partners. They're involved from the beginning to the end."

In the case of some suppliers, such as Lear Corp., BMW attracted the facility to South Carolina.

"We were not located in South Carolina until BMW came," said Rusty Jones, human resources manager for the Lear facility in Duncan.

He said the plant, which opened in 1994, provides seats for the Z4 roadster and X5 sports activity vehicle. The Duncan facility works solely with BMW.

"Everything that goes out my door goes in theirs," he said.

In other cases, such as Michelin, the suppliers were in the Upstate first.

"BMW and Michelin have a long-standing developmental partnership that extends from Formula 1 race cars to luxury performance vehicles to the ICAR project here in the Upstate," said Lynn Mann, spokeswoman for Michelin North America. "Like Michelin, BMW is dedicated to excellence, innovation and continual improvement. They have a well-earned reputation for performance."

Among other local suppliers are Spartanburg Steel, Faurecia, Lemforder, Bosch Automotive, Drive Automotive and Dana Corp.

Suppliers are involved while the design of a vehicle is under way, Richardson said. "BMW is always improving its vehicles, the performance of its vehicles. Suppliers are part of that," she said.

In BMW's case, the award is based on the German company's only U.S. plant -- built in Greer about 11 years ago. The approximately 4,700 employees build Z4 roadsters and X5 sports activity vehicles for sale in both the United States and abroad.

The plant, which now has 136 North American suppliers, began in 1992 with 20, said Richardson. Forty of those companies have South Carolina facilities, and 31 of them came to the state to supply the BMW plant.

Also, it is a founding member of the **International Center for Automotive Research**, an effort to make the Greenville area the epicenter of automotive research in the country. Clemson University is building a graduate school of automotive engineering, and BMW is building an information technology research facility.

Several of the automaker's suppliers also are supporting the center. A BMW supplier and a major contributor to the center is Michelin, which recently announced \$3 million over five years to endow a professorship in electronics systems integration.

BMW and Toyota also ranked at the top in last year's study, along with Nissan Motor Corp.

This year, BMW, Honda and Toyota ranked in the top three spots in four of the five categories. BMW, Toyota and Nissan ranked in the first three spots in the fifth.

The study was conducted for the PACE Suppliers' Choice Award, presented by the trade publication to North American automakers. Five categories -- openness to new ideas, ease of working with original equipment manufacturers, mutual level of trust, implementation of new ideas and financial incentives/awards -- were reviewed by J.D. Power and Associates.

Suppliers selected from Automotive News' 2003 list of the top 150 automotive suppliers of original equipment parts to North American plants were asked to answer 15 questions, ranking automakers they supplied on a scale of 1 to 10 in each category. Past Pace Award winners and nominees also participated.

Toyota, BMW and Honda -- the three ranking highest in supplier innovation -- all gained sales and increased market share in the United States last year.

Photo

File photo

BMW bond: Inside Lear Manufacturing in Duncan, Preston Moore assembles seats for BMW Z4s. It was BMW that attracted the facility to South Carolina.

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Other views

Auto research park proves state is globally competitive

By **Darla Moore** and **Michael Porter**

To get an idea about what the future of South Carolina economic development should look like, one only has to look at the exciting events happening in Greenville with creation of the International Center for Automotive Research (ICAR).

In short order, Clemson University, Michelin North America, BMW, Microsoft and IBM have formed a partnership that, over time, could make Greenville a world-class hub for automotive research and development. But the benefits of high-paying jobs and better educational opportunities will extend to the entire Upstate and beyond as new South Carolina-grown companies spin off because of the synergies being developed.

Ben Haskew, president of the Greater Greenville Chamber of Commerce, said the Upstate's entry into the new economy "will have an immeasurable effect on the region."

Clemson President Jim Barker said ICAR will take education to a

new level, "having engineers from Michelin and BMW teaching" the students.

ICAR is expanding exponentially because the business, political and academic leadership in the region and state sat down together to figure out how to develop the budding automotive cluster that Michelin and BMW provided.

In short, they forgot about political and geographical boundaries, examined the potential of the existing automotive presence and, working with a research university, developed a plan to grow it.

This is a template for moving South Carolina into the knowledge-based economy, which the S.C. Competitiveness Initiative is designed to do.

There's no time to waste. Average wages here are only about 81 percent of the national average, and have been growing more slowly than for the United States and many of our neighboring states.

With falling trade barriers and rising foreign competition, job

sion.

But the business and political leadership of this state has decided that problems of the present do not have to be predictors of the future. The S.C. Competitiveness Initiative, a public-private collaboration in which we have the honor of participating, can transform the state's approach to economic development and begin the long trek towards raising prosperity.

The first phase of the initiative, a six-month effort that rigorously assessed the competitive position of South Carolina and several representative industry clusters (automotive, chemicals, textiles and tourism), produced the outline of a new strategic direction:

- Reposition South Carolina as a nationally recognized center for advanced processing in manufacturing and services.
- Nurture a business environment that enables companies to compete by creating high value instead of simply lowering costs.
- Build robust industry clusters or groupings and foster

GUEST COLUMN



Darla Moore is chairman of The Palmetto Institute and is a member of the executive committee of the S.C. Competitiveness Initiative. She lives in Lake City.



Michael Porter is a Harvard professor, a leading expert on competitive business and is an adviser to the initiative. He lives in Brookline, Mass., and has family roots in South Carolina.

creation has stalled. South Carolina has lost jobs three years in a row, the first time that has happened since the Great Depres-

home-grown companies.

- Move from government-driven economic development to one that is led by the private sector in collaboration with government.

South Carolina clearly is capable of competing in higher-value commerce, as the ICAR story demonstrates. Now the entire state must move aggressively to upgrade the quality of the overall business environment to enable more high-value companies to thrive.

This is the goal of the Competitiveness Initiative. Already the initiative is underway. Gov. Mark Sanford and Ed Sellers, chairman and CEO of Blue Cross/Blue Shield of South Carolina, will co-chair the new South Carolina Competitiveness Council, which will be the real workhorse of this effort.

This council will convene working groups to address eight key issues where change is needed. They range from improving work force training to finding ways to help economically distressed areas. These working

groups will consist of people from business, government, academia and representatives of organizations that have specific expertise.

South Carolina has the wherewithal to raise income levels: a good base of industries upon which to build; a strong technical college system; new leadership for the research universities; and valuable assets such as the Port of Charleston, the Savannah River Site and SPAWAR (Space and Naval Warfare Systems Center, Charleston).

Additionally, it has a thriving network of economic development organizations. With formation of the S.C. Council on Competitiveness, and increased collaboration among leaders of business, government and academia, the state has all of the pieces in place to increase prosperity for generations to come.

The creation of ICAR in the Upstate is proof positive that South Carolina has the right stuff to compete in the knowledge-based economy and improve the quality of life for generations to come.

Greenville News

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February 26, 2004

Section: Business

Page: 9, 12A

Upstate woos automakers

Ben Szobody

Staff

The Greenville News= Final

Governor, other top state leaders plan trips to Germany, Detroit

By Ben Szobody

BUSINESS WRITER

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A hefty cadre of state business leaders are heavily pursuing commitments from Detroit heavyweights as well as German motor companies to join Clemson University's emerging research park.

Newly revised plans for "hard-hitting" June meetings in Germany to "unleash" the **International Center for Automotive Research** will likely include Gov. Mark Sanford, state Department of Commerce officials, top BMW Manufacturing Corp. officials, Upstate economic developers and possibly U.S. Sen. Lindsey Graham, said Sam Konduros, president and CEO of the 10-county Upstate Alliance.

At the economic development group's annual investor meeting Wednesday, Konduros and Chris Przirembel, Clemson's vice president for research, also detailed a March trip to Detroit, where business leaders and recruiters will lobby for U.S.-based auto manufacturers to locate in the ICAR project.

"We certainly want participation of one or more of those companies," Przirembel told The Greenville News, alluding to the major U.S. automobile companies. He added, "We're down to GM and Ford."

Among the 111 total active business leads and prospects trumpeted at the alliance's general investor meeting, a good number are U.S.-based firms including suppliers and smaller manufacturers, Konduros told The News.

He added during a public talk that trade shows and mission trips are the alliance's "heavy hitters" for attracting business.

In a presentation to the alliance board, Przirembel zeroed in on the Southeast, now the most automotive-rich business region yet one without a major U.S. firm's headquarters.

With a now-official Greenville project blending automotive research with motorsports forays and a graduate school of automotive engineering, prospects at the upcoming Society of Automotive Engineers congress in Detroit will become more serious about participating, and new faces such as Clemson academic faculty can now participate in the wooing of new tenants, Konduros and Przirembel said.

ICAR was easily the dominant topic at the Upstate Alliance's parley, where a Who's Who of local and state leaders met to ingest multiple types of cheesecake, honor and induct some of their ranks and survey the nonprofit's past and coming years.

Harry Watanabe, president of Fuji Photo Film Inc. in Greenwood and an honorary Alliance board member, said it takes the group's aggressive singularity of focus to make up for lost time.

Using engineering as an example, he said traditional engineers have specialized in mechanical or electrical areas. Automotive engineers such as those to be trained in Clemson's new graduate school, however, must master a much broader range of skills that will take the wide-ranging input of sundry local firms.

"We are behind the latest," Watanabe said. "We are starting retroactively, especially in advanced (manufacturing) areas."

Konduros said the high-profile group traveling to Germany this summer will "divide and conquer" instead of sticking together, meeting face to face in small groups with European prospects to aggressively pitch what they say will be ICAR's global clout.

The presence of top political figures and local automotive executives on the trip is already boosting the anticipated results of committed ICAR participants, Konduros said.

Przirembel said those eventual European tenants as well as existing pledges BMW, IBM, Microsoft Corp. and Michelin North America will emphasize automotive electronics advancements, which breakthroughs will in turn require more educated workers that will have to come from the local population.

The announcement of the beefed-up Germany trip was part of the Alliance's ever-rosier forecast for this year's economic development. Konduros cited 27 new leads and prospects in less than two months to begin the year. Staff and board members showcased under-budget 2003 financials and better prospecting tools on its Web site, called a major "gateway" tool for global prospects.

January's Web site hits were the highest in the Alliance's three-year history.

Local business stalwarts Irv Welling of accounting firm Elliott Davis and Bill Workman of Economic Development LLC were both lampooned and honored with new emeritus board member positions.

Mug: Przirembel

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Greenville News

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February 25, 2004

Section: Business

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Auto mechanics are in short supply, but demand is high

Jenny Munro

Staff

The Greenville News= Final

Image is part of problem, but skills are anything but low-tech

By Jenny Munro

BUSINESS_WRITER

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A study finds only two of 100 teens want to be auto mechanics, and the profession still suffers from an image of grimy hands and grease-smearred uniforms, according to experts.

That helps explain the Bureau of Labor Statistics' forecast that car and truck dealers face an annual shortage of about 35,000 auto technicians through 2010.

"It's serious, and it's going to get more serious," said Pat Watson, executive vice president of the South Carolina Automobile Dealers Association. "We sell anywhere from 110,000 to 130,000 new cars and trucks in South Carolina every year. When a new car is sold, it's a new opportunity for a job."

Automotive Retailing Today, in a January 2002 study, said only 2 percent of teens aspired to an automotive career. Tom Wingo, service manager for Benson Chrysler-Dodge-Jeep in Greer, said part of the problem is that young people "don't want to get their hands dirty."

Despite the stereotype, the reality is that auto mechanics often have highly technical, well-paying jobs in comfortable surroundings, said Wayne Goodman, dean of industrial technology at Greenville Technical College.

The national average salary for an auto technician in 2002 was \$41,588, according to the National Automobile Dealers Association.

"Good technicians can make \$70,000 with a little experience," Goodman said.

The highest-paid technicians can make \$120,000, according to Automotive Retailing Today, a trade publication.

Keith Marsh, a certified ASE technician with Benson, attended Greenville Technical College's auto technology school and was part of an apprentice program before joining the dealership. He said he doesn't consider his work especially dirty but admitted that when an older-model car comes in leaking oil, "you can get nasty."

But Marsh added that, generally, "working with a car is just like working with a computer" because of the electronics and computers that are component parts. The job also requires detective skills, he said, because "you have to keep digging at it until you figure it out."

He said his dealership sends all technicians to courses five or six times a year.

It also encourages them to become certified. Wingo said he adds 50 cents an hour to a tech's salary for each component of the ASE testing completed.

The need for auto techs in the Upstate is expected to increase dramatically as Clemson University's International Center for Automotive

Research opens in 2005 and starts cranking up research projects, said Goodman.

Every engineer/researcher at the center will generate work for four to five technicians, he said.

"I think that projection (of a 35,000 shortage) is way low," he said. "The figure I've heard is 100,000 across the country."

Dean Jones, Greenville County's work force development director, agreed.

"Based on the data I've seen, the auto suppliers are feeling the pain of that shortage," he said.

To help laid-off workers gain the necessary training, the Workforce Investment Act programs Jones administers help with courses to upgrade their skills and education so they can handle the technician courses, he said.

Wingo said "it takes about four years to train a technician, with all the electronics and everything. Dealers seem to have stopped training programs." He added that Benson adds a trainee to its roster of mechanics about every other year.

Greenville Tech is addressing the shortage of mechanics, as are various high-school programs.

A year ago, Greenville Tech moved its technician programs from 35,000 square feet on the main campus to 94,000 square feet at the Regional Automotive Technology Center on Pleasantburg Drive. It presently has approximately 500 students enrolled in various programs, up from about 300 before the move.

"The whole purpose of the move was to give us room to grow," Goodman said, adding he wouldn't be surprised if the program outgrows its new facility with the opening of ICAR.

Watson said dealerships are involved with the Auto Youth Education System, an effort to introduce young people in high school to the industry. A program at Pendleton High in Anderson County is kicking off this week.

"We're trying to show young people and their parents that auto technicians can make money. It's also a stable job," he said. "It's no longer grease and grime. It's not wrench and a screwdriver. It's a computer."

In addition to the Auto Youth Education System, car dealers are partnering with manufacturers, the U.S. Labor Department and the military to persuade veterans to consider careers as auto technicians. The program links dealers with former soldiers and military aid offices. Job openings, training offers and information on military education benefits will be posted at the offices.

Goodman pointed out that auto technicians can choose the type of job market they desire -- new cars, independent garages and an ever-expanding motorsports sector.

"We think motorsports is the magnet that may attract people. It's the glamour field," he said.

Outline: KEN OSBURN / Staff

In demand: Keith Marsh is a mechanic at Benson Dodge in Greer. Auto mechanics today requires extensive knowledge and training in computer technology.

Outline: KEN OSBURN / Staff

Learning the trade: From left, Ryan Ballard, 20, from Grey Court, Khoi Cap, 19, from Greenville, and Dartayvius Sanders, 19, from Greenville, are students at Greenville Tech's Regional Automotive Technology Center.

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Greenville News

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February 25, 2004

Section: Business

Page: 11, 15A

Michelin meets financial, jobs reduction goals

Jenny Munro

Staff

The Greenville News= Final

Plan called for \$200 million cost-cutting, 2,000 drop in jobs
+ Michelin Group reports earnings drop in 2003. Story, page 15A.

By Jenny Munro

BUSINESS_WRITER

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Three years after Michelin North America announced plans to cut \$200 million in operating costs and 2,000 positions, the Greenville-based company said Tuesday it had met its financial goal and had eliminated about 3,000 jobs.

The additional cuts -- those beyond the initial 2,000 announced -- came from events that occurred outside the formal restructuring plan, said Lynn Mann, Michelin North America spokeswoman.

With the completion of the cost reduction plan on Dec. 31, the company said it remains committed to increasing productivity.

"The continuing challenges of the economic environment and tire industry as a whole require us to be as efficient as possible," said Jim Micali, Michelin North America's chairman and president. "In 2001, we set very rigorous goals for our cost reduction plan."

No layoffs -- in which employees can be recalled -- were used in the cost reduction plan, Mann said. Most of the reductions were from normal attrition or voluntary separations, she said.

The company made use of a "very limited number" of "job suppressions," she said, adding that those positions were eliminated and will not come back. Workers in the affected positions were given ample notice, a severance package and job placement support, she said.

The tiremaker, a subsidiary of French tire giant Michelin Group, now employs 23,920 workers, down from 27,000 in September 2001. Of those, about 8,000 work in South Carolina, she said. The company doesn't break down the employees by regions smaller than the state, but "the majority of our facilities are in the Upstate," Mann said.

In 2001, officials said that 700 of the planned job reductions would come in the Upstate. They have not said where the jobs were eliminated.

Michelin Group eliminated 7,500 positions in Europe through a similar earlier restructuring.

Daniel Zielinski, director of the Rubber Manufacturers Association, said manufacturing companies in general are attempting to increase productivity and decrease costs.

"Manufacturing as a whole has become more automated," he said. "It's a never-ending balancing act" to get as many or more tires per hour.

During the restructuring, "we had some additional reductions that were separate from the cost reduction plan," Mann said.

The company outsourced much of its information technology to IBM and its distribution to TNT Logistics, she said. Michelin North America

also sold facilities in Winnsboro and Scottsville, Va.

Micali said that with the help of employees, the company met its goals and has continued "to improve our products and services with lower operating costs."

Mann said, "We have always said we would look to invest and grow in areas that showed growth potential. We continue to innovate, to grow."

Some of that growth has been in the Upstate, she said. When Michelin began production of its X-One tire – a single tire replacing dual tires for commercial trucks – it added a production line at its Spartanburg plant, she said.

In addition, Michelin invested about \$5 million in 2002 to expand its Donaldson plant's C3M production, creating about 60 new jobs there. The expansion is the result of consolidation of C3M production at its Reno, Nev., plant.

Michelin North America announced last week plans to donate \$3 million to endow a professorship at the **International Center for Automotive Research**.

Mug: Micali

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Greenville News

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Section: Upstate Business

Page: 1, 13X

STREET TALK

Staff

The Greenville News= Final

Bob Geolas hasn't officially started work as director of Clemson University's International Center for Automotive Research, but he's already rolling up his sleeves.

On hand last week for Michelin North America's announcement of its participation in the Greenville project, Geolas said he had planned to take the entire month of March off before going on Clemson's payroll.

But after learning what Clemson officials believe needs doing immediately, Geolas said he'd start work in mid-March.

The Geolas family already has bought a house in the North Main Street area.

"We love the house," he said.

Geolas is leaving his work as manager of North Carolina State University's Centennial Campus research park, a job he has had since 2000.

*n n

Workers never seem to run out of creative reasons when they need a day or two off.

Accountemps, the global staffing firm with a Greenville office, asked human resources, finance and marketing executives with the 1,000 largest U.S. companies the best excuses they have heard for skipping work.

It may be hard to beat this one: "I just got a new tattoo and need a few days to recover."

But these aren't bad, either.

- "I need time to find myself."

- "My cat has hairballs."

- "I'm going to jail."

- "I need a leave of absence to try another job. But if it doesn't work out, I'd like to come back."

+ + +

Occupancy rates for apartments in the Upstate are the worst of a dozen Southeastern markets surveyed by Real Data, which tracks the numbers in the Carolinas, Virginia and Florida.

Bonnie McCormick, an analyst with the Charlotte-based company, said that apartment occupancies should improve this year, in part because "development activity has slowed significantly over the last six months."

Several new Upstate projects were completed in the last half of 2003, which made the vacancy rate balloon, McCormick said.

High vacancy rates often mean good deals for consumers. The Upstate's average rent of \$568 is the lowest of the dozen markets.

+ + +

As the economy continues to improve, it means changes in the workplace, said Gail DePriest, general manager of Lee Hecht Harrison's Greenville office.

Among the trends DePriest sees evolving are back-to-basics benefits packages, a renewed commitment to career development and termination for performance issues.

DePriest said that one result of a recovering economy is that the balance of power in the job market shifts toward employees, which means that benefits will again be crucial in companies' recruitment and retention efforts.

She also said that most dismissals in the past decade have been part of mass layoffs.

Lee Hecht Harrison is an international firm specializing in career management services.

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Worker education called key to more jobs

Ed O'Donoghue

Staff

The Greenville News= Final

Assistant commerce secretary says skilled workers can be competitive

By Ed O'Donoghue

BUSINESS_WRITER

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Although a half-continent away from Federal Reserve Chairman Alan Greenspan Friday, assistant U.S. Secretary of Commerce David Sampson delivered much the same message in Greenville: The greatest threat to the economy is not loss of jobs overseas but the lack of an adequately educated work force.

Sampson, who oversees the agency's domestic economic development programs, said too many children in the United States "at a very early age opt out of the higher level math and science classes" that are necessary to find employment in the developing knowledge-based economy.

"They have effectively had a door closed on them for the rest of their career," he said. "We've got to keep those doors open."

Sampson was a panelist at a forum at the Woodside Conference Center, the ninth of 20 that the federal Economic Development Administration is conducting across the nation.

Much of the discussion before an audience of 65 focused on the potential that Clemson University's **International Center for Automotive Research** has to help reshape the local economy and employment picture, and impact national and international industry.

Sampson dismissed fears of the long-term damage that loss of service jobs overseas will have on the domestic economy, saying that international trade "is the easiest thing to demagogue against."

While Sampson was in Greenville, Greenspan in an address in Omaha, said it is a lack of adequate educational training rather than "outsourcing" that poses the greatest threat to future American prosperity.

Sampson stressed that the nation cannot become indifferent to those who lose their jobs, but should "make sure they have access to enhanced job training dollars and programs, to make certain they get the certifications and skills to take advantage of the job opportunities that are being created."

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Opinion

The Greenville News

The Opinion and Other Views pages offer a marketplace of opinion for readers. The publisher, editorial page editor and associate editors are responsible for the newspaper's opinion. The executive editor and managing editors are responsible for all news content. Readers are encouraged to share their opinion through letters to the editor.

EDITORIALS

Another vital piece

Michelin's \$3 million commitment to ICAR adds greater promise to a growing Upstate asset.

Michelin North America's \$3 million endowment to Clemson University's graduate school of engineering widens the scope of the expertise that will reside at the International Center of Automotive Research campus. It also guarantees the Carroll A. Campbell Jr. Graduate Engineering Center will be globally competitive when it selects a scholar to lead research into electronic systems integration.

The story of ICAR's extraordinary promise has been told many times, but is worth repeating if only to re-enforce its critical mission. This partnership between Clemson, Michelin, BMW, Microsoft, IBM and other corporations will make the Upstate a world-class center of automotive research.

The economic model known as clustering calls for pooling the teaching and instructional mission at Clemson with the economic interests of the companies investing resources and expertise. This collection of intellectual talent will test new ideas at the ICAR campus, the best of which could develop into new processes, services and products that can be perfected and manufactured here in South Carolina. It marks a radical departure in job creation and economic development in a state that has traditionally depended upon branch manufacturing.

Michelin, one of Greenville's oldest multinational corporate partners, represents one of the foundations that has made ICAR possible. Its gift substantially increases ICAR's potential. Consumers and automakers want a "smarter" tire, meaning Michelin's future lies in its ability to develop new technologies that will help cars and all of their components "communicate" with drivers.

Securing Michelin's long-term competitiveness, of course, secures its presence in this community, a primary objective of clustering. And there is no limit to other applications or products that might emerge from research aimed at creating the next generation of tire.

South Carolina has been battered on the job front over the past three years. Textiles, and manufacturing in general, have lost tens of thousands of jobs that are likely gone forever. ICAR won't replace those jobs immediately. But it, and efforts like ICAR, stand the best chance of shoring up South Carolina's economic strengths and producing the sort of jobs that cannot easily move overseas.



LETTERS

Bush's already shaky credibility on the line

Is President Bush's credibility an issue? Despite real-time evidence provided by U.N. weapons inspectors that Iraq had no WMD, Bush cast U.N. inspectors as incompetent and relied instead on dated intelligence from questionable sources.

He said that war would be used only as a last resort, but labeled the United Nations as "irrelevant" for proposing more inspections and deferred military action. He charged that Iraq's WMD pose an imminent threat to our "peace-loving nation."

He then abandoned a relatively successful 10-year policy of military containment of Iraq and replaced it with the Bush Doctrine of pre-emptive war against countries having WMD.

After a war that cost thousands of lives and billions of dollars, the world learned that Iraq has no WMD and that it was not the U.N. weapons inspectors who were incompetent.

To justify his decision for war after the fact, our president simply expanded his doctrine of pre-emptive war to include countries that have the capability or desire to develop WMD.

Now, facing a real threat, President Bush has called upon the world community to get tough on those (Pakistani nuclear scientists) who violate international laws prohibiting nuclear proliferation. Sadly, this call for international cooperation against nuclear proliferation comes from a man who, among his first acts as president, scrapped the ABM treaty and has since authorized our military to develop "conventional weapons" armed with nuclear explosives to serve as bunker busters for use in "conventional wars."

Bush's credibility is the issue.

Victor T. Volsky
Simpsonville

Gay marriages mainly about monetary gain

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■ **Fax:** 864-298-4805

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crowd doesn't care how much it has to confuse or screw up our kids to get their hands on that money.

Alex Saitta
Pickers

Public policy can help individuals be healthy

The recent editorial on obesity illustrates the controversies that continue to surround the fundamental question of whether the individual or the broader society should be held responsible for personal health behavior. A more useful question is how can we achieve a better balance between individual and social responsibility for health. Then simplistic either/or positions are replaced by a greater appreciation of the contributions of both personal behavior change and broader environmental change to improve health.

No one would question that we, as individuals, are responsible for our health. We are the only ones who can change our behavior. Yet, we don't live in a vacuum. Whether we like it or

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Greenville News

Estimated printed pages: 4

February 20, 2004

Section: Front

Page: 1, 5A

Michelin signs on for role at auto park

Jenny Munro

Staff

The Greenville News= Final

Tiremaker endows professorship

By Jenny Munro

BUSINESS WRITER

jmunro@greenvillenews.com

Michelin North America said Thursday it has joined a partnership with BMW, Microsoft and IBM in Clemson University's graduate school of automotive engineering.

The tiremaker said it will also contribute \$3 million to endow a professorship in electronics systems integration at Clemson's Greenville campus.

The company said it is especially interested in electronics because "Michelin is more than a tire company. We are a company committed to improved mobility," said Michael Fanning, the company's vice president of public relations.

Jim Micali, chairman and president of Michelin North America, announced the financial contribution and the company's involvement in Clemson's **International Center for Automotive Research** at the company's Greenville headquarters.

Scores of Michelin employees lined the three open walkways above the atrium where the announcement was made, and business and government leaders said Michelin's and BMW's involvement will serve as a magnet bringing other corporate partners to the project.

Greenville businessman Ruben Montalvo said the announcement was "awesome" and would help create jobs in the area.

"I think it is a very positive thing. I think we are very fortunate," he said. "It's not so much the opportunity for high-tech jobs. It's the other jobs that will spin off."

Gov. Mark Sanford, on hand for the announcement, said the research center and Michelin's involvement are "important to the economic prospects of everyone in South Carolina. We are in a world of hurt when it comes to the economy and jobs."

Michelin knew it had a role to play in the ICAR project from the beginning, Micali said. The tiremaker began conducting research in the Upstate in 1975, has had research partnerships with Clemson through the years and looks to the university for engineering graduates to fill jobs.

Terry Gettys, president and chief operating officer of Michelin Americas Research and Development Corp., said the company is interested in electronics because it believes "tires in the future will need to interact with other electronic systems," including those that let the tires warn the driver of low air pressure.

Michelin conducts ongoing electronics research and currently has a direct tire pressure monitoring system for passenger cars and light trucks.

The company said it is pursuing state and other matching funds to increase the endowment, and its employees will be faculty members at

the graduate school, Micali said.

Gettys said Michelin engineers are helping prepare the school's curriculum.

The automotive research center is expected to create high-paying, knowledge-based jobs, said Clemson President Jim Barker, and will drive the state's economy in the future.

Bob Faith, the state's commerce secretary, said companies like Michelin and BMW Manufacturing Corp. have "created the bones of the automotive cluster we are filling in" with the research center, he said.

Ben Haskew, president of the Greater Greenville Chamber of Commerce, said, "It's the icing on the cake of the new economy. It will have an immeasurable effect on the region," acting as a magnet for other companies.

Merle Code, an attorney and former Chamber chairman, said, the park "should be a tremendous boon to our area, the region and the future of economic development here."

By bringing in research and others working at the park, the community adds great intellectual capacity, he said.

"You're adding a different folk to your community mix," he said.

Robert Geolas, newly named director of the **International Center for Automotive Research**, said the center is on the cutting edge.

"All across the country, the world even, you're seeing research universities develop these parks," he said. "Most are business parks, but not this one."

It has the ingredients to be unique -- a public-private partnership that pulls in community support. He warned, however, that a vital research park doesn't grow overnight.

"We're doing something new and different and taking it to the next level," Geolas said.

To avoid becoming overly dependent on the automotive sector, diversity is a necessity, he said. That includes diversity in company size, diversity in research and diversity in where the research migrates. Much of the research could be used by other industrial sectors than automotive, and Geolas said he hopes that happens.

Barker said the center will be a boon for Clemson students.

"It's giving our students an opportunity they wouldn't have. It's a different kind of education, having engineers from Michelin and BMW teaching you," he said.

Chris Przirembel, Clemson's vice president for research, said, "This project has moved the university to another whole plateau. The project continues to gain substantial momentum at national and international levels. An increasing number of companies and organizations are expressing serious interest in locating in or near the auto research campus."

Investment in the 400-acre research campus has reached nearly \$100 million.

Cutline

OWEN RILEY JR. / Staff

In Greenville: Gov. Mark Sanford joins Michelin NA Chairman and President Jim Micali and Clemson President James Barker in announcing Michelin is joining the auto park partnership.

Jim Micali / MUG

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Rockingham next stop for NASCAR



Greenville musician follows his own road



Winter Jam rocks with gospel message

Audio Adrenaline

Weather

Partly sunny and warm; breezy this afternoon. High: 69° Details, 8B

The Greenville News

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Michelin signs on for role at auto park

Tiremaker endows professorship

By Jenny Munro
BUSINESS WRITER
jmunro@greenvillenews.com

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See MICHELIN on page 5A

Americans urged to leave Haiti

U.S. sending military team to assess security

By Michael Norton
THE ASSOCIATED PRESS

PORT-AU-PRINCE, Haiti — President Jean-Bertrand Aristide declared Thursday he is ready to die to defend his country against a bloody rebellion, indicating he plans to cling

to power. The U.S. government, citing continued violence, urged Americans to leave Haiti.

Aristide's defiance and Washington's warning came as the United States and other countries were preparing a political plan to

resolve the crisis. Secretary of State Colin Powell said the plan could be presented to Haitian government and opposition leaders as early as today.

The Pentagon said it was sending a small military team to assess the security

of the U.S. Embassy and its staff in the Caribbean country.

The last major government bastion in northern Haiti was Cap-Haitien, where armed supporters of Aristide patrolled the city Thursday, vowing to fight any rebel attempt to seize control.

"I am ready to give my life if that is what it takes to

defend my country," Aristide told stony-faced police officers honoring slain comrades at a ceremony in Port-au-Prince, the capital in the south.

"If wars are expensive, peace can be even more expensive," warned Aristide, who has survived three assassination attempts and a coup.

Amid the chaos, the United

States will leave Haiti 20,000 American soldiers, are the U.S. Embassy.

Peace Corps were being other U.S. leave while transportable, the States said.

'You name it, we lost it'

Explosion, fire claim 32 years of memories from couple



PATRICK COLLARD / Staff

Nothing salvageable: Van and Paula Gomez are unsure if they will rebuild their house.



KEN OSBURN / Staff

In the Belle Meade subdivision: The natural gas explosion after a car hit a gas meter at Van and Paula Gomez's York Circle home was a "freak occurrence," said Steve Conner, Piedmont Natural Gas spokesman. For more photos from the explosion scene, go to GreenvilleOnline.com.

Shock felt a mile away Explosion damages row of homes in Belle Meade

By John Boyanoski
STAFF WRITER
jboyan@greenvillenews.com

If Paula Gomez hadn't changed shifts about two weeks ago, she probably would have been sleeping at her York Circle home

The gas explosion at 20 York Circle devastated the house, flung debris for several hundred feet and damaged other homes.

1. Front windows smashed. Back door blown open. Yard burned.
2. Windows smashed. Bricks join from side wall.
3. Debris in yard. Windows smashed.
4. A few front windows smashed.
5. Most front windows smashed.
6. Crawlspace vents damaged.



Spring company moves Pickens

Firm to hire 300 at plant near Liberty

By Rudolph B. And Anna Sim
STAFF WRITER

A New York manufacturer of said Thursday said Thursday plant in Pickens hire 300 per county officials first of many new industries in Liberty.

The Reliant Sprinkler Co. relocate all cutting and partment and partition from County, New Pickens Cour Park along U.

The new plant employ 350, will likely to relocate York, said Fr Reliable's president.

The company south is well Pickens Cour economy has in recent years in the textile; the collapse of investors Inc.

"I know people not pay their lost their cars been able to a vide for their cause they k Luther Johnson ty business; school principal. Reliable sa construct square-foot b

See 10B

INSIDE

GreenvilleOnline.com
For previous coverage on the research park, go to greenvilleonline.com.

INSIDE

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MICHELIN

FROM PAGE 1A

the other jobs that will spin off."

Gov. Mark Sanford, on hand for the announcement, said the research center and Michelin's involvement are "important to the economic prospects of everyone in South Carolina. We are in a world of hurt when it comes to the economy and jobs."

Michelin knew it had a role to play in the ICAR project from the beginning, Micali said. The tire-maker began conducting research in the Upstate in 1975, has had research partnerships with Clemson through the years and looks to the university for engineering graduates to fill jobs.

Terry Gettys, president and chief operating officer of Michelin Americas Research and Development Corp., said the company is interested in electronics because it believes "tires in the future will need to interact with other electronic systems," including those that let the tires warn the driver of low air pressure.

Michelin conducts ongoing electronics research and currently has a direct tire pressure monitoring system for passenger cars and light trucks.

The company said it is pursuing state and other matching funds to increase the endowment, and its employees will be faculty members at the graduate school, Micali said.

Gettys said Michelin engineers are helping prepare the school's curriculum.

The automotive research center is expected to create high-paying, knowledge-based jobs, said Clemson President Jim

Barker, and will drive the state's economy in the future.

Bob Faith, the state's commerce secretary, said companies like Michelin and BMW Manufacturing Corp. have "created the bones of the automotive cluster we are filling in" with the research center, he said.

Ben Haskew, president of the Greater Greenville Chamber of Commerce, said, "It's the icing on the cake of the new economy. It will have an immeasurable effect on the region," acting as a magnet for other companies.

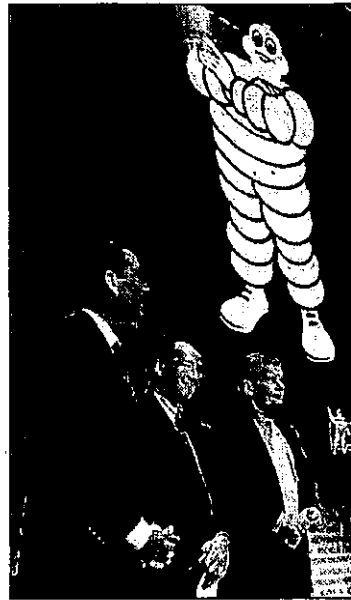
Merle Code, an attorney and former Chamber chairman, said, the park "should be a tremendous boon to our area, the region and the future of economic development here."

By bringing in research and others working at the park, the community adds great intellectual capacity, he said.

"You're adding a different folk to your community mix," he said.

Robert Geolas, newly named director of the International Center for Automotive Research, said the center is on the cutting edge.

"All across the country, the world even, you're seeing research universities develop these parks," he said. "Most are busi-



OWEN RILEY JR. / Staff

In Greenville: Gov. Mark Sanford joins Michelin NA Chairman and President Jim Micali and Clemson President James Barker in announcing Michelin is joining the auto park partnership.

ness parks, but not this one."

It has the ingredients to be unique — a public-private partnership that pulls in community support. He warned, however, that a vital research park doesn't

grow overnight.

"We're doing something new and different and taking it to the next level," Geolas said.

To avoid becoming overly dependent on the automotive sector, diversity is a necessity, he said. That includes diversity in company size, diversity in research and diversity in where the research migrates. Much of the research could be used by other industrial sectors than automotive, and Geolas said he hopes that happens.

Barker said the center will be a boon for Clemson students.

"It's giving our students an opportunity they wouldn't have. It's a different kind of education, having engineers from Michelin and BMW teaching you," he said.

Chris Przirembel, Clemson's vice president for research, said, "This project has moved the university to another whole plateau. The project continues to gain substantial momentum at national and international levels. An increasing number of companies and organizations are expressing serious interest in locating in or near the auto research campus."

Investment in the 400-acre research campus has reached nearly \$100 million.

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Greenville News

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February 18, 2004

Section: Upstate

Page: 1B

Clemson forum features student-designed cars

Anna Simon

Staff

The Greenville News= Upstate

By Anna Simon
CLEMSON_BUREAU

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CLEMSON – Small scale off-road and formula-style race cars designed and built by students in the Carolinas were displayed at Clemson University on Tuesday night.

About 80 engineering students from four universities in the Carolinas set up their low-to-the-ground, one-seat cars in the Fluor Daniel Engineering Innovation Building for the kickoff of a regional meeting of the Society of Automotive Engineers.

Students from Clemson, the University of South Carolina, University of North Carolina-Charlotte and North Carolina State A&T University, as well as professional automotive engineers, attended.

The cars designed, built and raced by student teams in past regional and national competitions, were the star attraction at the meeting that gives student members an opportunity to broaden their networks and apply classroom learning to real-life situations, said Andy Miller, a Marietta, Ga., senior who is president of Clemson's chapter.

"Through SAE design competitions, your mental and personal skills are challenged to advance your abilities both in and out of the classroom," Miller said. "This provides the qualities that job seekers are looking for in students upon graduation."

Undergraduate engineering students at the meeting Tuesday could be among those selected to study at Clemson's Carroll A. Campbell Jr. Graduate Engineering Center that is scheduled to open in 2005 in Greenville, said John Wagner, an assistant professor in the department of mechanical engineering.

The center will be the academic cornerstone of the Clemson University **International Center for Automotive Research**, which could make South Carolina a national automotive and motorsports industry hub.

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The Greenville News

BUSINESS

UPSTATE PEOPLE ■ PERSONAL FINANCE ■ WORKPLACE

STREET TALK



There's no doubt that **Dollar General Corp.**'s plans to employ 600 people at a \$50 million distribution center in Union is a shot of medicine for the Upstate's most economically ailing county.

If the company dropped its facility on Union County today and put 600 to work immediately, it would cut the county's unemployment rate of 11.2 percent almost in half.

Of course it's not all going to happen immediately.

Dollar General plans to open its facility in 2005, and when the distribution center is up and running it will employ 50 salaried workers earning \$50,000 a year, with the rest of the employees earning \$8 to 11 an hour. That's about what textile mill workers earn, according to the **Bureau of Labor Statistics**.

Union County's economic problems multiplied in 2003, with three plants closing and layoffs at two others.

For Union County, last week's announcement was the biggest in 48 years, when Conso opened its textiles plant and hired 700 workers.



Grocery industry insider **Chuck Gilmer** says what is "really the big question" for **Hi-Lo** and **Bruno's** is whether the companies will be sold as a package, as separate entities or piecemeal.

Royal Ahold NV, the Dutch foods giant, announced plans last week to divest the chains to shore up its financial position.

Timothy Carroll, the **William Blair & Co.** investment banker given the job

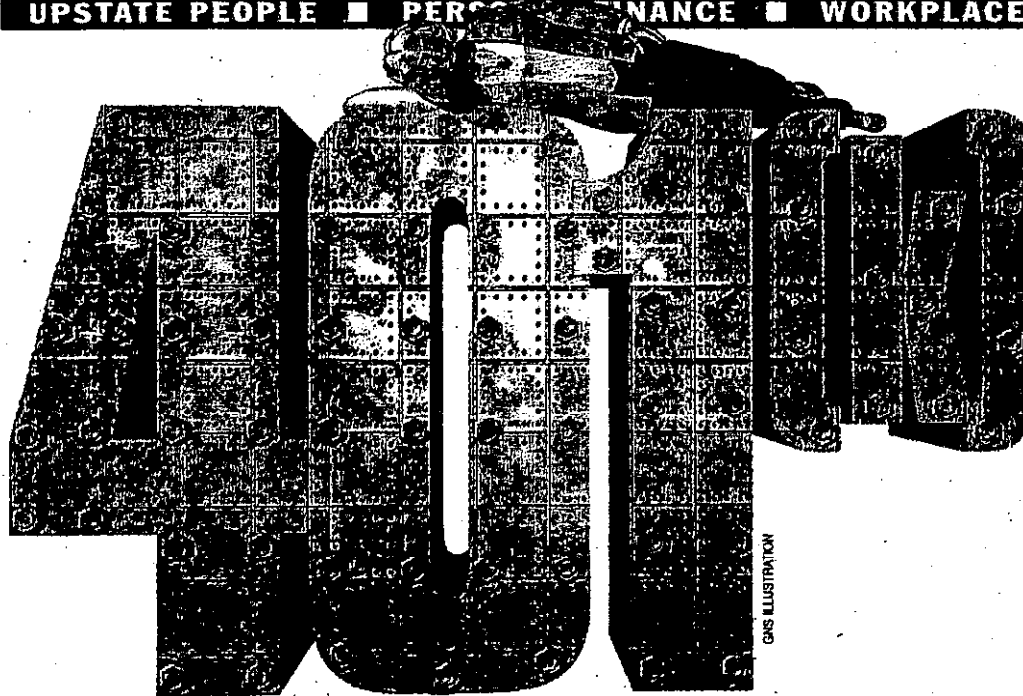
See TALK on page 9

STRATEGIES

Federal budget travesty for small business? **Page 8**

TOP 25

Small amount lenders **Page 9**



Maxed out?

Experts say workers need to commit more to 401(k) plans

By **Woody White**
BUSINESS EDITOR
wwhite@greenvillanews.com

If you think you're saving enough for retirement in your 401(k) plan, you're not alone and probably wrong.

Seventy-two percent of employees working at large companies believe they will be able to maintain their standard of living when they retire,

according to a new survey by benefits consultant **Hewitt Associates**.

It's an assumption that is more wistful than probable, the American Association of Retired People concludes in a new report, "The State of 50+ America." Americans aged 50 to 64 improved on every economic measure the past decade, the AARP says. But those over 65 saw steep declines in their share of income from sources other than Social Security.

For those aged 50 to 64, median family income was \$49,361 in 2002, the AARP says. But for the 65-and-older crowd, median family income in 2002 was \$22,812.

"Using any number of yardsticks, life has improved for many in recent years. But serious weaknesses remain, and must be addressed," says **Jennie Chin Hansen**, an AARP board

See 401(k) planning on page 6

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	Value (\$millions)	No.		Value (\$millions)	No.
N.C./N.C., S.C.	2,665	34,023	>\$50	774	27,789
N.C./N.C., S.C.	2,144	16,285	>\$50	369	11,454
N.C./N.C.	1,311	14,156	\$10-\$50	306	10,941
Calif./N.C., S.C.	477,349	4852	>\$50	118	3,664
Del./N.C.	117	15,162	\$10-\$50	112	15,144
N.C./N.C.	516	5,172	\$10-\$50	109	3,912
N.C./N.C., S.C.	682	5,291	>\$50	103	3,778
Ga./S.C.	423	4,274	\$10-\$50	102	3,277
N.Y./N.C.	99	28,208	>\$50	99	28,207
Utah/N.C.	93	23,352	\$1-\$10	91	23,347
S.C./S.C.	236	3,884	\$1-\$10	81	3,328
Utah/N.C.	69	11,642	\$10-\$50	69	11,641
S.C./S.C.	291	2,496	\$1-\$10	58	1,764
S.C./S.C.	144	2,772	<\$1	56	2,447
S.C./S.C.	173	1,996	\$1-\$10	50	1,565
S.C./S.C.	122	2,039	<\$1	47	1,773
Ala./N.C., S.C.	222	1,662	\$10-\$50	44	1,110
N.C./N.C.	167	1,834	<\$1	41	1,384
S.D./S.C.	105	1,851	<\$1	36	1,589
N.C./N.C.	119	1,574	<\$1	36	1,264
N.C./N.C.	112	1,538	<\$1	34	1,248
N.C./N.C.	136	1,232	\$1-\$10	32	913
S.D./S.C.	147	1,240	<\$1	31	908
Ala./S.C.	126	1,140	\$10-\$50	30	822
N.C./N.C.	79	1,371	\$1-\$10	29	1,185

Ranked by Community Reinvestment Act reports from 2001, which provide more location-specific data on banks' lending than more recent call reports.

Compiled by Ben Szobody

of brokering the sale, says it's too early to tell how potential deals might emerge.

Gilmer, editor of **The Shelby Report**, a publication that tracks the industry, says that "obviously, Ahold would prefer a single deal for everything, and that would be great, but, of course, that's at the top of the scale."

"Then you come down to selling the companies separately, or even cherrypicking store by store by different entities where it makes sense. It's almost like a parlor game, seeing who fits and how they fit."

■ ■ ■

Michelin North America is ready to go on record with its plans for the **International Center for Automotive Research**, says **Lynn Mann**, the tire maker's public relations director.

Mann wouldn't spill the beans, but said the company will announce its plans Thursday at its headquarters in Greenville.

Jim Micali, chairman and president of Michelin North America, and **Terry Gettys**, president of **Michelin Americas Research and Development Corp.** in **Donaldson Center**, will together present the company's contribution to ICAR. **Clemson University** is building a graduate school of automotive engineering, and **BMW** is building a \$15 million **Information Technology Research Center** there.

Other companies planning a presence at ICAR include **Microsoft**, and **IBM** among others.

Mann said the presentation this week will include the showcasing of some of Michelin's technology developed in the Upstate, like the **X-One** tire, a single tire replacement for dual tires on commercial trucks that was developed in Greenville and is produced in Spartanburg.

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Greenville News

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February 8, 2004

Section: South Carolina

Page: 1, 7B

Researcher to take wheel of auto park

E. Richard Walton

Rudolph Bell

Staff

The Greenville News= South Carolina

New head of Clemson facility has directed similar work in N.C.

By E. Richard Walton

And Rudolph Bell

STAFF_WRITERS

Robert T. Geolas, the top candidate to lead Clemson University's **International Center for Automotive Research**, said Saturday he has accepted the post.

Geolas, 39, said he wasn't looking for a job, but Clemson approached with the offer to run ICAR. He said he visited Greenville, liked what he saw and its "great leadership" and decided this week to jump ship.

"I was interested in something that was going to be a model for the region, for the country," he said Saturday. "It fits me."

"This is a great new challenge," Geolas said.

Geolas heads similar research at Centennial Campus, a 1,334-acre complex at North Carolina State University in Raleigh. He's worked there almost 10 years, the last four as director.

He said Clemson assured him it wanted to pair the university with the business community in a unique economic and intellectual fashion.

"Clemson wants to make this research facility the best in the world," he said.

Geolas has been running Centennial Campus, a 1,334-acre research park at North Carolina State University in Raleigh. There almost a decade, he has been its director for four years, he said.

Now he'll head the 400-acre ICAR site in Greenville, which could make the city a research hub for the automotive and motorsports industries.

The Clemson research park is to be developed along Interstate 85, near the intersection with Laurens Road.

Geolas said a formal press conference announcing his appointment is scheduled for Monday morning.

In town with his family for that announcement, Geolas said he expects to finish up his current post about Feb. 27, and start his new post about April 1.

BMW Group is building a research center for information technology at ICAR, next to a Clemson graduate school of engineering.

IBM, Microsoft and Michelin have said they will have roles in the research park, which is expected to create thousands of high-paying jobs.

Chris Przirembel, Clemson's vice president of research, said Geolas will be paid \$135,000 a year as a state employee, supplemented by \$20,000 a year from the Clemson University Real Estate Foundation.

BMW may provide a vehicle for Geolas to use on official business, Przirembel said. He said Clemson approached Geolas about the job and did not formally interview anyone else. He said Clemson needed someone with Geolas' world-class credentials who could hit the ground running.

"There's no time for a learning curve in this job," Przirembel said. "The momentum we have right now, we can't lose."

Clemson is also searching for a professor to run the graduate school of automotive engineering. Przirembel said the university hopes to fill that job in April or May. He also said Clemson is hoping a "corporate partner" will announce its role in ICAR before the end of March.

According to Clemson, Geolas has managed the Centennial Campus and Centennial Biomedical Campus.

"Centennial is home to nearly 60 private and government organizations that employ more than 1,500 people," Clemson said.

Geolas said he wants to get as many students, business people, researchers and professors involved in ICAR as possible.

"I want to get people at all levels to be involved in this project," said Geolas, who is originally from just outside Raleigh. He said he likes the synergy between the university, businesses and the community.

"You set them up as model, you hope that other places around the country can develop similar models," he said.

Geolas said he made the decision to come to Greenville with his wife, Mary E. Miller, a Sunday columnist for 14 years with the News & Observer in Raleigh. The couple has two daughters, ages 4 and 19 months.

A press conference about Geolas' appointment is scheduled for Monday morning, he said.

(Mug of Geolas in metro edition)

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Cuts may leave holes in Clemson budget

Posted Wednesday, February 4, 2004 - 8:38 pm

By Anna Simon
CLEMSON BUREAU
asimon@greenvillenews.com

COLUMBIA — Clemson University trustees will begin today determining how to potentially trim millions of dollars from the school's budget as they face proposed state cutbacks.

[e-mail this story](#)

On the first day of a two-day summit in Columbia, the board was briefed Wednesday on how the cuts could have a major impact on students and programs throughout the university and the state.

Trustees also heard reports on potential tenants at the International Center for Automotive Research in Greenville and plans for a campus parking garage, and they approved the expansion of a teacher training program that could put untapped South Carolina expertise in classrooms.

John Kelly, Clemson's vice president for public service, repeated to the board his position that proposed state cuts could eliminate 300 Clemson jobs.

A retreat today will focus on the problem and will be closed to the public because personnel will be discussed, said Bill Hendrix, board chairman.

Trustees will examine several scenarios to start planning for various outcomes of the legislative budget process that is five months away from finalization, Hendrix said.

Gov. Mark Sanford's proposed budget cuts \$15.6 million from Clemson public service activities, a 41 percent loss of recurring state funds, Kelly said.

"It would have a devastating effect" campus wide, because Clemson's teaching, research and public service are intertwined, he said.

Another \$30 million in outside funding through research grants and private gifts and other sources connected with areas the governor also would be lost, Kelly said.

Repercussions include loss of extension and other public service assistance statewide, negative impact on Clemson's goal of \$150 million in sponsored research by 2007, and weakening of recruitment and retention of promising young faculty, Kelly said.

"If we were to lose \$46 million out of this enterprise, we would never recover in my lifetime," Kelly said.

Clemson University James Barker said, "Clemson is a distinctive institution because of its

Friday, July 16

Latest news:

- [Man says he awoke to a beating](#)
(Updated at 11:52 AM)
- [Man robbed outside restaurant](#)
(Updated at 11:52 AM)
- [Police use Taser on teen](#)
(Updated at 11:46 AM)

service to the public."

In other business, trustees officially approved the sale of land at ICAR, the automotive research center, from the university's real estate foundation to the university so two planned buildings, the Carroll A. Campbell Jr. Graduate Engineering Center and the Information Technology Research Center, will be on state-owned land.

They also approved a waiver of state procurement policy for the information technology research building that BMW will construct for Clemson.

The waiver, already approved by the State Budget and Control Board, will speed construction of the facility that will be built to Clemson standards, said Scott Ludlow, Clemson's chief financial officer.

Recent international visits have launched efforts to attract some key industrial tenants to the automotive park from Germany's automotive industry and British engineering firms that work with high performance racing engines, said Chris Prziembel, Clemson's vice president for research.

A national search has started for an executive director for the ICAR campus, Prziembel said. The university seeks a nationally and internationally recognized person to head development and be an interface between potential tenants and the university.

Clemson hopes to fill the first endowed chair position at ICAR by April. The chair in Automotive Systems Integration also would be director of graduate engineering center, Prziembel said.

Plans for a parking garage on campus have moved ahead, with a proposed location at Williamson and Perimeter roads.

The proposed \$24 million four-level facility would have 1,500 parking spaces and be a transportation hub connecting commuters with public transportation, said Mary Poore, Clemson's associate vice president for municipal services.

The project hinges on federal transportation dollars that would fund 80 percent of the project if a grant application is successful. The remainder would be split between state and locally raised money, she said.

It would be the first of possibly eight parking facilities on campus, including a 1,000-space facility and several smaller ones with no more than 600 spaces, Poore said.

Trustees also approved a modification of Clemson's "Troops to Teachers" program to open it to civilians.

The online certification program takes about two years and includes a third year of paid internship in classrooms. It is a collaborative effort between Clemson, the University of South Carolina, South Carolina State University and The Citadel.

The program originally was designed for people in their last year of military service who want to become teachers.

Expansion to non-military extends the opportunity to retirees and to Upstate professionals who have lost jobs because of industry layoffs and closings, said Dori Helms, Clemson provost.

"South Carolina is in desperate need of teachers, especially in English language arts, math and science," Helms said.

Greenville News

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February 4, 2004

Section: Business

Page: 9, 12A

New location an easy ride away

Woody White

Staff

The Greenville News= Final

Harley-Davidson dealership moves to Garlington Road

By Woody White

BUSINESS_WRITER

rwwhite@greenvillenews.com

Billy Weaver is doing what many Harley-Davidson dealers have done the last few years -- burning rubber to a new location.

The owner of Harley's Greenville dealership said that rising sales are the reason he'll vacate his 13,000-square-foot store on Congaree Road after building one almost three times larger off Garlington Road, with visibility from Interstate 85. He said the contractor should pour the slab for the new store this week, with completion expected in August.

"We just can't function well in what we've got. We need more room," Weaver said. "We're already in a good location, but my main problem is I don't have room for our service business."

Weaver said that when he bought the local Harley-Davidson dealership in 1995, he sold approximately 75 motorcycles his first year. In 2003, the dealership sold more than 800 bikes, he said.

John Rodriguez of Mauldin said he bought his Harley two years ago and has no complaints. "Riding is the most fun thing I've ever done in my life," he said.

Weaver's expansion plans reflect America's love affair with Harley-Davidson's domestically manufactured heavyweight motorcycles and a lifestyle epitomized by James Dean in "The Wild One," of putting on the leathers and cruising the open roads.

Harley-Davidson Inc., the 100-year-old Milwaukee-based company, roared out of its dark days in the 1980s when it was debt-ridden and its models were slow to sell. Last year, the company's sales were up 14 percent to \$4.9 billion, with profits thundering 31 percent to \$760.9 million.

Harley-Davidson has a 46 percent market share of heavyweight motorcycles sold in North America, according to industry numbers. While relishing its dominance among aging baby boomers, the company in 2001 brought to market a new line of bikes -- the high-performance V-Rod -- to appeal to younger riders.

"When they're buying a Harley, they're buying an image and a lifestyle first, and a motorcycle second," Tim Conder, an industry analyst with A.G. Edwards & Sons Inc., told The Associated Press.

Weaver, a bike enthusiast before he bought the Greenville dealership, said that riding is "about the easiest thing guys our age can do for recreation. You can play golf, get a boat, go fishing or hunting or get a motorcycle.

"With a bike, you get off work, hop on it and go. I sold a bike in October to a fellow who was 71 years old and never owned a motorcycle. He came in the other day and had put 2,000 miles on it over the winter."

Weaver said it took him a couple of months to locate land for his new store. He bought 9.5 acres along Garlington Road near Woodruff Road and plans to use about four acres for his store and develop the rest.

"I wanted high visibility and easy access, but I didn't want to be on a real busy street. That made it a little tricky. I think it's going to be a great place to be," he said, adding that he'll be just around the corner from the new Shops at Greenridge shopping center and in the same neighborhood as Clemson University's **International Center for Automotive Research**.

Weaver said that to sell 800 bikes in a year and make his store one of Harley's top 20 dealerships, he has had to scour the country for bikes.

"When everybody was out of motorcycles, we went around the country buying them. I had some connections. I've had three guys up in New England who'd just buy bikes for me," he said. "Every couple of weeks, I've sent a truck up there to pick up a load."

Weaver said that in addition to motorcycle sales and service, his dealership sells biking apparel, collectibles and upgrade parts.

GRAPHICS

Typical Harley buyers: Mostly male, well off and getting older

Outline

Artist's rendering

Larger digs: Harley-Davidson's Greenville dealership will be building a 4-acre store on Garlington Road near Woodruff Road. The 13,000-square-foot building will be near the Clemson autopark.

Billy Weaver / MUG

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Greenville News

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January 31, 2004

Section: Front

Page: 1, 8A

Greenville shines, returns to normal

Jason Zacher

Staff

The Greenville News= Final

Businesses enjoy profits as weeks of prep erased in hours

By Jason Zacher

STAFF_WRITER

jzacher@greenvillenews.com

After months of hype, weeks of planning and days of physical work, evidence of Thursday's Democratic presidential debate was wiped away in a few hours.

Local contractors cleaned up the Westin Poinsett Hotel and put the Peace Center back together Friday morning, and business leaders started tallying the economic tab.

It totaled just shy of a half-million dollars, said Rowena Buffett Timms, vice president of the Greenville Convention and Visitors Bureau, but the repeated references to "Greenville, South Carolina" were priceless in her eyes.

"People around the country will be asking why they didn't choose the state capital or Charleston, one of the top tourist draws in the nation," she said. "They'll think that there's something going on here."

That means Greenville could profit well into the future. Greenville was mentioned numerous times in front of a national television audience -- mostly camera shots of the city during NBC news broadcasts, said Joe Erwin, head of the South Carolina Democratic Party and a Greenville advertising executive. He heard glowing reviews of the city from reporters and candidate staffers.

"These are people who write opinion and are opinion leaders in this country, and they were raving about the city," Erwin said. "They will say great things about Greenville, South Carolina."

City police Capt. William Harper said he was proud of how Greenville handled the debate and it was a highlight of his 30 years in the city.

"It opens the door to bigger and better things," he said.

Furman Professor Don Aiesi said media and candidates appeared impressed with Greenville, saying many called Greenville "a sleeper city." Professor Bud Kellstedt said Brokaw's comments on-air were brief, but positive.

Erwin said the ice storm that hit Greenville Sunday was actually a big break since NBC flew Brokaw in a day early. That gave him two days of on-location Nightly News broadcasts instead of just one.

David Turner and a crew from Professional Party Rentals tore down risers television crews used for live broadcasts Thursday evening.

"It took 21/2 days to put up," the 25-year-old said. "It'll take about eight hours to take down."

"We didn't get to enjoy the debate. It was just work, work, work and then take it down."

Carpenters with the Peace Center and workers with Event Management Resources returned the auditorium to normal. They spent Friday resetting the house lights and putting back in the 50 seats that were removed.

"This is just one of many jobs," said Joel Holder of Event Management Resources.

The television exposure wasn't all perfect, since there were empty seats in the auditorium. Organizers said Friday that NBC didn't use about two dozen of its tickets and many of the rest were tickets given to the campaigns – including to the campaigns of Dick Gephardt and Carol Mosley-Braun, both of whom dropped out of the race before reaching Greenville. All of those were added to the expected few empty seats from people who just couldn't make it at the last minute.

The sets, many of the reporters and most of the television crews were gone by 1 a.m. Friday. Reporters caught campaign buses heading to other parts of the state. The rented NBC command truck started a 15-hour drive to its next job: producing ESPN's SportsCenter program from the Super Bowl in Houston, according to NBC officials.

Buffett Timms said she used the debate first thing Friday morning in courting other conventions and said city leaders are trying to figure out how to attract a presidential debate this fall.

"It's just one more thing to put in our toolbox next to the NCAA tournament, the Peace Center and ICAR (Clemson University's **International Center for Automotive Research**)," she said.

And bringing in more business could mean more work for regular local businesses and workers like Holder.

"Greenville is getting a lot of good, high-profile events," Holder said. "We're just glad to be a part of it."

Jason Zacher can be reached at 298-4272.

Cutline: KEN OSBURN / Staff

Debate cleanup: Patrick Cox with Professional Party Rentals cleans up at the Poinsett hotel.

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The Greenville News

BUSINESS

UPSTATE PEOPLE ■ PERSONAL FINANCE ■ WORKPLACE

STREET TALK



It looks like Delta Woodside Industries Inc. will continue to have its common stock listed on the New York Stock Exchange.

In reporting the company's profitable second quarter this past week, Bill Garrett, its president and chief executive officer, said the Greenville-based company has been informed that if it keeps on track, it will be restored to good standing.

In November, the exchange notified Delta Woodside its average market capitalization — the value of its outstanding stock — had fallen below the \$15 million minimum for listing. The company was given until March 31 to return to compliance.

Garrett said the company's market capitalization has been in excess of \$15 million since Jan. 9.

If Delta Woodside's stock, which is listed under the symbol DLW, was bumped from the New York Stock Exchange, it would continue to trade as an over-the-counter stock.

In the past 52 weeks, shares have traded for as little as \$1.35 and as much as \$5.09. As of Friday, Delta Woodside's market capitalization was \$16.7 million.

■ ■ ■

Eberhard von Kuenheim, the man who brought BMW to the Upstate, has been elected to the European Automotive Hall of Fame.

Now 75 and retired, von Kuenheim turned BMW from a small Bavarian manufacturer into a global player in the automotive industry.

When von Kuenheim took over BMW in 1970, the company had

See TALK on page 13



STAFF ILLUSTRATION

All ears

Even Republicans interested in Greenville debate

By Ed O'Donoghue and Jenny Munro
BUSINESS WRITERS

Democratic presidential nominees have long found South Carolina's political landscape a desert in their quest for votes, with Georgia-bred Jimmy Carter the only one to carry the state since 1960.

Businesses of all stripes are saying the debate is good for Greenville, and managers and workers representing

all parts of the Upstate's diverse economy are saying they're interested in hearing the Democratic candidates' views on economic issues.

Still, Republicans like Greenville businessmen Doug Harper and Mark Kent say they'll listen to the Democratic contenders when they debate Thursday night at the Peace Center. Textile executive Roger Chastain, a Bush supporter in the last election, says he's more interested in the race for U.S. Senate because the

result will have more of an impact on his industry.

Independents like Fernando Zambrano, the owner of a small business who will vote in his first presidential election this November, and Suzanne Shennan of Greer, whose job puts her face-to-face with unemployed workers, say they'll pay special attention to the Democrats this week.

Harper, a general contractor, said

See Debate on page 8

STRATEGIES

Relationships with investors can be complicated Page 12

TOP 25

Biggest downtown office properties Page 13

Week of January 25, 2004

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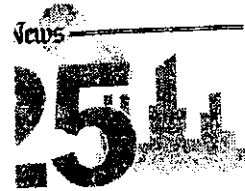
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Biggest Downtown Office Properties

Occupancy and rent figures for Dec. 2003

Address	Listing Agent	Size (sf)	% occupied	5-yr. rate (\$)*
Main Street	Furman Co.	369,811	72	15.50
Insignia Plaza	Liberty Property Trust	242,635	82	17.50
Main Street	Hughes Inv.	222,500	100	N/A
Laurens Street	Insignia	195,833	86	16.25
Beattie Place	Liberty Property Trust	177,985	88	17.50
McBee Avenue	CCB	159,687	68	18.50
Main Street	Insignia	151,967	100	N/A
Broad Street	Caine Co.	108,000	80	20.00
Main Street	Insignia	92,067	86	16.50
Main Street	Hughes Dev.Corp.	80,000	100	N/A
McBee Street	Colliers Keenan Goldsmith	75,000	89	17.50
Main Street	Furman Co.	61,247	92	18.50
(A) Academy Street	Hughes Inv	52,800	100	N/A
Park Avenue	Liberty Property Trust	46,489	88	16.00
University Ridge	Furman Co.	45,908	38	13.50
River Street	Caine Co.	44,625	63	16.50
Main Street	Caine Co.	44,301	79	17.00
Main Street	Furman Co.	42,451	91	N/A
Coffee Street	EFA	41,500	100	17.95
Main Street	C. Dan Joyner	40,000	98	19.00
Court Sreet	C. Dan Joyner	30,500	81	20.00
Broad Street	Hughes Comm. Prop.	29,745	100	N/A
Coffee & Spring	Cothran Co.	29,000	92	15.45/18.95
Main Street	N/A	28,981	41	16-18
C) Vardry Street	N/A	28,800	74	13.00 as is

*Advertised rental rate. Private negotiations do not apply.

Compiled by Ben Szobody

TALK

FROM PAGE 1

23,000 workers. When he retired in 1993 — after breaking ground for **BMW Manufacturing Corp.**'s plant in Greer — the company employed 71,000. It now has about 100,000 on its worldwide payroll, with more than 4,700 at the Upstate assembly plant.

While searching for a U.S. plant site in 1992, von Kuenheim made a secret trip to South Carolina to visit an Anderson location. At **Greenville-Spartanburg International Airport**, he saw a site he liked better — adjacent to the airport.

Then **Gov. Carroll Campbell** and other state officials made a quick direction change — and BMW's complex, with clear visibility from Interstate 85, is what von Kuenheim wanted.

■ ■ ■

Former Greenville Mayor **Bill Workman** retires as a vice president of **Piedmont Natural Gas Co.**, effective Feb. 1, but says he'll continue to be active in economic development.

Since leaving the mayor's office in 1995, Workman has spearheaded efforts to develop **The Matrix**, the industrial park in southern Greenville County. He was also deeply involved in the creation of two new economic development organizations: **Upstate Alliance** and **Greenville Area Development Corp.**

Now Workman, 63, is turning his attention to the **International Center for Automotive Research**, the automotive research park Clemson University is developing in Greenville.

Workman said he's trying to organize a team that would ensure the smooth development of ICAR and environs, addressing issues such as traffic, utility service, stormwater drainage.

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Mercedes-Benz

Greenville News

Estimated printed pages: 4

January 22, 2004

Section: Business

Page: 9, 10A

Students in the driver's seat at S.C. auto show

Jenny Munro

Staff

The Greenville News= Final

Palmetto Expo Center show is in gear to please all ages

By Jenny Munro

BUSINESS_WRITER

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The South Carolina International Auto Show this year will be more than shiny new cars and thousands of dreamy-eyed visitors.

It also will include the final competition of the 2004 South Carolina Skills USA-VICA state competition for high school students. The competition is sponsored by the state Automobile Dealers Association and the South Carolina Automotive Youth Education Systems.

That, said Pendleton High School senior Brandon Dillard, 17, will be great.

"I think it's going to be a fun test," he said.

Dillard is a student in Pendleton High's two-year automotive technician program. Students gain hands-on experience in electrical and electronic systems, brakes, steering and suspension and engine performance, said Tavis Lydic, an automotive instructor.

The competition "will bring recognition to high schools across the state," said Pat Watson, executive vice president of the association.

The South Carolina International Auto Show, presented by Motor Trend magazine and sponsored by the state Auto Dealers Association and The Greenville News, is scheduled for Jan. 23-Jan. 25. Manufacturers will be showing 2004 models, a few 2005 sneak peaks and a couple of concept cars.

"Looking at cars is fun," said Willie Watkins, who has gone to the auto show twice. "I can't buy right now, but I can dream. You never know, I might buy a car in the next year or so."

Janine Mercer, a Greer-area resident, agreed.

"My husband and I plan to go this year and take the kids. They get a kick out of looking at engines and crawling into cars," she said. "It also makes it easier to compare features. We'll probably buy a new car within the next two years."

Among some show highlights:

+Infiniti presents its two new luxury sports utility vehicles. Cadillac will have its two-seat roadster as well as its first crossover SUV on display. Auto show gazers also can see the Crossfire, the first Mercedes-Benz and DaimlerChrysler offspring.

+Ford will show its Escape Hybrid, the first-ever gas-electric hybrid SUV as well as the limited edition Mustang Mach I.

+Also, special displays of 40 years of Mustangs and a collection of tuners – cars personalized with aftermarket items – will be available.

Sunday is Kids Day, when children 12 and under will be admitted free when accompanied by a paying adult. Tommy and Chuckie, characters from The Rugrats, will be at the show from noon to 3 p.m.

The auto tech competition ends on the first day of the auto show. After competing in written and hands-on tests, a finalist from the four regions of the state will compete in the areas of electrical and engine performance. Initial competitions will be at Greenville Technical College's Automotive Training Center. Final competition, open to the public and instructors, will be held at the auto show on Friday from 2-4 p.m.

Student contestants will be provided with tools to diagnose and repair problems.

Watson said the auto dealers association is "constantly reaching out to South Carolina's youth to provide them with interesting and well-paying career opportunities within the automotive arena."

Automotive technology in high schools prepares students either to immediately work in the industry or to attend higher-level automotive technician programs such as those found in South Carolina's technical colleges.

Dillard said, "I want to go into body work. I'm going to Greenville Tech."

Ray Anderson, an automotive instructor at Enoree Career Center in Greenville County, said that competitions "put into perspective what they're learning. It makes them realize it is real-world tests."

Enoree will begin a two-year automotive technician program next year, he said, but even with a shorter program, "I've got a lot of students who go straight to work." Others join the military, some working as jet engine mechanics.

Lydic said his program has a 100 percent placement for its graduates.

Auto technology is a good career choice, Anderson said.

"If you're interested in the more high-tech end, it's a great career to go into. Everything has gone electronic today."

He said auto technology programs in high school would be a good place to start for the area's prospective mechanical and automotive engineers.

"It gives them hands-on experience" and should be a major help if they eventually want to work at the newly announced **International Center for Automotive Research**, sponsored by BMW and Clemson University, he said.

WANT TO GO?

Event: South Carolina International Automobile Show

Location: Palmetto Expo Center

Dates: Friday, Saturday and Sunday

Times: Friday - 10 a.m. to 10 p.m.

Saturday - 10 a.m. to 10 p.m.

Sunday - 10 a.m. to 6 p.m.

Ticket price: Adult - \$8

Senior citizen (62 and over) - \$5

Children (7-12) - \$4

Children 5 and under - free

Cutline: File Photo

Cutting edge cars: Visitors meander through the 2003 South Carolina International Auto Show.

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Greenville News

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January 20, 2004

Section: Business

Page: 9, 10A

Office space available for the renting

Ben Szobody

Staff

The Greenville News= Final

Greenville experiencing a 'tepid' market for office real estate

By Ben Szobody

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Still more proof that new jobs are scant: the worst real estate market for office properties in years.

Though you wouldn't know it from the speculation on new projects downtown -- from small mixed-use spaces off Main Street to planning for the RiverPlace development -- total occupied office space in the Greenville market declined by a "dismal" 75,700 square feet in 2003, according to Colliers Keenan Goldsmith's annual real estate report.

That's after two years of recession-dogged -- but positive -- absorption in 2001 and 2002.

"The office market here is fueled by job creation or immigration of office tenants from another market," said Brent Freeman, a Colliers Keenan office broker. Both were notably absent in 2003.

"The problem is, job creation usually happens at the latter stage of recovery."

The economy's so-called "jobless recovery" is likely to keep the 6.1 million-square-foot market for office real estate tepid this year as well, he said. Without new hiring waves, tenants have no need for added space.

The upside: landlords have acknowledged the vacancy glut by dropping their rental rates to a \$15.75 per square foot average, down from \$17 the previous year.

Overall, the amount of vacant space in the central business district increased from 13.8 percent at the end of 2002 to 14.7 percent in December, Freeman's report said. Although those numbers are reasonably healthy, the blight on the year was a lack of major new businesses to fill the large, empty office floors downtown.

Anticipation for the city's redevelopment of the Reedy River and the commercial RiverPlace project, among others, is drawing attention away from the vacant former Memorial Auditorium site, shopped for years by the city, and more than 58,000 square feet now vacant in the dual Liberty Square towers on Beattie Place, according to Freeman.

The suburban market, meanwhile, saw still more buildings emptied, to top 30 percent vacancy at year's end -- or 33 percent including sublease space.

Still, the local office market is small compared to the region's top metro areas.

"The thing about Greenville is, if we get a large tenant in ... we can turn quicker than a large market," Freeman said. That, in turn, would spur more new development.

In other commercial real estate sectors, Colliers Keenan reported:

+In a market of 43 million square feet of total industrial space, vacancy swelled to 23.5 percent from 20.5 percent in 2002 because of plant closings and the overall reduction of inventories and operations.

With the announcement of Clemson University's **International Center for Automotive Research** on Interstate 85, however, Colliers Keenan expects "major expansion" of automotive and related industry in the area.

+The ICAR project is also expected to help fill vacant "big-box" retail spaces on Laurens and Haywood roads, where major retailers have left holes but rental rates are still the highest in the suburbs.

Nearly 770,000 square feet of new retail space developed in 2003 should slow growth this year, Colliers Keenan reported. Overall retail vacancy in 2003 dropped to roughly 12 percent from more than 15 percent in 2002.

The downtown area is excluded from the company's retail summary.

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Greenville News

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January 20, 2004

Section: Suburbs

Page: 2B

Mauldin has high hopes for auto park

April M. Silvaggio

Staff

The Greenville News= Final

Mayor expects research facility to cause development to explode

By April M. Silvaggio

STAFF_WRITER

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MAULDIN -- Mauldin Mayor R.C. Jones doesn't hold back when you ask him about the impact the 407-acre automotive research park that Clemson University is developing at the edge of the city limits will have on Mauldin.

"Every available spot of land in this city will be developed over the next five years," Jones said Monday.

"I really believe that restaurants and retail shops and every kind of business you can imagine will be coming here. In all honesty, I think the new automotive research park will affect Mauldin more than BMW affected Greer."

Throughout this burgeoning city of more than 15,200 people just southeast of Greenville, local leaders and residents agree that the **International Center for Automotive Research** and its potentially thousands of new jobs could change the face of Mauldin forever.

The ICAR property touches the Mauldin city limits.

"It is probably the biggest thing to happen here in the last decade," said Cara Fitzgerald, 34, who moved here from Tennessee 11 years ago when her husband accepted a job transfer.

"All of my neighbors are talking and wondering about how Mauldin is going to grow. You just have to hope that our local leaders will make the right decisions."

While there still are many unknowns, one thing is for certain. Over the next few years, the city is bound to experience economic spinoff.

"We are only limited by our imaginations," City Councilwoman Cindy Jordan said.

It could come in the form of smaller high-tech companies or increased residential development. Or it might show up as new restaurants, retail outlets and specialty shops.

Whatever the case, one of the biggest challenges facing the city will be to keep pace with what likely will be growing infrastructure, recreation and quality of life needs.

"It is almost like Mauldin is sitting on a powder keg," Jones said. "We're going to explode into development everywhere. I believe the price of real estate is going to soar, property values are going to increase and the overall effect is going to be tremendous."

The city already provides quality police and fire protection and public works services.

It has been fortunate to lure quality development, such as the environmentally friendly Brookfield Corporate Center at Interstate 385 and

East Butler Road -- which generates an estimated \$200,000 annually in tax revenue.

And its recreational programs are touted among the best in Greenville County.

City Councilman Brian Daughhetee said those are primary reasons that Mauldin has become one of Greenville County's most affluent suburbs, according to demographic, economic, housing and social characteristics from the U.S. Census Bureau.

Live here and chances are pretty good that you are a college-educated professional with a spouse, a hefty mortgage, a couple of kids, a couple of cars and a family income of well more than \$60,000 annually.

"Clearly, we want the people from ICAR to come into Mauldin and see what a great place it is," Daughhetee said.

"If they are new to the area, we want them to locate here. We have a citizen base that I believe expects a little more for their taxes, and we want to continue to give that to them. And it is going to take a concerted effort by the City Council to stay ahead."

Research at ICAR will focus on the automotive and motorsports industries, officials have said.

South Carolina officials have approved a \$103.5 million bond package that includes funding for the park's first tenants -- the graduate school and a BMW research center focused on information technology.

BMW has said it expects to have more than 300 employees in the research center within two years. International Business Machines Corp., Microsoft Corp. and Michelin North America Inc. have said they will play roles in the park.

Other potential tenants are in discussions with Rosen Associates Development Inc., the Miami development company that will control 150 acres in the park.

Clemson's long-term plans for ICAR include a full-scale wind tunnel and laboratories focusing on electronic systems, safety/crash-worthiness, fuel economy and alternative fuels.

Contractors have already started clearing the wooded tract.

Staff writer April M. Silvaggio can be reached at 298-4801.

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Greenville News

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January 16, 2004

Section: Front

Page: 1, 8A

State rules called drag on new jobs

Jason Zacher

Staff

The Greenville News= Final

Clemson, USC say they need help to build engines for growth

By Jason Zacher

STAFF WRITER

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South Carolina's research universities need the freedom other top-tier schools enjoy if they are to help boost the state's economy, two officials said Thursday.

Clemson President James Barker and Mack Whittle, chairman of the University of South Carolina Board of Trustees, said they are redoubling their efforts to get that freedom from the Legislature this year -- despite "barnacles" that attached themselves to the bill since it was proposed last year.

Barker and Whittle told The Greenville News that right now it is illegal for them to do many things that are common practice in other states, like allowing private companies to build research facilities on their campuses.

Such public-private partnerships have made big headlines in South Carolina during the past year, with Clemson announcing its **International Center for Automotive Research** with BMW and USC announcing plans for a research park.

Those programs required special permission from state regulators.

"These things have always been treated as exemptions," Barker said, "but we're not talking about anything revolutionary."

The bill would affect USC-Columbia, Clemson University and the Medical University of South Carolina.

"Visualizing these three institutions as one entity is a powerful idea," Barker said.

The bill was authored by House Speaker David Wilkins and House Ways and Means Committee Chairman Bobby Harrell and would give the three universities their own supervising body, freeing them from regulation by the Commission on Higher Education and a few other state laws.

The House passed the bill late in last year's session, but it stalled in the Senate because of a filibuster. Since that time, several other bills have been attached to it, including the life sciences bill, which should make the state more attractive for pharmaceutical and biotechnology companies. A bill to make USC's Sumter campus a four-year university has also been attached.

Sen. Larry Martin, R-Pickens said supporters of the universities are hoping the bill can be streamlined during a Senate Finance Committee meeting and should come to the Senate floor before the end of the month.

"The issue is of the utmost importance," he said. "We're going to act on it quickly."

Whittle and Barker said they're concerned the issue is getting politicized and their bill is caught in a morass of new higher education

governance structures, efforts to expand some local campuses by local legislators and Gov. Mark Sanford's efforts to consolidate and overhaul the entire system.

"The problem right now is that we think the economic pie isn't going to get any bigger, so I have to fight (Barker) to get my piece of the pie," Whittle said. "Economic development will make the entire pie bigger."

Here's how the universities believe research will help: More private development and research will create new ideas and products. Jobs, hopefully high-paying jobs, could be created from manufacturing those products. That will lead to an expanding economy.

More research will also help improve the universities by attracting better professors, better junior faculty and better students, Whittle and Barker said.

It's a model that has worked in other states with large universities, research has shown. For example, in 1970, Columbia had a higher per-capita income than either the Raleigh-Durham area, home of North Carolina, North Carolina State and Duke universities, or Austin, Tex., home of the University of Texas.

Since that time, all four of the universities have made huge pushes for research, with projects like the Research Triangle outside of Raleigh. Today, Columbia lags behind Austin and Raleigh.

In addition, private research side-by-side with university professors and students gives those students a more realistic experience, Barker said.

"If we are really going to lift the economy, we have to raise the per-capita income in the major cities," Whittle said. "Our rural poor are just like anywhere else in the country."

Whittle said the universities need the regulatory relief to make their own deals because public companies will not wait a year for a decision to wind its way through the South Carolina government. If the three universities fail to get the bill passed during this session: "It will cripple us," Barker said.

Not only cripple the universities in the future, but it could also damage projects already underway, like the automotive research center in Greenville.

Wilkins remains optimistic.

"The House passed the bill by a wide margin," he said. "We believe it is very important, but the ball is in the Senate's court."

Jason Zacher can be reached at 298-4272.

"The House passed the bill by a wide margin. We believe it is very important, but the ball is in the Senate's court." House Speaker David Wilkins

David Wilkins / Mug

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Greenville News

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January 11, 2004

Section: Upstate Business

Page: 1, 10, 11X

The challenge of China

Rudolph Bell

Staff

The Greenville News= Final

Communist country's rapid rise brings peril, promise to Upstate economy

By Rudolph Bell

BUSINESS WRITER

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Clemson University trustees balked when Jerry Trapnell, dean of the business college, asked for permission to start a new center for studying China.

Trapnell had already gotten the okay from the Office of Academic Affairs when he appeared before the trustees in October. Under his plan, the China center would have promoted such things as interdisciplinary studies, research collaboration and special conferences. He wasn't asking for any money.

Still, the trustees weren't buying. Several turned the discussion to international trade.

"There is no greater threat to the economy of the U.S. than this massive global job shift that we're beginning to experience," said trustee Smyth McKissick III, whose family textile business, Alice Manufacturing of Easley, has been hurt by Chinese imports. "Whatever we do regarding centers, I want to make damn sure we fully understand who we're helping."

After that, the proposal quickly died for lack of a supporting motion.

The anecdote underscores the tensions that have developed locally and across the nation as the United States increasingly engages the People's Republic of China in trade.

In Washington, political pressures have prompted the Bush administration to challenge Chinese exports of textiles, televisions, steel and furniture.

Meanwhile, a group of U.S. senators, including Lindsey Graham of South Carolina, is threatening to impose a 27.5 percent tariff on all imports from China unless China stops manipulating its currency to gain an export advantage.

The trade tensions relaxed somewhat in recent weeks after both countries dropped steel tariffs and China signed deals to buy U.S.-made aircraft and jet engines and to import automobiles.

But with the United States trade deficit with China soaring, and U.S. quotas on Chinese textile imports set to expire next year, experts say the nations are bound to clash again over trade.

Rapid rise

China's economy has been growing rapidly since the communist country began to adopt free-market principles 25 years ago. Since it joined the World Trade Organization two years ago, its economic interaction with other nations, including the United States, has accelerated.

Between 1993 and 2002, China's gross domestic product - the total value of its goods and services - soared 186 percent, from \$432 billion to \$1.2 trillion, according to World Bank data.

Researchers at Goldman Sachs, the investment banking firm, figure China could become the world's second-largest economy as early as 2016 and pass the United States for the No. 1 spot by 2041.

Manufacturing for export is a big part of China's growth.

Kenneth Lieberthal, a China expert at the University of Michigan, said China now leads the world in the production of televisions, refrigerators, cameras, bicycles, motorbikes, desktop computers, DVD players, cell phones, cigarette lighters and cotton textiles.

"If they don't run into countervailing measures, they will dominate the global textile market within two years," Lieberthal said.

As the Harvard Business Review noted in an October cover story, China is "fast becoming the world's factory and indubitably a factor in every global industry."

Much of its manufactured product is pouring into the United States.

Between 1993 and 2002, the value of U.S. imports from China increased nearly 300 percent, to \$125 billion, while U.S. exports to China rose 152 percent, to \$22 billion, according to data from the U.S. Commerce Department.

The U.S. trade deficit with China increased 353 percent over the decade, topping \$103 billion in 2002, the latest yearly data available.

China's rise has been assisted by big U.S. corporations, which rushed into the country as the market opened. They're after China's 1.3-billion-consumer market, but are also using the country - and its rock-bottom wages - as a platform to export manufactured goods to the rest of the world.

Lieberthal said almost all of the so-called Fortune 500 companies have invested in China.

Also trading with China are big U.S. retailers, most notably Wal-Mart Stores Inc.

Wal-Mart bought \$12 billion worth of goods in China in 2002, was expected to buy \$15 billion worth in 2003, according to research by Deloitte Touche Tohmatsu, the international accounting firm. It said Wal-Mart's sourcing in China would reach \$25 billion to \$30 billion within five years.

Manufacturing job losses

China's rise has brought new competitive pressure on U.S. manufacturers, forcing some to close plants and others to transfer production to China.

In the Upstate, Kemet Corp., the Simpsonville-based electronic components maker, is adding thousands of jobs in China, even as it cuts positions in Greenville County. Kemet announced its first Chinese plant in July and a second one in November.

In 2002, Mettler-Toledo International Inc. said it was shutting down its scales manufacturing operation in Spartanburg County and transferring most of the 150 production jobs to China.

There are many other examples across the country, but the evidence of U.S. jobs lost to China is largely anecdotal because no government agency tracks the trend.

Without hard data, experts disagree on what role China has played in the loss of 2.6 million U.S. manufacturing jobs since the start of 2001. South Carolina has lost 56,800 manufacturing jobs during that time, according to the U.S. Bureau of Labor Statistics.

Lieberthal, the University of Michigan expert, said the entire world, including China, has lost manufacturing jobs as a result of productivity increases. Charges that China is "stealing" U.S. jobs are largely unfounded, he said.

"Frankly, China is stealing jobs, but stealing jobs from other developing countries, not from the United States, overwhelmingly," Lieberthal said.

Wachovia Corp. researcher Matthew Ellis, however, concluded in an October report that competition from China, in addition to productivity

increases, is a factor in U.S. job losses.

"Due in part to its low-cost labor force, China has won manufacturing market share from Western economies, and this trend will likely continue for some time," Ellis said.

Bill Ward, director of Clemson University's Center for International Trade and a former World Bank economist, said China's rise has brought "supply shock" - a flood of manufactured goods for which there is insufficient global demand.

"It'll dramatically increase the competition that American producers feel, both in the U.S. market and in the global markets," Ward said.

Ward said he expects China's export-led manufacturing to continue growing, moving from the seacoast to inland areas, where "there are many, many more workers yet to be released from inefficient public enterprises."

Dick D'Amato, vice chairman of the U.S.-China Economic and Security Review Commission, said he believes significant numbers of U.S. manufacturing jobs have been transferred to China.

"What we have going on here now is the actual transfer of U.S. national manufacturing capacity and the export back of the goods," D'Amato said.

The U.S.-China Economic and Security Review Commission was created by Congress in 2000 to monitor the national security implications of U.S.-China trade. In 2001, it hired economists from Cornell University and the University of Massachusetts to study the question of job losses to China.

Their study concluded that the United States lost at least 34,900 jobs as a result of production shifts to China between October 2000 and April 2001 - the months immediately following congressional approval of permanent normal trade relations with China. It also estimated that 760,000 U.S. jobs had been lost as a result of the U.S.-China trade deficit between 1992 and 2000.

The commission has recommended that Congress require U.S. companies to report their investments in China, including job and technology transfers.

Later this month, it's scheduled to hold a hearing in Columbia to examine China's impact on U.S. manufacturing. The Jan. 30 field hearing is expected to include testimony about China's impact on South Carolina industry.

Opportunities

Growing trade ties with China is not all bad news, of course, for the U.S. or the Upstate economies. At least two multi-national corporations with Greenville operations have begun to tap the enormous Chinese market:

- o General Electric Co.'s gas turbine plant in Greenville recently reversed layoffs for 200 workers, and may reverse them for 200 others, in part because of turbine orders from China.
- o Fluor Corp. recently announced an agreement to provide operations and maintenance services to plants operated by China Petroleum and Chemical Corp. No contracts have yet resulted, but if some do, the work will likely be managed by Fluor personnel in Greenville, where the company's operations and maintenance unit is based, said Fluor spokesman Jerry Holloway.

And then there's the possibility of Chinese companies opening more plants such as the 200-worker Haier Group Co. refrigerator plant in Camden, the most significant Chinese investment in South Carolina to date.

Encouraging foreign direct investment was a key objective for Gov. Mark Sanford and South Carolina Commerce Secretary Bob Faith when they traveled to China in October.

The leader of the Haier Group was one of the executives that Faith met during his 10-day stay, according to Commerce Department dispatches.

"They said they would make the introduction at the highest level for us with other Chinese companies," Faith said.

Faith also told an auto-industry executive and members of a trade association about the **International Center for Automotive Research**, the research park that Clemson University is developing in Greenville.

And he and Sanford said they helped close two deals: a Columbia manufacturer's sale of \$68 million worth of rail equipment to China's Ministry of Railways and a Newberry company's exporting of \$14 million worth of soybeans to Chinese processors.

The Chinese returned the visit in December. Representatives of 11 Chinese companies and organizations met with Sanford and Faith in Columbia and heard presentations from South Carolina companies. The Commerce Department said the delegation's visit was a direct result of the governor's previous trip.

With the China/South Carolina relationship growing, the Commerce Department plans to open a new trade office in China.

Meanwhile, a local company is joining with one of China's municipal governments to create a global trade center in Greenville that would help Chinese companies enter the U.S. market.

Pacific Gateway Capital LLC - launched two years ago by Greenville developer Vivian Wong and her brother, Peter Kwan - plans the trade center on 73 acres along Interstate 85, not far from the ICAR site.

Their property includes a 338,000-square-foot building that formerly housed the Carolina Circuits circuit board plant.

Wong said the property will be jointly owned by her company and companies controlled by the municipal government of Tianjin, a seaport of more than 10 million people in northeast China.

Kwan said Tianjin officials said during a visit to Greenville in October that they would invest \$4 million to \$6 million in the project.

"We expect the first investment to be made sometime around April this year," Kwan said.

He and Wong contend that Chinese companies are more likely to build factories in the United States once they have gotten a piece of the U.S. market.

The trade center will have space where Chinese companies can exhibit their wares, as well as office and warehouse space and some area for light assembly. Plans call for it to be a launching pad for small- and medium-sized businesses from Europe as well.

Pacific Gateway's other activities include being the master franchisee in China for the Medicine Shoppe, a U.S. pharmacy chain, and developing a 75-acre industrial park in Tianjin for U.S. manufacturers.

Staff writer Anna Simon contributed to this report.

Cutline: Owen Riley Jr./Staff

Diplomacy: Greenville Mayor Knox White, left, greets Feng Zhi Jiang, a Chinese official, during a February ceremony cementing a sister city relationship between Greenville and Tianjin, a Chinese seaport with more than 10 million people. In establishing the relationship, White worked with Pacific Gateway Capital, a local company that has teamed with the Tianjin government to help Chinese companies enter the U.S. market.

Cutline: Ken Osburn/Staff

International traders: Peter Kwan, left, and his sister, Greenville developer Vivian Wong, created Pacific Gateway Capital LLC two years ago. They're planning a trade center in the former Carolina Circuits factory in Greenville to help Chinese companies enter the U.S. market.

Cutline: AP

Jobs: The Haier Group Co. refrigerator plant in Camden is the most significant Chinese investment in South Carolina to date. Haier, China's largest home appliance maker, wants a bigger slice of the U.S. market. The company, with \$8.7 billion in 2002 revenues, is owned by the Chinese government.

Graphic: Staff

UNITED STATES TRADE IMBALANCE WITH CHINA

CHINA'S GDP GROWTH

SOURCE: World Bank, U.S. Commerce Department.

Hearing set on China impact

A federal commission has scheduled a hearing in Columbia later this month to explore how trade with China has affected the U.S. manufacturing base.

The U.S.-China Economic and Security Review Commission says it's holding the hearing to learn "the implications for the U.S. economy and workers due to China's growing share of global manufacturing."

It says the hearing will also take up China's impact on South Carolina's steel, textile, furniture and other industries.

Congress created the commission in 2000 to review the national security implications of trade between the United States and the People's Republic of China.

The hearing is scheduled for 9:30 a.m. Friday, Jan. 30, at the Blatt Building in the state Capitol complex in Columbia.

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Clemson to tap lottery funds for endowed chairs

STAFF REPORTS

Staff

The Greenville News= Final

STAFF_REPORTS

CLEMSON – Clemson University is the first research university to tap into a state lottery-generated fund that is the backbone of a plan to develop economic-driven research centers to attract high-wage industries to South Carolina.

The money will be used to recruit leading engineers and scientists who will become the core of Clemson's new graduate program in automotive systems integration.

The state's new Research Centers of Economic Excellence provision is expected to fuel economic development in the state.

Under the provision, research universities are encouraged to raise capital from the private sector to fund endowments for professorships in research areas targeted to create well-paying jobs and enhanced job opportunities for South Carolina residents.

The private contributions are matched on a dollar-for-dollar basis with money from the South Carolina Education Lottery.

Clemson could draw on the state match because it had already secured a significant portion of its private sector match. BMW Manufacturing Corp. pledged \$10 million, with another \$5 million to be raised by BMW suppliers.

The program will be housed in the Carroll A. Campbell Jr. Graduate Engineering Center in the Clemson University **International Center for Automotive Research**.

"This money enables Clemson to take a major step toward addressing key economic challenges facing the state. Thanks to the commitment and foresight of the General Assembly, Clemson and the state's other research universities can help build the infrastructure needed to attract and grow knowledge-based industries," said Chris Przirembel, Clemson's vice president for research.

The planned research campus, off Interstate 85 in Greenville, will feature distinctive research and testing facilities and private industry R&D operations that will help support the region's growing automotive industry cluster. The lottery match will provide for three endowed chairs as well as additional junior professorships and support staff.

Early corporate backers for the research campus include BMW, IBM and Microsoft, with BMW already announcing plans to lease space in the new information technology center at the campus.

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Auto park candidates make their move

Rudolph Bell

Staff

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Clemson wants to hire campus director by mid-February

By Rudolph Bell

BUSINESS_WRITER

dbell@greenvillenews.com

The top manager of a well-known research park at North Carolina State University says he's interested in running the automotive research park that Clemson University is developing in Greenville.

"I've let Clemson know that, if they want to consider me as a candidate, that would be fine with me, and I would certainly let my name go forward," said Robert T. Geolas, coordinator for the 1,334-acre Centennial Campus in Raleigh.

Clemson has also "identified" other potential candidates, said Neill Cameron Jr., Clemson's vice president for development. He declined to name them, and said Clemson hopes to fill the job by the middle of February.

Cathy Sams, Clemson's chief public affairs officer, said the university is still writing the official job description.

Cameron said Clemson is impressed with Geolas, and consulted with him while making plans for the **International Center for Automotive Research**. But he said Clemson is only beginning the official search to hire a director for ICAR.

"We're going to search the market and find the best, and right now Bob Geolas is one of the best," Cameron said.

Asked if Clemson had interviewed Geolas for the job, Cameron said, "There have been some overtures, but there's been nothing official. No offer's been made, rejected or accepted."

The ICAR director will be responsible for the park's overall business management, including coordination of academic and corporate activities, state government relations and development of 250 acres that Clemson will own, Cameron said. He said the salary hasn't been determined.

Meanwhile, Clemson is also searching for a professor to head a new graduate school of automotive engineering that will go on the ICAR property – 407 acres along Interstate 85 – and has turned that job over to Heidrick & Struggles, an executive search firm, Cameron said.

Centennial, according to its Web site, is home to more than 100 government, university or company units.

Corporate tenants housed in its 17 buildings include Bayer, the German chemicals and pharmaceutical giant, and Ericsson, the Swedish wireless company. The headquarters of the Red Hat software company, a North Carolina startup, is also on the Centennial Campus.

J. Michael Bowman, president of the Delaware Technology Park in Newark, Del., said Centennial is one of the best-known parks in the country.

"It's got to be up there, certainly in the top 10," said Bowman, who serves with Geolas on the board of the Association of University

Research Parks, a trade association in Reston, Va.

Geolas, 39, has been Centennial's coordinator, its top manager, since 2000. A graduate of N.C. State, he also worked as legislative liaison for the North Carolina Speaker of the House and executive assistant to the North Carolina secretary of transportation, according to his resume.

Geolas said ICAR has the ingredients of success that university research parks need: strong commitment from a major university, a high-profile industry partner in BMW Group and a "sense of ownership" by the community.

"I think it's a terrific project," he said. "I think it has a great future."

Research at ICAR will focus on the automotive and motorsports industries.

South Carolina officials have approved a \$103.5 million bond package that includes funding for the park's first tenants the graduate school and a BMW research center focused on information technology.

BMW has said it expects to have more than 300 employees in the research center within two years.

International Business Machines Corp., Microsoft Corp. and Michelin North America Inc. have said they will play roles in the park.

Other potential tenants are in discussions with Rosen Associates Development Inc., the Miami development company that will control 150 acres in the park.

Clemson's long-term plans for ICAR include a full-scale wind tunnel and laboratories focusing on electronics systems, safety/crash-worthiness, fuel economy and alternative fuels.

Mug: Geolas

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Top 25 represent diverse fields

Staff

The Greenville News= Final

Newspaper's Top 25 Leaders from education, business, politics, religion

The Greenville News today announces the individuals selected as the community's Top 25 Leaders.

More than 700 community leaders were asked by The News to help select individuals who have exercised influence on matters of public interest, including issues ranging from politics, business and government to education, religion and the arts.

Profiles of the 25 are published today in this special report. More profiles on Pages 20A and 21A

Ralph Anderson

Anderson on mission to help those in prison

Sen. Ralph Anderson has spent a lifetime helping people. But the people he enjoys helping most these days are behind bars.

"Since I've been on the Senate Corrections Committee, the Lord has given me a mission to help the parents of those people who are in prison," he said. "You don't get any credit for helping a prisoner. You don't get any publicity. But you do it because you feel it is the right thing to do."

Anderson, 76, one of the Corrections Committee's most vocal members, spends, he says, about two hours a day responding to calls from inmates' families or letters from prisoners.

From handling parole issues to seeing that a prisoner's medical condition is looked after, Anderson said he is often able to put a family's worries to rest.

"Those things take away the frustration that we encounter as an elected official," he said. "When someone calls and says, 'My son is home, and he's working now,' that's better than catching a three-pound fish."

Anderson said he is proud of the perfect score he received from the South Carolina Education Association's report card on state legislators. He was the only member of the Greenville Legislative Delegation who received the top score for supporting public schools.

— Tim Smith

Photo: Ralph Anderson, state senator

James Barker

Barker reviews Clemson's vision, mission every day

Clemson University President James Barker's blood has been Tiger orange since he arrived at Clemson University from his hometown of Kingsport, Tenn., on a partial track scholarship in 1965.

An architect by profession and degree, Barker returned to Clemson in 1986 as dean of the College of Architecture and has left his fingerprints on the design of that college, the university and the state ever since.

Barker, 56, was named the 14th president of Clemson in late 1999 and set a goal to serve for 10 years and in that time to make his alma mater a top-20 national public university.

Each morning, as he dresses in the bedroom of the two-story white brick president's house a short walk from his office in Sikes Hall, he slips a printed card into the breast pocket of his jacket.

The card contains the vision, mission and his goals for the university.

"It's so easy to be distracted in the process of decision-making. It's a way of staying focused and staying accountable," Barker said.

He believes that enhancing the quality and national stature of the school he loves is the best way to help students and improve the lives of all South Carolinians because it will help build a foundation for a knowledge-based economy.

New partnerships such as the **International Center for Automotive Research** in Greenville are designed to further that goal.

— Anna Simon

Photo: James Barker, Clemson president

Tom Barton

New technology will drive education, Barton says

As Tom Barton enters his 41st year as the only president of Greenville Technical College, he says he has much to look forward to.

Education should be accessible and relevant to the times, and in Greenville that often means staying abreast of changes in technology, he said.

"Campuses must be convenient. Campuses must keep up with the technology," said Barton, 74. "New technology is what drives us."

Clemson University's automotive research park was good news for the state, the region and Greenville Tech, he said. He expects that about 70 percent of the research park's work force of engineering technicians will be drawn from technical colleges around the state, with the majority coming from Greenville Tech.

In early January, architects will be selected to begin drafting plans for a Northwest campus, Barton said. He expects groundbreaking on the first anchor building in the coming year. The project could be completed by mid-2006, he said.

— Ishmael Tate

Photo: Tom Barton, Greenville Tech president

Scott Case

Council vice chairman seeks council consensus

Scott Case joined Greenville County Council in 1995 as a 30-year-old newcomer to politics.

Case, now 38, is an accountant by trade with a master's degree in taxation. He has made a point of keeping the county financially sound with a pay-as-you-go philosophy and a solid credit rating — currently AAA, the best it can be.

Two years after joining the council, he became its vice chairman, a position the Republican still holds along with leading the finance committee.

Case said he is proud of the role he has had in keeping the county's portion of property taxes steady for more than a decade — this despite a growth in the county's annual budget from roughly \$143 million in fiscal year 2001 to a projected \$170 million in fiscal 2004.

Case also is proud of the county's implementation of a two-year budget in 2000. Passed in off-election years, this has effectively removed politics from the process.

He describes his leadership style as that of analysis and dialogue. Members, he pointed out, have equal power on the council and must work together.

"I try to understand thoroughly the issue," Case said. "I've never found an issue that could not be resolved with enough careful discussion and consideration."

He said his accomplishments have only been possible through teamwork.

"I could have had no part in anything I've been involved in without the help and confidence placed in me by my colleagues," he said.

– Anna B. Brutzman

Photo: Scott Case, Council vice chairman

Merl Code

Code expects to launch new business ventures

Merl Code, judge, lawyer, businessman and civic leader, says he's entering 2004 in better physical shape than he has been in five years.

Knee replacement and back surgery, among other procedures, have repaired much of the wear and tear of an active 55 years, including eight as a professional football player.

While he'll remain active in numerous civic and educational organizations, he said he expects to roll out some new business ventures in 2004.

"Right now, they're bubbling -- not yet boiling, but they're getting there," he said.

He has long served as a Municipal Court judge in Greenville, and he is the principal in the Code Law Firm. He is president of Code & Associates, a sports management agency, as well as the owner and chief executive officer of Precision Tool Manufacturing, a small maker of machine parts.

He moved up this year from being a member of the University Center's board of visitors to vice chairman and chairman-elect.

Having helped Furman University establish its Max and Trude Heller Collegiate Educational Service Corps this past year, Code now serves on the university's advisory board.

He remains involved in the Blue Ridge Council of Boy Scouts, having headed its 2003 Friends of Scouting fund-raising campaign, and locally he serves on numerous other community boards, including those of the United Way, Phillis Wheatley Association and Urban League.

On a state basis, he serves on boards of directors for BB&T Bank and Blue Cross and Blue Shield.

– Ed O'Donoghue

Photo: Merl Code, attorney, businessman

'Champ' Covington

Covington stepping up business activity in '04

Howard "Champ" Covington is back in business – not that he was ever really gone.

Having in past months finished a six-year stint as chairman of the state's Transportation Infrastructure Bank and service as co-chairman – with wife Gene – of the 2003 Greenville United Way Campaign, Covington is involved in three new business ventures.

Two are with his children: With daughter Cammie Mackie, the 59-year-old Covington has opened MAC Marketing – Mackie and Covington – and with son Champ and Victor Austin, he'll open a Port City Java coffee shop in January in the newly enlarged Wachovia Bank complex at 15 S. Main St.

As residents of a condominium atop the Poinsett Plaza office building at 104 S. Main St., he and his wife are active in downtown affairs, Covington said.

Mrs. Covington is on the Downtown Business Association board of directors, and "I'm trying to get involved with several aspects of downtown," Covington said.

His third new venture is in real estate development, the field where he made his mark following his arrival in Greenville in 1970.

With local businessman Eddie Lathan Jr., Covington is planning a four-building office and distribution complex on 28 acres on U.S. 25, just outside the Matrix industrial park. Work on the first of the "spec" buildings will begin in January, Covington said.

– Ed O'Donoghue

Photo: Howard "Champ" Covington, businessman

S.C. Cureton

Helping humankind focus of Cureton's energy

The Rev. S.C. Cureton has been doing what he did in 2003 for so long, he was surprised to learn he had been named to the list of the most influential people in Greenville County for the year.

"I thought my day had passed and gone," he said.

Cureton, holder of two doctoral degrees, has done plenty.

He's past president of the 8.5-million-member National Baptist Convention USA Inc., past president of the 450,000-member Baptist Education and Missionary Convention of South Carolina and past president of the Greenville Urban League.

And he's been pastoring for 50 years -- 38 of them at his current church, Reedy River Missionary Baptist Church in Mauldin.

But giving a helping hand to those in need is where Cureton gets the most satisfaction.

"The only goals that I have are to continue to help humankind, because people are hurting in this world," he said.

Cureton is now chairman of Save Our Sons, an organ-

ization that works to help young black males.

"Life is not worth living unless you're willing to help somebody," he said.

– Ron Barnett

Photo: The Rev. S.C. Cureton, pastor, Reedy River Missionary Baptist Church

Jim DeMint

DeMint pushes new strategy for tax reform

Heading into his last year in the U.S. House, Rep. Jim DeMint won't be coasting.

Instead, he has a list of items to push, including some of Capitol Hill's most controversial issues: tax and Social Security reform.

DeMint is leaving the House, but not necessarily Washington.

He's one of four seeking the Republican Party's nomination for the U.S. Senate seat being vacated by Democrat Ernest F. Hollings after 38 years.

He has a unique strategy for tax reform.

DeMint would create a commission with members appointed by the president and congressional leadership, similar to the Base Realignment and Closing Commission of the 1990s. Like BRAC, the tax reform panel would submit its recommendations to Congress for a yes-or-no vote, with no amendments allowed.

"With all the special interests involved, it's the only way, because you're never going to develop a consensus in Congress," he said.

DeMint, 52, was a marketing executive making his first bid for elective office when he followed his friend and political mentor, Bob Inglis, into the 4th Congressional District seat in the 1998 election.

A term limits advocate, DeMint committed to no more than three two-year House terms, as had Inglis, who ran against Hollings and lost.

– Dan Hoover

Photo: Rep. Jim DeMint, House of Representatives

George Fletcher, businessman

Fletcher sees Greenville converting its economy

A new stadium for the Greenville Braves is out of his hands now, and George Fletcher is looking for new ways to steer a new and improved Greenville into the future.

Fletcher headed the committee that in 2002 recommended a Woodruff Road site for a new stadium, but when that proposal fell apart, the emphasis shifted to a downtown site near the Reedy River – and a complex series of negotiations has the issue in limbo.

While the stadium faces a "tough" future, not so the upcoming report on community visioning, an update of the plan developed in 1987 under the leadership of former Greenville Mayor Max Heller.

The recommendations, due in the year's first quarter, will include "keeping the green in Greenville and the villages in Greenville" by helping the smaller communities retain their village atmosphere while linking them via greenways and

bikeways, he said.

Fletcher also expects a recommendation "to begin converting the economy to something less dependent on manufacturing."

Fletcher, 59, is president of the four-company Fletcher Group of environmental engineering firms.

– Dan Hoover

Photo: George Fletcher

Bill Hamer

Hamer pushes students, teachers to reach higher

On his very first day as superintendent of Greenville County Schools, Bill Hamer set a very lofty goal: that the district be the best in the Southeast by 2005.

During his four years on the job, everything the 46-year-old retired Army lieutenant colonel turned public educator has done has been done with that goal in mind.

The district is making progress, Hamer said.

Test scores are improving. The district has increased the academic challenge for all students, from its very youngest to its oldest. New schools are being built, and new leaders are being trained. A culture has been created in which advancing achievement is the expectation.

"Our progress is profound," Hamer said.

But Hamer, a graduate of West Point, knows there are challenges ahead for the state's largest school district, chief among them continuing state budget problems that have slashed more than \$25 million from the district the past three years and threaten to take more this year.

He won't let budget problems stand in the way of achieving his goals, he said.

"There are many more miles to travel, and we won't rest," he said.

— Cindy Landrum

Photo: Bill Hamer, school superintendent

Max Heller

Heller's service to city continues to be felt

Almost 23 years after he stepped down as Greenville's mayor, Max Heller is still being recognized for his contributions to the city's development.

Heller, 84, fled his native Austria in 1938 and came to Greenville with less than \$2 in his pocket. By 1969, he retired from the shirt-making business he owned and was elected in 1969 to the City Council. He served as mayor from 1971 until 1979.

He often is credited with jump-starting the rebirth of downtown while mayor. Heller started an ambitious landscaping plan, and he wanted Main Street narrowed from four lanes to two so shoppers and tourists would have a place to walk.

He accepted an appointment from Gov. Dick Riley in 1979 to head the South Carolina Development Board. Heller devoted the next five years to improving and diversifying the economic base of the state.

He and his wife, Trude, have three adult children.

— John Boyanoski

Photo: Max Heller, former Greenville mayor

Hayne Hipp

Hipp says volunteerism helps define community

Managing 15 television stations across the country has never been enough for Hayne Hipp.

Hipp, chairman and chief executive of Greenville-based Liberty Corp., said volunteerism is what truly defines a community.

"It's the involvement of the people of a community that makes a community great," he said. "Without that involvement, it's static and sterile."

Hipp, 63, has chaired the South Carolina Chamber of Commerce and the Greenville Hospital System, as well as the Greenville Urban League and the Alliance for Quality Education. He's also a former Greenville County school trustee.

This year he's chairman of the Peace Center Performing Arts Center.

"I'm grateful to have a chance to participate," he said.

A Greenville native, Hipp attended Washington & Lee University in Virginia and earned an MBA from the University of Pennsylvania. He also had a stint in the Army.

He got his first taste of the insurance business working for Metropolitan Life in San Francisco. He returned to Greenville in 1970, working in marketing and investments at Liberty Life. He became chief executive officer nine years later.

Liberty Corp., which was founded in 1917 by his grandfather, has had a good year, Hipp said. Since it got out of the insurance business a few years ago, its core holdings are 15 TV stations, including WIS-TV, an NBC affiliate in Columbia.

"There is a pickup in the economy and most of our markets," he said.

He said the keys to improving South Carolina's economy are creating jobs and education.

– Andy Paras

Photo: Hayne Hipp, businessman

Bob Hughes

Hughes tackles issues with 'big-picture' view

Developer Bob Hughes believes it's his duty to leave the world a better place.

It's among the many lessons he learned from his father, R.E. "Red" Hughes, and one he cherishes most.

New schools stretching from Greenville County's northern tip to its southern end to a proposed development on Greenville's Reedy River to an arts festival in the planning stages are signs of how Hughes is trying to do that.

When deciding which projects to help, Hughes, 51, looks to see whether it will lead to systemic and lasting change.

"Are you addressing the symptom or are you addressing the disease?" he said. "We've got a lot of money in this community, and a lot of heart and caring, but if it's all misdirected, we're not necessarily going to have a lot of impact."

Hughes, president of Hughes Development Corp., said "big-picture" solutions was one reason he helped form Institutional Resources, which is heading up a \$865 million school construction plan.

The company is about halfway through the plan, which will build or renovate 65 schools in four years. Hughes said that project, which has had its critics and courtroom challenges along the way, is one of his biggest accomplishments.

– Cindy Landrum

Photo: Bob Hughes, businessman

Dr. Bob Jones III

Jones says ministry his guide in working for God

Dr. Bob Jones III is seen as a national torchbearer for Christian fundamentalism, but the man who initially resisted a call to the ministry prefers to quietly work for God.

The 64-year-old president of Bob Jones University on Wade Hampton Boulevard has generated controversy with his unflinchingly Christian positions. They've landed him in the national media in previous years, but the self-described "timid" man spent the past year largely outside of the spotlight.

He did, however, come out in support of a compromise that would have created a Martin Luther King Jr. holiday to honor the civil rights movement in Greenville County.

The university's 5,000 students and 1,700 employees have profoundly influenced the Upstate -- everything from student volunteers fanning out from women's shelters to Camp Spearhead, to graduates changing the local political structure and teachers instructing a new generation in Upstate schools.

Jones moved to Greenville when he was 8 when his father moved the university from Tennessee. He attended a public school, Stone Elementary, until he switched to a private academy his father started. He watched the rigors of running a university take a toll on his father and grandfather, but after turning his life over to God, he followed in their footsteps.

Jones went on to earn bachelor's and master's degrees in speech from BJU and did postgraduate work at Northwestern and New York universities.

– Paul Alongi

Photo: Dr. Bob Jones III, president, Bob Jones University

C. Dan Joyner

Ethics a strong part of Joyner's leadership skills

Ethics, a good attitude and a strong work ethic – those are the characteristics that help a business person become successful, says C. Dan Joyner, owner of Prudential/C. Dan Joyner Real Estate.

Joyner, 66, said in business, leadership skills are paramount.

In addition, a successful business requires good employees and "a strong organization to lead employees on a successful career path," he said.

The year 2003 was positive – the company closed more than \$800 million in sales, up from \$675 million the previous year. That makes it the second-busiest real estate company in the state and the busiest in the Upstate, he said.

And he said he's looking for more of the same in 2004.

Based on continued low interest rates and a large inventory of housing, he said, economists told members of the National Association of Realtors board recently that 2004 is probably going to be stronger than 2003.

Joyner, who said he has always believed in giving back to the community, joined the boards of the Peace Center and the Greenville Convention and Visitors Bureau in the past year.

The graduate of Greenville High School and Furman University also serves on the board of the National Association of Realtors.

– Jenny Munro

Photo: C. Dan Joyner, businessman

Michelle Shain

Shain anticipates new ventures coming to town

Michelle Shain, a Greenville City Councilwoman, is doing what she does best: exploring new vistas.

Shain just started her second four-year term on Greenville City Council. While the nation struggles to emerge from three years of economic doldrums, Greenville has more than held its own, she said.

"Greenville is lucky," she said. "Even though we've seen layoffs, we see new investment coming."

Just before Christmas, Shain left her job of two years as Furman University's director of community relations to start Shain & Associates, a public affairs and community relations firm in February.

"I want to do it on my own and make money," said Shain, a businesswoman's daughter. She said she knows the Upstate's terrain and expects to earn a living in her new venture.

Shain, 46, chairwoman of the city's economic development committee, summed up the council's year by saying: "We've been busy."

The City Council has tried to kick-start development with a new downtown baseball stadium, more in-city housing, the West End, Pleasantburg Drive and more retail, such as Mast General store.

She said the proposed auto research park, BMW, Michelin and other firms are supplying economic incentive.

"That's transformational for the state," Shain said.

On tap for the city in 2004:

+ Getting a new baseball stadium for the Braves.

+ Master plans or a master blueprint for Nicholtown and Pleasantburg Drive.

"We've got to take care of the West End," Shain said. "We've got to make other areas of the city work."

– E. Richard Walton

Photo: Michelle Shain, Greenville City Council

Minor Shaw

Neighborhoods the focus of Shaw's civic efforts

Minor Mickel Shaw knows how important it is to be a good neighbor.

Shaw, who's been involved in numerous civic, education and arts organizations over the years, focused a lot of her efforts in 2003 on improving neighborhoods.

As a member of the United Way and the Greenville Chamber of Commerce, she plans to continue that in 2004.

For instance, Shaw and Greenville City Councilwoman Diane Smock are co-chairing Greenville Dreams, a program that intends to help neighborhood revitalization in the city and county.

"We're seeing great growth and potential in Greenville in general, but you still have your neighborhoods falling behind," she said. Shaw said they are pulling neighborhood leaders together with members of the corporate and architectural communities to look at revitalizing Greenville as a whole. "We still have a long way to go, but we're excited that we're bringing people together," she said.

Shaw, 56, also has been involved in another program called NeighborWork. Shaw helped pull the United Way, United Ministries, Greenville Tech, the Greenville Hospital System, St. Francis Hospital and Within Reach together to create jobs.

"We've put people back into the work force doing medical receptionist jobs as well as nursing assistant jobs," she said. "You want to make sure everybody prospers."

– Andy Paras

Photo: Minor Shaw, civic leader

David Shi

Shi extends his influence beyond Greenville County

David Shi was a leader on the field when he played football for Furman University. He's still leading, but now he's doing it as the university's president in a book-packed office overlooking the campus.

Shi, who was named "Outstanding College Athlete" in 1971, went on to a career as a historian and became Furman's 10th president in 1994. In 2003, his influence extended beyond Greenville County and throughout the state's higher education community.

Shi, 52, is one of four college or university presidents on the Top 25 list. He and his wife, Susan Shi, are the only married couple on the list. They shared the Urban League's top honor, the Whitney M. Young Jr. Humanitarian Award, in November.

As co-chairman of the Vision 2025 Committee, Shi has been thinking about how to make everything from the economy to education better in

Greenville and the surrounding communities. He said the committee will unveil a plan in the winter or spring.

He's also been busy planning and financing the Younts Conference Center, a hall for weddings, workshops and other events that Shi hopes will further connect the campus to the community. Construction on the center begins this month.

Shi has been busy on campus, too, this year. He had to fill three of the university's top posts, including a chaplain and vice presidents for academic and business affairs.

In the higher education realm, he was chairman of the state Tuition Grants Commission and was a member of the Commission on Higher Education.

– Paul Alongi

Photo: David Shi, president, Furman University

Susan Shi

Shi helping lead changes in United Way spending

Susan Shi has been active in the community for years.

This year, though, brought accolades that have been unprecedented in her life.

In November, the Urban League gave Shi, 54, and her husband, Furman University President David Shi, the group's highest honor, the Whitney M. Young Jr. Humanitarian Award.

Also in 2003, Shi was chairwoman of a United Way committee that helped create the Community Impact Agenda, a set of guidelines that changes how millions of dollars will be spent from focusing on agencies to focusing on what issues most affect the county's neediest citizens.

"It's going to completely redo the way United Way works," she said.

Shi grew up in Jacksonville, Fla., and came to Greenville in 1967 to attend Furman University.

She met her husband at Furman and graduated in 1971 with a bachelor of arts in history. She taught at Greenville Middle School while working toward a master's degree in education.

In 2004, Shi said she will focus on the same causes as always, which include working to improve early childhood education and the public schools.

– Paul Alongi

Photo: Susan Shi, civic leader

J. Verne Smith

Senator a force in state Legislature for decades

J. Verne Smith, Greenville County's longest-serving state senator, is intent on protecting Medicaid and public colleges in 2004.

He said the "completely demoralizing issue" facing the state is its financial condition. That's an issue that must be discussed and resolved, and he is one of the Senate leaders who will be heading up that task.

An immediate problem is funding Medicaid, he said.

"It would be a tragedy if we don't fund our match for Medicaid," he said, adding about 70 percent of people in nursing homes in the state are on Medicaid.

"If they go to cutting Medicaid services, there will be outrage," Smith said. Besides the need, Medicaid dollars are "a tremendous source of economic activity, money in circulation."

He's also concerned about higher education and doesn't believe the state's colleges and universities can afford to become private institutions.

"I think it would price them out of business," he said. "It would price out our people."

Duplication does need to be addressed, and more facilities such as the University Center, with its more than 5,000 students, need to be considered, he said.

Smith, 78, a Greenville County native, owns the Tire Exchange and began his political career by serving on the Greer Commission of Public Works.

His leadership can be seen in roads, schools and human-resources facilities across the Upstate. He's also a leader in arts education.

Smith attributes much of his success to his wife, who supports all of his activities, and the examples set by his father, who died when he was 8, and his mother, who raised a family and ran a peach business.

— Jenny Munro

Photo: J. Verne Smith, state senator

Knox White

White says best yet to come for Greenville

Greenville Mayor Knox White started 2003 saying he wanted to finish the projects he started in the past eight years such as West End revitalization, more retail on Main Street and sealing the deal on a Clemson automotive research park.

By the end of the year, he had won a third term atop the 10-story City Hall on Main Street and was on his way to meeting his goals.

But White said he's not going to rest. "I walk around knowing that the best is yet to come."

One of those things will be the \$13.5 million Falls Park on the Reedy, which is set to reopen this spring. The first phases of the auto park will open later this year.

He also hopes the years-long battle to find a new home for the Greenville Braves will end with a minor-league stadium in the West End.

He also hopes he and the council will be moving to the ground floor of a new building that looks like the one torn down in 1973.

A graduate of Wake Forest University with a law degree from the University of South Carolina, White practices law in the

Haynsworth firm, founded in the 1880s by his maternal great-grandfather.

He served 10 years on the City Council and lost a bid for Congress in 1988 before riding a neighborhood campaign to upset incumbent Republican Mayor Bill Workman in 1995. He and his wife, Marsha, have two children, Marian, 17, and Knox Jr., 13.

— John Boyanoski

Photo: Knox White, Greenville mayor

Mack Whittle

Banker says firm's success opening doors of opportunity

Success creates opportunities, according to Mack Whittle, president and chief executive officer of The South Financial Group and chairman of its two principal subsidiaries, Greenville-based Carolina First Bank and Florida-based Mercantile Bank.

The bank holding company is cash-rich, thanks to a stock offering last month, and in a position to expand, whether in the Carolinas or Florida.

The past year was remarkable for its lack of bank mergers, but Whittle's South Financial was one of only two institutions in the state to make an acquisition.

"This past year was the best year from an earnings perspective in the history of the company," he said, noting it was expected to surpass \$100 million in net income in 2003.

"We're coming off a three-year financial plan where we accomplished all of our objectives" and, in part because of that, "we sold \$170 million in new common equity," he said.

Whittle, 55, has headed South Financial, the former Carolina First Corp., from its inception in 1986, overseeing its growth from a local, to a regional, to a state, to an interstate institution with 135 offices and \$10.3 billion in assets.

Whittle, a former president and "outstanding young banker" of the South Carolina Bankers Association, began his banking career in 1969 at Bankers Trust.

He is chairman of the board of trustees of the University of South Carolina, where he earned both bachelor's and master's of business administration degrees.

Next fall, he's due to be chairman of the South Carolina Chamber of Commerce.

In April, President Bush appointed him to the President's Advisory Committee on the Arts, one of 64 nationwide who serve as liaisons between their states and the John F. Kennedy Center for the Performing Arts in Washington.

— Ed O'Donoghue

Photo: Mack Whittle, businessman

David Wilkins

Speaker wields quiet, steady power across state

State House Speaker David Wilkins finally sees light at the end of the state's long, dark budgetary tunnel.

The budget crisis that has resulted in several years of cutbacks is still there but not quite as severe.

The worst isn't necessarily in the past, he said, but there is reason for optimism.

"We have one more very difficult budget-writing year, this one," Wilkins said. "After that, we turn the corner. Already general fund revenues are up 2 percent over this time last year, so I'm optimistic this is the last year we're looking at cuts."

When lawmakers return to Columbia in January, they will still face a shortfall, from \$225 million to \$350 million, depending upon whose calculations are used, he said.

From a more personal standpoint, Wilkins said he is hoping for "a session where we can find consensus and work together cooperatively for the betterment of South Carolina," adding, "I hope to provide leadership for the House, my chief role."

Wilkins, a 57-year-old Greenville lawyer, will be entering his 10th year as speaker and the second in which his Republican Party controls both House and Senate and the Governor's Office.

As speaker, Wilkins has built a reputation as a quiet, steady leader who doesn't shy away from reining in the House in its more fractious moments.

His office is a powerful one, controlling the language and flow of legislation to committees and, ultimately, for floor debate by the 123 other members.

Wilkins is also President Bush's state re-election campaign chairman.

– Dan Hoover

Photo: David Wilkins, state House speaker

Brad Wyche

Wyche urges new approach to handling Upstate growth

Brad Wyche left his post as chairman of the state Department of Health and Environmental Control during 2003, but his influence on environmental issues, particularly conservation and quality growth, continued.

Wyche, 53, has a new approach for 2004 for dealing with the growth he expects will follow the development of Clemson University's automotive research park in Greenville County: transfer of development rights, or TDR.

The nonprofit organization he formed after leaving the legal profession in 1998, Upstate Forever, will urge county and city leaders to form a committee to study TDR, which basically allows a way for more growth to occur in areas where it's desirable while protecting other areas, such as the scenic countryside of northern Greenville County.

"And with the auto research park now a reality, the time has come for TDR," Wyche said.

He also plans to continue to be an advocate for a parks and open spaces blueprint called Vision 2025. He was chairman of the committee that developed that plan.

"I'd love to see us get started in making those goals a reality," Wyche said.

– Ron Barnett

Photo: Brad Wyche, civic leader

Baxter Wynn

MLK holiday, school funding on Wynn's 2004 wish list

Baxter Wynn has a wish list for 2004 with three items on it:

The Greenville County Council adopts a Martin Luther King holiday. The Legislature increases funding for schools. And the county's United Way has another record year.

Wynn, minister of pastoral care and community relations at Greenville First Baptist Church, was active in the MLK issue in 2003 and plans to continue working on it.

"We're not giving up," he said.

He was chairman of the United Way of Greenville County, which set a fund-raising record in 2003 while undergoing reorganization that Wynn says will better position the agency for the future.

He's also particularly proud of his church's involvement in the Haynie-Sirrine community.

"I think we're moving closer to the time that that will be a revitalized community," he said.

But what Wynn most wants to say for the record is this: "Any influence I

have is due to the church's encouragement of me to be involved in the community."

– Ron Barnett

Photo: Baxter Wynn, pastor, Greenville First Baptist

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Greenville News

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Section: Opinion

Page: 6A

War, tragedy marked 2003

Staff

The Greenville News= Final

Combat casualties, a plane crash, a shuttle explosion, massive job loss, \$275 million worth of aggrieved Upstate investors tested our resolve.

War and loss defined 2003. In a year when this state swore in a new governor, the economy showed new life -- although not more jobs -- and Greenville broke ground on a research park that could potentially transform our region's economy, the headlines and our mood were dominated by war, tragedy and loss.

A year that began with a heated debate over the wisdom of pre-emptive war ended with the decision to wage war vindicated. In between was a quick capture of Baghdad, a premature declaration of the end of major fighting and a tough, costly grind to settle and rebuild Iraq that continues to put American troops at risk.

In the end, 2003 will be remembered for the quiet capture of Iraqi dictator Saddam Hussein and the Bush doctrine of pre-emption prevailing. It opened the door of self-rule in Iraq and closed Libya's nuclear weapons program by setting a high price for defying international authority.

America has paid a steep but necessary price for holding Iraq accountable, having lost 139 troops in the major fighting and an even greater number since the end of major fighting was declared May 1. Many more Americans have returned home with physical and emotional scars, making this year an especially trying time for thousands of families with military ties, including many National Guard families coping with sudden, long-term absences.

This nation experienced a bitter, unexpected loss when the space shuttle Columbia disintegrated over Texas in February, killing all on board and raising new questions about the future of our space program, which needs new energy and focus. More American lives and property were lost to wildfires and mudslides.

Locally, flight 5841 from Charlotte to Greenville crashed killing 21, including students from Bob Jones and Clemson universities. In a year marked by loss, this state's biggest news story was the death of J. Strom Thurmond, a former senator and governor who at age 100 died in his hometown of Edgefield. He stood without peer in his political service to this state.

The biggest local story was about loss, too, albeit of a different kind. The March bankruptcy of Carolina Investors and its parent company, HomeGold, meant 3,000 mostly Pickens and Greenville county investors lost a collective \$275 million. The only positive of this sordid story of alleged deception and failure was that it pushed the state Legislature to institute reforms that make it easier to prosecute corporate malfeasance.

Workers also witnessed their share of loss, as General Electric announced more layoffs. The textile industry continued its slide. And manufacturing, so vital to this part of the state, is on a 14-month run of net job losses. South Carolina posted record unemployment numbers this year, making job security a dominant issue in 2003.

And then there was strife. Greenville County made national headlines by deciding to remain the state's last county without a paid Martin Luther King holiday. The County Council's decision to allow county employees to vote on holidays satisfied very few people and begs for change. The challenge will be to find a lasting and more satisfying solution without a repeat of the often ugly protests and counterprotests surrounding this year's debate.

It was another tough budget year for this state, as lower revenues forced a reduction in spending -- including education -- and the underfunding of critical agencies like the Corrections and Mental Health departments. The cuts forced our local school district to eliminate 290 jobs.

Despite all the bad news, 2003 had its moments. Greenville broke ground on the **International Center for Automotive Research**, the fruit

of an unprecedented partnership between Clemson University and BMW. ICAR will provide security to our local automotive industry and could potentially create thousands of jobs.

A reform-minded Mark Sanford was sworn in as South Carolina's governor, giving Republicans total control of state government. And Sanford can claim victory in reforming the way the Department of Motor Vehicles operates and convincing a judge to end an embarrassing chapter in state governance -- the federal oversight of the Department of Juvenile Justice.

With so many challenges, 2003 should be remembered as another test that we -- this community, state and nation -- survived with confidence of a better 2004.

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Greenville News

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Section: Upstate Business

Page: 1, 9X

STREET TALK

Staff

The Greenville News= Final

Both Clemson University and the University of North Carolina Charlotte are trying to partner with the motorsports industry, including the cluster of NASCAR teams just north of Charlotte, but their efforts shouldn't conflict, said Jim Woodward, UNCC's chancellor.

In Greenville, Clemson is developing the **International Center for Automotive Research**, which will focus on the automotive and motorsports industries and include a new graduate school of automotive engineering.

Clemson also plans a full-scale wind tunnel at ICAR that it would make available to motorsports teams, although it has yet to secure an estimated \$50 million needed to build it.

Most NASCAR teams are based in Mooresville, N.C., just north of Charlotte - a fact not lost on Clemson officials as they made plans for ICAR.

Proximity to the NASCAR cluster is the reason that UNCC offers an undergraduate degree in mechanical engineering with a focus on motorsports.

Recently, Woodward told North Carolina lawmakers they should pay more attention to motorsports as a means of economic development. Separately, a committee of UNCC trustees heard a presentation on motorsports, he said.

"There's a lot of different discussions about motorsports in part because of what's been done in South Carolina," Woodward said. Still, he doesn't see the two universities competing.

"Neither Clemson nor UNC Charlotte is now, or will be able, to fully support this growing industry," Woodward said. "I think what's happening in South Carolina is good for UNC Charlotte and for the Charlotte region."

"It's not a zero-sum game."

BMW Group has had a busy year, and the last month of 2003 is continuing the trend.

The German auto maker reported it has sold more than 1 million vehicles under the BMW and Mini brands in the first 11 months of the year. That's an increase of 3.1 percent over the previous year.

A main driving force behind the sales developments is the new BMW 5 Series. Since the international launch in July, 52,350 of the new vehicles have been sold. In addition, the BMW 7 Series also has recorded an increase in sales to 51,850 in the first 11 months of the year as compared to 45,160 last year.

Mini reached its annual sales target of 165,000 by the end of November. The United Kingdom remains the strongest Mini market with 33,640 cars sold, with the United States coming in second with 32,010 cars.

Also, the 330i performance package will make its debut at the Los Angeles Auto Show in late December. It will be on the 330Ci coupe and convertible. The package was created exclusively for the North American market. The package increases the horsepower to 235. The car will accelerate from a standstill to 50 mph in 5.9 seconds.

The company also announced its introducing its new X3 sports activity vehicle, the small sibling of the X5 SAV made at BMW's Greer plant, with a national TV and print ad campaign, beginning Jan. 1.

"With the X3, BMW is truly extending its reach," said Jim McDowell, vice president, marketing, BMW of North America. "The X3 is built for people with an active lifestyle."

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Section: Front

Page: 1, 8A

Clemson chief rejects Sanford's offer

Anna Simon

Staff

The Greenville News= Final

Barker says taking public university private not in school's, state's best interest

By Anna Simon

CLEMSON BUREAU

asimon@greenvillenews.com

CLEMSON -- A private Clemson wouldn't be in the best interest of the state or the school, university President James Barker said Wednesday.

"If it is up to us, the clear answer should be 'No,'" Barker said, responding to a recent proposal from Gov. Mark Sanford to allow some state colleges and universities to go private and free up some state funding for other uses.

"There has not been careful, thoughtful deliberation, and there is no indication that such a move would be in Clemson's or South Carolina's best interest," Barker told faculty members and staffers in a speech at Clemson's Brooks Center.

"Certainly it is not an action that should be taken simply to balance the state budget."

Barker said in a later interview that university trustees are unanimous in their desire to remain a public institution.

Sanford proposed that the commission that governs universities have more power to eliminate duplicate programs. And he said that if a four-year school didn't want to be part of the new system, it could go private.

The proposal would have to clear the state Legislature.

In response to Barker, Sanford's press secretary, Will Folks, said Wednesday the governor's proposal wasn't "a strategic objective in and of itself."

It was "more of a tactical move as well as a safety valve for schools that might want to take him up on it," Folks said.

"In outlining the need for a more strategic focus and efficient targeting of our higher education resources, it was important to the governor that schools have other options to think about," he said.

Barker said Clemson has "no plans to abandon the public mission that has served the state well for 115 years."

The new **International Center for Automotive Research** in Greenville wouldn't exist, and "there would be no 800,000 face-to-face problems solved last year by our Extension Service" if Clemson was private, Barker said.

"There would be no student access to a top-35 education in South Carolina if Clemson was private," Barker said, referring to Clemson's ranking on the current annual US News & World Report list of top national public universities -- up from number 39 last year.

Barker said he is concerned that Clemson is becoming a private university "by default," as state funding dwindles. Currently 24.8 percent of

Clemson's budget – about \$85 million – comes from the state.

"Today, Clemson is over 75 percent private. If we, in South Carolina, truly value a public Clemson, we must find the collective will to support a public Clemson," Barker said.

K.B. Kulasekera, a statistics professor at Clemson, said he agreed with Barker that Clemson shouldn't go private. "It's going to be a disaster," he said.

Calvin Schoulties, dean of Clemson's College of Agriculture, Forestry and Life Sciences, said Barker "made it very clear what his position is, and I think it's the correct one."

Matthew Saltzman, an associate professor of mathematical sciences, said the proposition that Clemson go private "hasn't been well thought out. It's certainly not a substitute for the full support of the state."

Eleanor Hare, a former member of the Faculty Senate who recently retired but still teaches computer science at Clemson, said she was "delighted" with Barker's response. "I back Barker 100 percent. He has clearly thought it through and gathered input and done an excellent job," she said.

Barker said that while the \$85 million that Clemson gets from the state is a small part of the university's budget, it is "funding we could not do without."

Barker said he was surprised when Sanford called him the day before making the proposal public. Clemson plans to continue to push for a regulatory relief bill that passed the state House and will go to the Senate when the General Assembly reconvenes in January, Barker said.

The bill would move the state's three research universities, Clemson, the University of South Carolina and the Medical University of South Carolina, from control of the state Commission on Higher Education.

As Clemson's funding moves more from state to private sources, the school also should be allowed more flexibility from regulation, Barker said.

Folks said that establishing a separate structure to govern the three research universities would further splinter accountability and could lead to a situation where there is no accountability.

Folks said there will be "a lot more direction on higher ed in our upcoming executive budget as well as during the next legislative session."

Cutline:

OWEN RILEY JR. / Staff

Agreed then: Gov. Mark Sanford, left, and Clemson President James Barker were on the same page at an auto park meeting last winter.

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Section: Upstate Business

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Leading indicators

Rudolph Bell

Ben Szobody

Staff

The Greenville News= Final

Economic development, construction pointing to Upstate recovery

By Rudolph Bell and Ben Szobody

BUSINESS WRITERS

For two years, Sam Konduros, president of the Upstate Alliance, the regional economic development organization, has crisscrossed the country, and gone overseas, telling anyone who would listen that the Upstate is a great place to do business.

Unfortunately for him, the economy was struggling most of that time, and few companies were in the mood to invest. Lately, however, Konduros sees reasons to believe his dogged marketing may soon pay off.

Traffic on his organization's Web site has risen steadily this year. In the database it uses to track good candidates for Upstate investment, "leads" and "prospects" have increased 45 percent, to 86.

"That is very demonstrative evidence that we believe things are getting stronger," Konduros said.

Real estate development and economic development often go hand-in-hand, and there is evidence that the market for home construction will remain hot, even as commercial construction heats up.

For builders feeding the residential housing boom, there's still no sign of a return to earth. Some say the recent affordability wave that swept residents from rental properties into self-owned plots has fundamentally improved the attraction of home buying, and the result is a new, sustained plateau for builders and brokers.

Dan Rawls, a Piedmont builder and state representative to the National Association of Home Builders' executive committee, said from his view 12 years of robust home construction has yet to abate. There's still barely a crack in his optimism, which is bolstered by mortgage giant Fannie Mae's predictions of continued healthy mortgage business.

"You show me something else that's carried that (well) over 12 years," Rawls said.

"The state's economy has appeared poised for recovery before, only to fall back, but the recovery looks real this time," said Don Schunk, research economist at the University of South Carolina.

Schunk pointed to the 8.2 percent growth in the nation's gross domestic product during the third quarter and said strengthened corporate profits will mean more spending and hiring.

Offering great promise for the Upstate economy is the automotive research park that Clemson University is developing in Greenville.

State officials have approved a \$103.5 million bond package that includes funding for the park's first anchor tenants - a Clemson graduate school of automotive engineering and a BMW research center focused on information technology.

BMW has said it expects to have more than 300 employees in the research center within two years.

International Business Machines Corp., Microsoft Corp. and Michelin North America Inc. have said they will play roles in the park. They promised to disclose more about their involvement later.

Also, BMW is talking to other companies about joining in research at the park.

"The project is moving along at a very good pace, building momentum, attracting attention throughout our industry," said Bobby Hitt, spokesman with BMW Manufacturing Corp.

Other potential tenants are in discussions with Rosen Associates Development Inc., the Miami development company that will control 150 acres in the park.

Tom Wells, director of development services in Rosen Associates' Greenville office, said he's been getting lots of unsolicited inquiries from automotive and motorsports companies.

"We're getting inquiries from companies throughout the United States and overseas," Wells said. "Everyone is asking for information on the project."

Chris Prziembel, Clemson's vice president for research, has said he expects more company announcements in the days ahead.

"We've been in serious negotiations with a good number of global corporations," Prziembel said last month. "I envision over the next months and years we will periodically announce a new corporate partner that will join us on campus."

The park, named the **International Center for Automotive Research**, is planned on a total of 407 acres along Interstate 85, near the intersection with Laurens Road.

Clemson says the campus will be the first of its kind and promises to make Greenville a research center for the automotive and motorsports industries.

The university's long-term plans for the park include a full-scale wind tunnel and laboratories focusing on electronics systems, safety/crash-worthiness, fuel economy and alternative fuels.

Meanwhile, more automotive-related growth is occurring in Greer, where BMW recently announced a second research facility at its existing manufacturing complex.

The \$17 million development and testing center will electronically link BMW's local plant with North American suppliers. The automaker says the facility will allow for testing of material and components made in North America and allow it to include more American-made material its U.S.-made vehicles. BMW has said it plans to open the development and testing center by 2006.

BMW has also said it will buy the former TNS Mills Inc. building next to its Greer complex for a purpose to be disclosed later.

Good news for the Upstate may also be on the way from another industry - pharmaceuticals. Gov. Mark Sanford has said the Upstate has an "extremely good" chance of recruiting "a couple of great pharmaceutical companies" if lawmakers adopt incentives legislation.

Sanford included the legislation, called the Life Sciences Act, as part of his economic stimulus plan. The bill would provide financial incentives to companies investing at least \$100 million and creating at least 200 jobs paying at least 150 percent more than the state's average per capita income.

During a November stop in Greenville, Sanford said he included the legislation in his plan to "attract a couple of great pharmaceutical companies to this part of South Carolina, pure and simple."

The potential growth is heating up speculative development at The Matrix industrial park in southern Greenville County, where developers plan up to five so-called "speculative" buildings.

In the biggest potential development, local businessmen Eddie Lathan Jr. and Howard "Champ" Covington plan up to four industrial buildings on 28.5 acres they control along U.S. 25.

Lathan said he and Covington will break ground at the beginning of 2004 on an initial 60,000-square-foot building and erect three more

industrial buildings over time if things go well. Their site is not technically part of the Matrix but adjacent to it.

Lathan said he thinks Greenville County is due for a new wave of industrial development, after a lag of about two years, now that the economy is improving. "I think the timing is perfect," he said.

In a separate project, Greenville real estate executive Charlie Whitmire has broken ground on an 84,000-square-foot speculative building inside The Matrix, at the corner of the Matrix Parkway and Old Grove Road. Whitmire said he expects the building to be finished in February.

A building he developed in The Matrix two years ago - in partnership with Lathan and two others - now houses the North American headquarters for auto parts supplier Grammer Industries Inc.

Lathan said he and Covington also are hoping to attract automotive-related companies interested in locating near ICAR, which is only a few miles away from The Matrix.

While there's plenty of room for companies to build on ICAR's 400 acres, Lathan said not all companies will want to pay higher prices for land there.

There are signs of health, too, in other Upstate counties that were hit hard with job losses in the economic downturn.

In Laurens County, Sterilite Corp., a maker of plastic storage products, has announced a \$65 million, 600-worker plant and distribution center outside Clinton.

In Pickens County, Southern Vinyl Window Manufacturing is doubling its work force, to 300, while in Oconee County, a Johnson Controls plant is adding about 50 jobs. In Cherokee County, Japan's Suminoe Textile Co. is hiring 130 to make auto carpet and seat covers.

Statewide permits - a forward-looking indicator of builders' activity - have remained elevated, at nearly \$400 million in new construction permitted during October. That's 34 percent higher than the same month last year, and 37 percent higher than permits in early 2002, when national home-building fervor was near its peak.

At the short end of the stick have been apartment and rental property owners, who've fought the drift toward home buying with offers for free rent and other incentives. Bill Crawford, president of Crawford & Associates LLC and a broker of apartment properties, said he expects the popularity of apartments to rebound since the convenience/flexibility argument will always appeal to some residents, especially as record low interest rates edge back up.

Some apartment owners have banked on it, despite the soft market.

"You've got this tradeoff," said Crawford, who also brokers land for new apartment developments. While existing apartment properties are losing money, according to his surveys, the bottom-scraping interest rates make it attractive to build new properties while loans are cheap.

Developers end up trying to predict when rental business will pick up again, then building new units nine to 12 months ahead.

Apartment occupancy in the area has broken the 90 percent barrier in the last month, Crawford said. But it typically takes from 92 percent to 93 percent occupancy to break even on a property, he said.

That means owners are still losing money, but with historic tiny interest rates creeping back up, "it's very tempting to go ahead and start cranking out something," he said.

Meanwhile, commercial construction firms are gradually finding more to feed on than down-economy church and government projects. Figures from McGraw Hill Construction show the Upstate's commercial contracts began to edge up, albeit slightly, in early summer.

Mack Woods, division president for Flagler Construction, is snagging moderately more projects and has talked with competitors and sub-contractors.

"People are seeing things they haven't seen in two years," said Woods, who depends more on the rumblings in the industrial sector than, say, retail building. A fine sign is the recent necessity to order structural steel from the warehouse, not directly from the mill as in recent months.

"That means there's some demand there," he said. Still, "people are going to be real cautious before they just jump out there and say, 'OK, it's all over with.'"

William McCauley, president of Creative Builders, said his phones started to light up in early November.

"It seems like somebody turned the spigot back on," he said, with designers dusting off old drawings and people in the business generally feeling better about prospects.

Total nonresidential building contracts signed in October for future construction in the Greenville-Spartanburg area were worth more than \$38 million, down slightly from the previous two months but still at an elevated level since May, McGraw Hill reported.

Earlier this year, local contracts had scraped to just \$4.8 million, in March.

The uptick, slow as it is, should mean significantly more construction jobs by spring, McCauley said. Flagler, similarly, is being cautious when it comes to hiring, though Woods said "we've got everybody busy."

Nonfarm employers in general are simply doing more with less: third quarter numbers from the Labor Department showed the biggest national spike in worker productivity, or worker output per hour, since 1983.

Cutline: Ken Osburn/Staff

Going up: Construction continues on the Target store at the intersection of Fairview Road and Harrison Bridge Road in Simpsonville. State building permits are up from the same period in 2002, a sign that the Upstate economy is heating up, according to experts.

Cutline: George Gardner/Staff

New school: Governmental construction projects kept builders at work during the economic downturn. Now they're getting more work on commercial projects.

Cutline: Ken Osburn/Staff

Automotive growth: BMW Manufacturing Corp. announced last month it will add a \$17 million research facility to its Greer complex. The automaker says the facility will allow for testing of material and components made in North America for its vehicles.

Mug: Konduros

Graphic: Staff

Construction, retail sales

Residential building permits, GSAP counties

Residential building permits, state

Gross retail sales, GSAP counties

Gross retail sales, state

Commercial construction, Greenville-Spartanburg MSA

U.S. Census Bureau, State Department of Revenue McGraw Hill

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Greenville News

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December 10, 2003

Section: Business

Page: 17, 22A

BMW project gets green light

Rudolph Bell

Staff

The Greenville News= Final

State board approves funding

By Rudolph Bell

BUSINESS_WRITER

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State officials on Tuesday gave final approval for a \$103.5 million bond issue that provides money to bring two BMW research facilities and a Clemson University graduate engineering school to the Greenville area.

The State Budget and Control Board unanimously approved the bonds, but at least one member balked at a request from BMW and Clemson to be exempted from state bidding and purchasing rules in constructing the graduate school and one of the research centers.

BMW and Clemson said they'd lose precious time if required to adhere to the state's procurement code.

Both facilities are planned for the **International Center for Automotive Research**, the research park that Clemson is developing along Interstate 85 in Greenville. The other research center would be located at BMW's existing manufacturing complex in Greer.

Sen. Hugh Leatherman, a control board member and chairman of the Senate budget committee, balked, The Associated Press reported.

It appears that "what we have here is the private sector overseeing and authorizing contracts and expenditures of the taxpayer dollars," Leatherman said.

After a discussion, the control board agreed to exempt construction and leasing of the BMW research center and decide later whether to exempt construction for the Clemson graduate school, said Michael Sponhour, control board spokesman.

Plans call for the state to build the Greenville research center and lease it back to BMW at a market rate.

BMW spokesman Bobby Hitt said his company figured the procurement law's requirements for advertising, bidding and appeals would add at least six months to construction time, making it difficult for BMW to occupy the research center during 2005 as it wants to do.

"Time is money in the private sector, and we would like very much to move ahead with our project," Hitt said. He said BMW will be "transparent" in its use of taxpayer's money and adhere to the "spirit" of the law.

BMW requested the bond package in exchange for a \$400 million, 400-worker expansion at its Greer plant.

The money would also be used to build a new interchange along Interstate 85 at BMW's Greer property and to acquire 55 adjacent acres formerly occupied by a textile mill. BMW has not said what it will do with the former TNS Mills Inc. property.

In a written explanation to the control board, Clemson cited job creation as a reason for requesting the exemption.

BMW has to meet certain deadlines "to enhance future manufacturing processes" and for "job creation in research and manufacturing," the

university said.

Asked about the statement, Hitt said the research centers will put BMW's local plant in a better position to make more car models than the X5 and Z4 it currently makes.

"Some of the research that would go on would go into future models, and certain models could be brought here to South Carolina," Hitt said.

BMW hopes to be selling 1.4 million light vehicles a year by 2008 – a 40 percent increase from its current worldwide production.

During a tour of the Greer plant in June, Norbert Reithofer, the BMW board member responsible for worldwide manufacturing, said the plant is "the plant we're thinking of" to make the X3, a smaller version of the X5.

Currently, BMW makes the X3 in Austria, under contract with Magna International, a Canada-based auto parts and vehicle maker.

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Greenville News

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December 9, 2003

Section: Front

Page: 1, 4A

Public universities boost state development, officials say

Anna Simon

Staff

The Greenville News= Final

Some officials concerned about Sanford's plan to go private

By Anna Simon

CLEMSON BUREAU

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CLEMSON – Gov. Mark Sanford's proposal to allow public research universities to go private could alter the recent methods of economic development, some university leaders said Monday.

"We recently announced two major economic development initiatives that will help South Carolina build economic clusters in automotive engineering and advanced materials, and both were made possible because of our partnership with the state," Clemson President Jim Barker said in a prepared statement.

Barker, who was out of town and unavailable for comment Monday, said in his statement that more research is needed before a decision can be reached on whether to remain a public school or go private.

Public service has been part of Clemson's mission as a land grant university since its founding, said Bill Hendrix, chairman of Clemson's board of trustees.

The proposed automotive research park in Greenville and an advanced material research center in Anderson County "are prime examples of what a public service university can do," he said.

As a private university, Clemson wouldn't be eligible for \$15 million in state lottery money to support three endowed chairs at the **International Center for Automotive Research** or \$10 million for two endowed chairs at the advanced materials research center, which are key elements in the projects, said Tom Keinath, dean of Clemson's College of Engineering and Science.

"Those endowed chairs really spark a lot of interest in a lot of other things. It is the tip of the iceberg funding that gets it all started, the catalyst," Keinath said.

The endowed chairs matter to Clemson graduate student Shrikanth Mohan, 22.

"Without the endowed chairs through the state partnership, it would limit opportunities for Clemson graduates who seek good jobs in South Carolina," Mohan said.

South Carolina's institutions of higher education "need to start focusing on core missions that tie into our state's economic development efforts," said Will Folks, Sanford's press secretary.

"ICAR is a perfect example of that. This automotive technology sector is an emerging growth market. It's clearly something that South Carolina can establish a foothold for itself as it relates to economic development efforts moving forward."

However, Folks said underlying economic conditions ultimately drive economic development.

"Whether its in relation to the ICAR project, the Upstate, or at the statewide level, unless you have an underlying economic development climate, it's going to be difficult to attract jobs and investment no matter what part of the state you're looking at," Folks said.

"The governor's income tax proposal specifically addresses the underlying climate by cutting the state income tax."

The governor's proposal that would allow four-year universities without technical schools to go private is an option to consider, not an ultimatum, Folks said.

On Monday, administrators at Clemson and the University of South Carolina said they need more time to consider the governor's proposal to determine the impact on schools.

"It would change the character of the university," Keinath said. "We would have to think through very carefully about what the opportunities are on both sides.

"Students are foremost in this overall consideration in my viewpoint. We have to do what's best for the students and keep the university available to the majority of South Carolina citizens."

Jim Augustine, chairman of USC's Faculty Senate, said, "It looks to me like a daunting challenge under the present circumstances, especially after recent budget cuts and without a huge pot of (endowment) money (for the university) to keep itself afloat."

Students worried that tuition would climb.

"Tuition will go so high that most people who want to be engineers won't be able to afford to go to Clemson. Normal people who may have promising careers may not be able to," said Clemson sophomore Dave Skinner, 19, of North Charleston.

Clemson senior Adam Hunter, 23, of Williamston, said, "The way tuition kept rising, it might as well be a private school. It's doubled since I've been here."

In 2000, in-state tuition at Clemson was \$3,590 annually. This year, it is \$6,958 annually.

Mohan, who is from India, said the financial burden of private school-level tuition would be an obstacle to international students who are already at the high end of Clemson's fee structure

Altheia Richardson, executive director of Clemson's Gantt Intercultural Center, said more research is needed to determine how privatization would impact tuition, but rising costs could place limitations on students, and especially minority students who want a higher education.

Less than 25 percent of Clemson's funding comes from the state, but that doesn't diminish the importance of the state dollars and the loss would "leave a big hole to fill," Hendrix said.

This year, Clemson got \$125.8 million of its total \$518 million budget from the state, including \$87 million of its \$224.6 million academic budget, said Clemson spokeswoman Cathy Sams.

USC got \$151.7 million of its \$580.6 million budget for its Columbia campus from the state, said USC spokesman Russ McKinney.

Neither Sams nor McKinney could say how much tuition would rise if it alone replaced the entire state-funded portion of their budgets.

Dale Linvill, president of Clemson's Faculty Senate, gave a rough guess that tuition would rise to "upwards of \$25,000 a year" at Clemson if tuition alone replaced state funding.

He raised concerns that if state tuition was capped, as the governor has suggested, that tuition for out-of-state students would spiral so high that Clemson would lose its geographic diversity. About a third of Clemson students are from out of state.

Currently the out-of-state tuition covers "100 percent of the freight," while in-state students are subsidized by state funds, Linvill said.

"Concern" is the word that Eddie Robinson, president of Clemson's alumni association, used to describe his conversations with alumni since Sanford made his proposal Friday.

The Columbia veterinarian and 1979 Clemson graduate said Clemson "is a public university in terms of character, personality and values" and public service is an important part of its core mission as a land grant institution.

He said he understands Sanford's concerns over the high number of colleges and universities in the state "fighting for a small piece of the pie," but said personally he "can't see why any college that's public would want to go private."

State schools don't have the kind of endowment required to be private and to replace funding that would be lost if they leave the state system, Robinson said.

Robinson, who served this summer on a citizens committee for Sanford to study how to make government more accountable, said he knew education reform is high on the governor's priority list, but he was "surprised by this particular move.

"It's a major problem in the state and something will have to be done, but it's a very complex issue," Robinson said.

"I don't see the Legislature -- no matter what the governor says -- buying in unless the universities come forth and say this is something that is going to be beneficial."

Folks said South Carolina has 33 state-supported institutions on 78 campuses and "every school wanting to be everything to everybody" is a problem.

The governor wants a governing board with "a true statewide vision for higher education in South Carolina," Folks said.

Cutlines:

Adam Hunter mug

Shrikanth Mohan mug

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Greenville News

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November 27, 2003

Section: Business

Page: 9, 15A

Speculative development spurring Matrix revolution

Rudolph Bell

Staff

The Greenville News= Final

As economy improves, new projects taking shape at park

By Rudolph Bell

BUSINESS WRITER

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Speculative development is heating up at The Matrix industrial park in southern Greenville County as developers anticipate an improving economy and new prospects for industrial growth.

In separate projects, developers plan up to five so-called "speculative" buildings in or near the industrial park, located between Piedmont and Moonville, at the intersection of U.S. 25 and the Southern Connector.

In the biggest potential development, local businessmen Eddie Lathan Jr. and Howard "Champ" Covington plan up to four industrial buildings on 28.5 acres they control along U.S. 25.

The site is part of 203 acres owned by the family of Larry McKinney, chairman of EIDeCo Inc., a local electrical contracting business. The acreage is technically not part of The Matrix, but it's adjacent to the Greenville County industrial park. And its development is being coordinated with The Matrix, McKinney said.

Lathan said he and Covington will break ground at the beginning of 2004 on an initial 60,000-square-foot building and erect three more industrial buildings over time if things go well.

"I think the timing is perfect," he said.

Lathan said he thinks Greenville County is due for a new wave of industrial development, after a lag of about two years, now that the economy is improving. Possibilities for The Matrix include two pharmaceutical companies that Gov. Mark Sanford has said are mulling plans for Upstate factories.

Lathan said he and Covington also are hoping to attract automotive-related companies interested in locating near the **International Center for Automotive Research**, the research park that Clemson University is developing a few miles away from The Matrix at the intersection of Interstate 85 and Laurens Road.

Earlier this month, BMW Group said it will put a research center at ICAR, right next to the graduate school of automotive engineering that Clemson plans there. International Business Machines Corp., Microsoft Corp. and Michelin North America Inc. also have said they'll play roles in ICAR.

While there's plenty of room for companies to build on ICAR's 400 acres, Lathan said not all companies that want to be near the campus will want to pay higher prices for land there.

Lathan, a developer, is originally from Sumter. Covington is also a developer, from Greenville, and was chairman of the State Infrastructure Bank last year when it allocated \$12 million in state money to build roads in ICAR. They are equal partners in Lat-Cov Development Group LLC, the company developing the speculative buildings.

In a separate project, Greenville real estate executive Charlie Whitmire has broken ground on an 84,000-square-foot speculative building inside The Matrix, at the corner of the Matrix Parkway and Old Grove Road. Whitmire said he expects the building to be finished in February.

A building he developed in The Matrix two years ago -- in partnership with Lathan and two others -- now houses the North American headquarters for auto parts supplier Grammer Industries Inc.

Whitmire, a Furman Co. vice president and marketing and management consultant for The Matrix, said he's not worried about competition from Lathan and Covington.

"Hopefully, by having more product people can look at, it will attract more people," Whitmire said.

Developers of The Matrix originally envisioned a variety of high-tech companies arrayed around an 18-hole golf course. But three years after the industrial park was officially unveiled, it has attracted just two automotive parts suppliers -- Grammer and Toyoda-Koki -- and plans for the golf course have been abandoned.

Cutline:

Going up: Developers aim to erect up to four "speculative" buildings such as the one above along U.S. 25 next to The Matrix industrial park in southern Greenville County. Another spec building is under construction inside The Matrix and should finished in February.

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Greenville News

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November 24, 2003

Section: Opinion

Page: 6A

New Chamber boss

Staff

The Greenville News= Final

Haskew has assumed a demanding job.

Editorial

No stranger to the Upstate, former Spartanburg Chamber of Commerce President Ben Haskew Jr. has been chosen to succeed David Brown as president and chief operating officer of the Greater Greenville Chamber. He assumes a job with many demands that are evolving steadily around the Upstate's ambition to grow a knowledge-based economy.

Haskew arrives at a time when Greenville, like the rest of the state and region, is struggling to create jobs after a down economy and tough times for the once-dominant textile industry have resulted in massive job loss. Creating new jobs will require some salesmanship, and Haskew has impressive experience as an industrial recruiter, having helped land BMW during his time in Spartanburg.

But recruiting branch manufacturing is far from the sum of job creation in South Carolina nowadays. Haskew will have to keep the Chamber faithful to small business development, still a critical key to job creation. Yet another large obligation is the Chamber assuming a continual role in helping businesses develop around Greenville's **International Center of Automotive Research**.

Greenville wants to grow its own jobs and secure the future of the automotive industry here with this clustering model that includes ICAR and draws on the strength of having BMW and its 33 suppliers and Michelin in the Upstate. The Chamber, which promoted the collaboration between the Upstate business community and Clemson University, played a role in ICAR. The Chamber should again help lead discussions that identify other opportunities for clustering in the Upstate.

Haskew knows Greenville and its needs, ambition, culture and values, all of which probably helped him gain such an enthusiastic endorsement from the Chamber's board. That means he can hit the ground running and turn quickly to helping Greenville attract and grow the jobs of the future.

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The Greenville News

BUSINESS

UPSTATE PEOPLE ■ PERSONAL FINANCE ■ WORKPLACE

STREET TALK



U.S. drivers once again rolled up a total of 1 million miles in BMW's Ultimate Drive for the Susan G. Komen Breast Cancer Foundation, ending in San Francisco the seventh annual drive to raise money for breast cancer research and community outreach.

This year's Ultimate Drive raised more than \$1 million, bringing the seven-year total to more than \$7 million, officials said.

The drive, which took the green flag at BMW Manufacturing Co.'s Greer plant in late April, was spread over six months and more than 200 cities, in which BMW centers hosted daylong test-drive events.

Test drives allowed local residents to raise money for breast cancer research, education, screening and treatment programs. For every mile driven, BMW donated \$1 to the foundation, the nation's largest private funder of breast cancer research. Also, local communities selected local "Heros," recognized for their outstanding work to eradicate breast cancer. A photograph and signature of the Hero was added to a special BMW "signature car."

"Knowing that we can count on BMW every year to help raise funds and awareness for this important cause has enabled us to continue our support of cutting-edge breast cancer research as well as life-saving screening and treatment programs that help women and their families deal with this devastating disease," said Cindy Schnelble, vice president of cause-related marketing for the Komen Foundation.

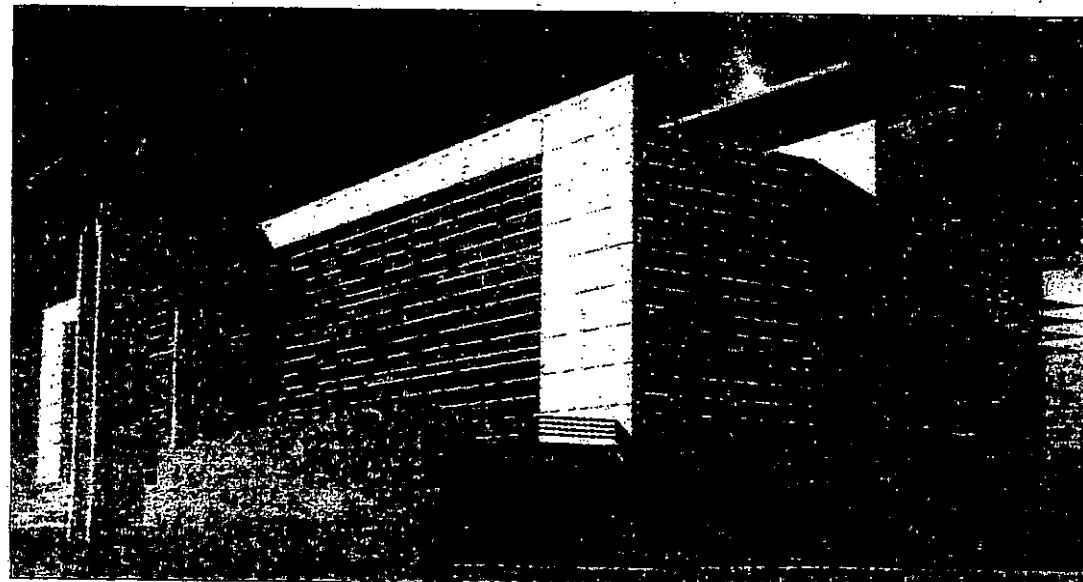
See TALK on page 13

STRATEGIES

Processing the process of change **Page 11**

TOP 25

Most generous state **Page 13**



Clemson University

'Park Place': Greenville architect Ben Rook, master planner for Clemson University's International Center for Automotive Research, designed BMW's technology building for the cam-

pus. He said that being able to work on such a project in his hometown is like rolling the dice in Monopoly and coming up with Park Place and Boardwalk.

Stunningly swift

Architect says Clemson plans came together at 'mach speed'

By Ben Szobody

BUSINESS WRITER

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Ben Rook plied his sketch markers at night in his living room, while his wife read a book and couldn't have known he was overstepping the chore in his head to render five-plus interstate acres for Clemson University.

With a wind tunnel. A research tool for a research university with Top 20 aspirations, a modern, high-clientele

outpost somewhere on ample acreage and the interstate, with research pieces to be arrayed around it.

Rook, he of a resume-full of research park projects, with close Clemson friendships and numerous board seats, the Harvard graduate with work experience alongside Nobel prize minds, the former executive of an international design firm now settled in one of his



Rook

own designs on Paris Mountain, said he thought "Big deal."

He did, in the evening, sketch Clemson's International Center for Automotive Research at its genesis, spiral bound it and showed it to "Jim," or Clemson President James Barker, and others, who he recalls said, "holy schmokes." And then he watched, stunned, as the moons lined up.

Rook said he turned the small-

See CLEMSON on page 8

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CLEMSON

FROM THE COVER

scale wind tunnel plan on its ear, turned it into something gargantuan, yet professor total shock that 26 months later Clemson's ICAR is now a sealed deal hailed as the globe's next capital of automotive research, and in a remarkable likeness of his two-year-old, now well-fingered color marker, draft.

Local engineer George Fletcher and contractor Doug Harper had been working nearly a year already, plotting ways to more closely marry Clemson with Greenville through research.

Fletcher said the wind tunnel was their best shot. Harper said the grander vision was a product of many minds.

In the following months of secret planning, then semi-public development, private developer Fletcher optioning, multi-party negotiating, state money wowing and finally governor-induced realigning, it was Rook, Fletcher and Harper — all Clemson degreees — who were in on the meetings in all the long-reaching tentacles of the deal, Rook said.

The master planner has done this before for ambitious research projects, but never from scratch in his living room and never in roughly two years.

"It is bizarre that it has all unfolded in this way — just bizarre," he said from his office at DesignStrategies LLC on Court Street, where his newest architecture practice has finished glassing in the bakery where Greenville onlookers once saw 31 taxi drivers on trial for lynchings epileptic black man Willie Earle, among other renovations.

BMW Manufacturing Corp., International Business Machines and Microsoft Corp. have added their collective weight to the project in what proponents say is the first, suggestive round of private investment.

Rook has master planned research campuses at the Research Triangle Park, Johns Hopkins University, Texas Medical Center, N.C. State's Centennial Park and the University of California, all while with his former firm, Germination, he said, typically takes 10 years.

"This," he said, "is mach speed for a research park."

But if the tsunami of business interests that fell stunnily into place within mere months was heretofore unheard-of, it has emboldened Rook's outlook for the park's future.

He expects, for instance, that the project will snag a Nobel-caliber professor who will in turn carry the weight of genius and untold sums in research grants — someone with knowledge the rest of the world wants. The recently passed Centers of Excellence law affords this, he said.

"There is money to attract the world's best," he said. "Just one Nobel prize laureate — or someone who is in the queue to become a Nobel prize laureate — brings hundreds of millions in research grants."

He reiterates: "Not five or ten. Hundreds of



Cooperative entrepreneurship: Public/private partnerships brought Clemson University's International Center for Automotive Research to Greenville. Gov. Mark Sanford speaks at the groundbreaking earlier this month, a ceremony that included BMW's Helmut Laube (left), standing beside Clemson president Jim Barker.

Michelin North America headquarters building in the early 1980s, and he says the company couldn't have purchased better advertising. Now at 145 and Laurens Road, the contracted inventor of structures is fomenting something "pretty spiffy," he said. In the original, home-cooked conceptual drawings reviewed by *The Greenville News* in a private interview, the interstate frontage holds a huge, tapered spire, one side a right upward plane and another sloped gradually to the same, topmost point. However the actual concept strikes passers by, "let's put it this way," he said. "Someone will ride by and say, 'Wow.'"

He leaves it at that. For a lifelong designer, and an official advocate of the profession, Rook talks less of the park's architecture and more about the architecture of the deal. After a whirlwind two years, it's still what awes him, as if a twister had blown through a salvage store and left a Tudor mansion in its wake.

Fletcher, president of Greenville's The Fletcher Group, has called the speedy auto park collusion one of vastly disparate parties, all with "an enlightened self interest."

Rook said he came on as Fletcher and local task force members were hunting land with enough space and interstate exposure. Fletcher said he never was hunting a plot as big as five acres, but more like 25 and bigger. BMW had begun to float his ideas of broader automotive research and a graduate school of automotive engineering, Fletcher recalls, but Rook said, "No one had in their minds a major campus in Greenville."

Rook tried to pitch a Clemson research facility in the same area 20 years ago, he said, but Clemson wasn't trying to leverage research into ranking, and Hollingsworth wouldn't sell. After years of planning one-of-a-kind projects for the biggest undeveloped tract in the city, Murphy and Hollingsworth Funds, charged with making a profit on millions of acres for local charities, now has the crowning achievement they always insisted would go there.

Cliff Rosen, the Miami entrepreneur who has been the university's private partner in the development, made the crucial move of placing 400 acres of the Hollingsworth land under option before the research development had been fully planned, Rook said.

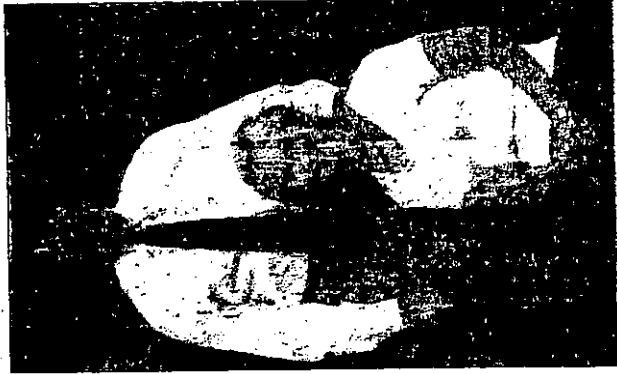
It's called "land banking" in Rook's business, and it amounted to a "very bold stroke" for Rosen, who took a huge risk to secure the land while the concept was still being milled down.

Gov. Mark Sanford and his Commerce Secretary Bob Faith, both real estate entrepreneurs by background, approached the deal as developers, though the governor's late stage intervention is a "moot point" in Rook's view since the deal was still signed at blitz speed.

Faith has studied and advocates business strategist Michael Porter's philosophy of clustering like industry into concentrated developments of symbiosis, Rook said, an idea he believes will get its foremost prototype in ICAR.

BMW Manufacturing has played a "catalyst" role in Greenville similar to Bank of America in Charlotte — it has access to millions in jump-start capital, and has thus parlayed its own interests into a major move of regional betterment.

BMW's four-story research center will be the first private investment in the campus and will likely expand in the near future to adjoin Clemson's graduate engineering school, Rook



Ideas fueled with midnight oil: Ben Rook sketched the early plans for Clemson University's Greenville research campus in his living room at night while his wife, Becca, read books.

"(Rook's) opinion was real important to Clemson," Fletcher said. He remembers Craig Arnold, BMW's design point man, urging Rook to change his conceptual buildings to look more international. Overnight, Rook had more sketches.

"It was the most astounding thing I've ever seen," Fletcher said. Rook said, "The moons are more in alignment than anything I have ever seen in my life."

In a bit of antithesis, he preaches the sheer magnitude of the research development — enabled entirely by the cooperative entrepreneurship of its builders.

Rook ticks down the list: ■ Barker, a longtime friend, had been an innovating entrepreneur long before he tackled the aim of pushing his big ship into the top 20 echelon of universities. Clemson's campus park idea caught fire so quickly, since he said top-tier schools are cultivated more by honing research than academe-utes.

■ Paulette Murphy, the entrepreneurial land manager of the late textile millionaire John D. Hollingsworth and seller of the untouched pine lumber gem where Clemson's campus will take shape, had stuck with her former boss's no-sell stubbornness while recognizing a good deal when she saw one.

Rook tried to pitch a Clemson research facility in the same area 20 years ago, he said, but Clemson wasn't trying to leverage research into ranking, and Hollingsworth wouldn't sell. After years of planning one-of-a-kind projects for the biggest undeveloped tract in the city, Murphy and Hollingsworth Funds, charged with making a profit on millions of acres for local charities, now has the crowning achievement they always insisted would go there.

Cliff Rosen, the Miami entrepreneur who has been the university's private partner in the development, made the crucial move of placing 400 acres of the Hollingsworth land under option before the research development had been fully planned, Rook said.

It's called "land banking" in Rook's business, and it amounted to a "very bold stroke" for Rosen, who took a huge risk to secure the land while the concept was still being milled down.

Gov. Mark Sanford and his Commerce Secretary Bob Faith, both real estate entrepreneurs by background, approached the deal as developers, though the governor's late stage intervention is a "moot point" in Rook's view since the deal was still signed at blitz speed.

Faith has studied and advocates business strategist Michael Porter's philosophy of clustering like industry into concentrated developments of symbiosis, Rook said, an idea he believes will get its foremost prototype in ICAR.

BMW Manufacturing has played a "catalyst" role in Greenville similar to Bank of America in Charlotte — it has access to millions in jump-start capital, and has thus parlayed its own interests into a major move of regional betterment.

BMW's four-story research center will be the first private investment in the campus and will likely expand in the near future to adjoin Clemson's graduate engineering school, Rook

interstate exposure, Rook's very first interstate design is a mere three exits north on the same stretch of frenzied highway. He and longtime colleague Ken Reisch, while with Odell, infused a French gothic style into the trademark atrium on the

Interstate 85, though he says little about the fingerprints he personally plans to leave on ICAR's architectural keynote.

He's a designer, but also an advocate and sporadic Harvard student of an architect's expanded role into early-stage, master planning, late-stage land management and everything in between.

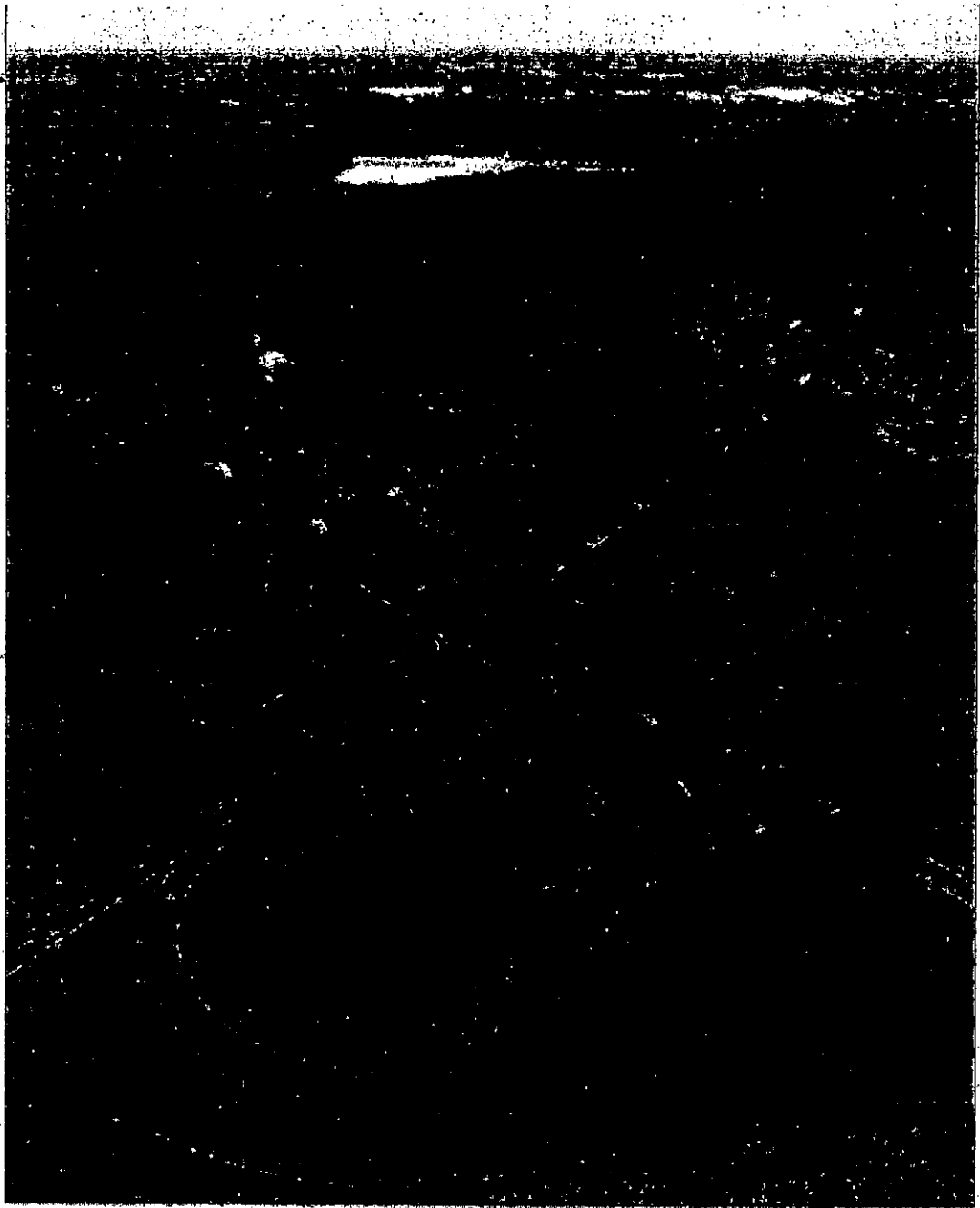
Rook has sat on the boards of eight colleges and universities, served a recent stint on the Clemson Foundation board, the school's fundraising arm, while also serving on the state Research Centers of Excellence Review Board that awarded Clemson its \$30 million endowment toward professorships.

He turned down a Bush administration appointment to the Department of Housing and Urban Development to return to Greenville and for 18 years led Charlotte-based design firm Odell Associates Inc. as president, chairman and chief executive.

His perspective can hardly be boiled down to a single essence. "While some people watch television, Ben does these artistic sketches," ones that bleed color into ideas. "Ben was the one who made architectural renderings of this vision — then it was real easy for people to get excited." He added, "That's a talent I'd kill for."

Harper said there'll be as much client character in the park's frontispiece as there will be Ben Rook.

No stranger to high-traffic exposure, Rook's very first interstate design is a mere three exits north on the same stretch of frenzied highway. He and longtime colleague Ken Reisch, while with Odell, infused a French gothic style into the trademark atrium on the



OWEN RILEY JR. / Staff

It goes here: Clemson University's International Center for Automotive Research will be built on 400 acres along Interstate 85 and Laurens Road in Greenville on land owned by the estate of the late John D. Hollingsworth.

said.

■ Champ Covington, the Greenville entrepreneur and former chairman of the State Infrastructure Bank, opened doors for \$12 million in roads funding before many of the other state and private pieces were nailed in place.

■ The city has taken an extraordinarily entrepreneurial approach in its building of superior roads for the development, Rook said, and stresses that he can hardly think of an auto park player that hasn't cited the city's devoted investment in a vibrant downtown as a key enabling factor.

"It's just that 'go-for-it' thing," he says. "I'll be honest with you. I could whip into San Francisco and not have people as with it as people here."

Harper, still a volunteer on research park matters and president of Harper Corp., says

simply, "There haven't been naysayers."

Cooperative entrepreneurship, in turn, is what Rook believes will corral the best aspects of the nation's handful of top-tier research parks into one project.

It will be a walking campus. Not a "park," in Rook's words, where participants are "intellectually isolated" as in the Triangle Park, or merely a cloister of academic research buried inside a bigger campus as at Centennial Park.

It will be both, and better than both put together.

"There will be a book written about it, is my prediction," he said.

In that first mind's-eye sketch, Rook swears he wasn't trying to conjure the now-secured Hollingsworth land for the project. But compare the roads loosely drawn in with actual or

See **CLEMSON** on page 15

planned pavement at the Hollingsworth site, and the fit is uncanny, he exclaims, shoving his open palms out:

"It blows my mind today," he said. It's one thing to sketch the dream park, but "to have this at Park Place and Boardwalk is just remarkable."

It's not the biggest thing Rook has ever done — he's quick to name bigger projects, some in exotic locales. Nor was every aspect of the living room sketch perfectly prescient.

Of the three main ways to design a research campus, he offered versions of two: a "radial" design, with buildings and assets radiating out from a core, and a "cluster" design of like research buildings clumped together.

ICAR will be built linearly — the third option — because of the ease of expanding such a model.

Similarly, Rook actually envisioned a single automotive wing to the campus, with other branches for sundry research interests.

To the realization that automotive research alone could swallow as much as 600 acres, Rook says: "I didn't have a clue."

"All of this was just me, an architect sitting in my house," he said.

And though he has designed other things, with more millions at his disposal, "this certainly is one of the most important projects I've ever worked on."

Not about to revert to a mere "park" model, he's planning to wrap virtues from the university's campus — perimeter parking, central pedestrian precinct, "connectivity" to key locations and indoor/outdoor usable space — into what's supposed to be a magnet for global whiz-bangs.

The layout will feel familiar to Clemson, with a different skin to the buildings.

Bobby Hitt, BMW's spokesman and a key player in the automaker's front-line involvement in the park, said architects have been traveling Europe in the past year gleaning from other research parks in order to design a project that won't look "old" in 10 years.

He said the development will be a "template" copied by other research universities in the future.

Rook, BMW and Rosen are currently applying strains of design specifications to ensure future expansion will be in the same lode regardless of the de-

"I think there'll

be a role for

Furman and

Wofford and

Bob Jones and

Greenville Tech.

All the

academic

entities will be

involved in

this."

— BEN ROOK, ARCHITECT

Indicative perhaps of the research development's eventual bounds, Rook said the bulk of Greenville's architecture community will likely be involved at some point, and adds world-class names such as Italian designer Renzo Piano as real possibilities.

Rook has still more personal, unsolicited visions.

"One of my dreams, being sort of a far-out guy, is the abandoned rail line that goes from this site up to Furman," he said.

Rook headed the task force for a light-rail project that now winds through Charlotte.

A Greenville line could someday connect ICAR in the south with Furman in the north through downtown's central business district, he says, allowing researchers and students quick connections to any number of pertinent places and hinting still further at the massive Rook vision of what could be.

"I think there'll be a role for Furman and Wofford and Bob Jones and Greenville Tech. All the academic entities will be involved in this."

He added, "This is going to be a new town."

And only the first chapters, the ones with names like BMW and IBM and Microsoft, have been written.

"There are so many business interests involved in this that you cannot roll the whole thing out at one time," Rook said.

"People are still trying to decide if they want to play second base, or left field, or be in the batter's box."

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Auto park job hopes will take time, experts say

Rudolph Bell

Staff

The Greenville News= Final

No one offers any guarantees, but they believe Clemson has made a good start

By Rudolph Bell

BUSINESS_WRITER

dbell@greenvillenews.com

The early projection that Clemson University's automotive research park in Greenville could generate as many as 20,000 jobs remains an optimistic guess, but experts say the development's potential is enormous.

If the **International Center for Automotive Research** reaches the national average for employment at university research parks, and does nothing more, it will be home to nearly 3,500 jobs, according to a trade association's survey.

Clemson disclosed its initial corporate partners during a groundbreaking ceremony last week.

The biggest announcement came from BMW Group, which said it will put a research center focused on information technology in the park, right next to Clemson's planned new graduate school of automotive engineering.

BMW didn't say how many employees it would house in the four-story, 80,000-square-foot research center during comments from the podium or in a press release announcing the project.

But during an interview, Bennie Vorster, the executive who will oversee the center, said BMW may eventually house up to 300 employees there. It will likely start with 40 to 50 employees, including some now at its Greer plant, said Vorster, an information technologies vice president.

Executives with International Business Machines Corp. and Microsoft Corp. said their companies would join BMW in conducting research at the park, but they stopped short of making significant commitments of personnel.

"Over time, we're very interested in enhancing our own presence in the area, and it could be possible that a major commitment from IBM could be evaluated," said Todd M. Kirtley, general manager for the industrial sector of IBM Global Services. "But we're going to wait and see."

Greenville-based Michelin North America Inc. said it would also join in the effort but hasn't yet defined its role.

Chris Prziembel, Clemson's vice president for research, predicted more company announcements in the days ahead.

"We've been in serious negotiations with a good number of global corporations," Prziembel said. "I envision over the next months and years we will periodically announce a new corporate partner that will join us on campus."

Clemson's long-term plans for the park include a full-scale wind tunnel that it would make available to motorsports teams as well as laboratories focusing on automotive electronics systems, safety/crash-worthiness, fuel economy and alternative fuels.

The new graduate school should have about 25 employees when it opens in the fall of 2005, said Tom Keinath, dean of the College of Engineering and Science at Clemson.

Over time, the campus work force should include not just highly paid engineers and scientists but also many technicians, secretaries and maintenance workers, he said.

"I think a lot of people are going to want to work at this place just because of the excitement of what they're doing," Keinath said.

He said work at the Greenville campus will focus on systems integration, which ties together mechanical and electrical systems of automobiles and is emerging as one of the biggest needs in the automotive industry.

Przirembel said systems integration is especially important as the electrical and computer systems of cars become more complicated and allow them to do more for their drivers.

Tom Barton, president of Greenville Technical College, said that "with research going on, with theoretical engineers at the top, you're going to have to have a tremendous number of support personnel."

Clemson President Jim Barker said his school will collaborate with Greenville Tech to prepare the technical staff that will be needed as the campus develops. Barton said that according to general guidelines, every research engineer needs four to five technicians for support.

"That's pretty common across the country. And right now there's a huge shortage of technicians in this country -- a huge shortage," Barton said.

The 20,000-jobs figure was put into circulation last year by Rosen Associates Development Inc., a Miami development company that Clemson originally picked to develop the park. Rosen Associates is still involved in the project but will develop just 150 acres, instead of the entire 400, after a review of the park plans by Gov. Mark Sanford.

Tom Wells, Rosen Associates' director of developmental services, said his company, in calculating the 20,000-jobs number, figured the 400-acre park had room for nearly 4.5 million square feet of office, research and "flex" space. Assuming a certain number of employees for each type of space, Rosen Associates calculated a potential of 14,778 jobs on the campus itself, Wells said. Then it multiplied by 1.5 to account for spinoff jobs -- the same "multiplier" BMW assumed for its Greer plant, Well said -- and came up with a total of 22,167 jobs created by the park, direct and spinoff.

"It was an educated guess," Wells said.

Rosen Associates used the figure in a pitch to the State Infrastructure Bank for \$12 million to build roads in the park. Later, Clemson included the 20,000 jobs figure in an application for state lottery money to endow professorships at the graduate school, but the university is not standing by the number now.

Still, at least one expert wouldn't downplay the number.

"Parks can do those numbers, but it all depends on the tenant base," said Bill Dean, president of the Piedmont Triad Research Park in Winston-Salem, N.C. It's affiliated with the medical school at Wake Forest and focuses on biomedical technology.

Dean, former president of the Association of University Research Parks (AURP), a 120-member trade association based in Reston, Va., cautioned that parks typically take years to realize their potential.

"This isn't going to be an overnight success story," he said. "People have to understand that."

A 2002 survey by the AURP found an average of 3,399 people employed at each of 79 research parks across the country. The typical park was home to 41 companies or organizations and had 1.3 million square feet of building space. Private enterprises occupied more than 80 percent of the space, the survey found.

Bill Drohan, AURP's executive director, said Clemson seems to be making the right moves.

"That really is the way to do it, where you get the land, you get a big corporate partner to come in, and you get it focused," Drohan said. "I think they're headed in the right direction. They have a focus, and they have a marquee tenant."

A study of the University of Arizona's 8-year-old research park in Tucson found it responsible for more than 6,000 spinoff jobs in addition to nearly 6,000 jobs at the park itself. Total payroll exceeded \$600 million in fiscal year 2000-2001, according to the study by the university's

Office of Economic Development.

The average salary at the Tucson park was \$57,500 that year, compared with \$31,151 for the county where it resides.

But there are failures.

University of North Carolina business professor Michael Luger said in a 1991 study that half of all announced research parks failed. Of those that survived, half ended up changing their focus.

Even so, the most-successful research parks have transformed local economies. Luger said. Those include a Stanford University research park that sparked California's famed Silicon Valley and the Research Triangle Park in the Raleigh-Durham area of North Carolina, he said.

"So there are models out there," said Luger, director of UNC's Office of Economic Development. "But they're really the exception rather than the rule. Plenty of other places, they got a very nice development, but it's not clear it's helping the economy beyond what would have happened anyway."

Luger said a successful research park "takes patience. It takes lots of money. It takes careful planning and leadership. And with all those ingredients – and luck – it can be very significant."

Staff writers Anna Simon and Ed O'Donoghue contributed to this report.

+ For previous coverage of this story, go to GreenvilleOnline.com

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Auto research park didn't just happen

Beth Padgett

Staff

The Greenville News= Final

By Beth Padgett

In late July 2000, I was asked to attend a meeting of about 60 community and business leaders at the University Center in Greenville. Clemson University's new president, Jim Barker, was hosting the event to see if Clemson and Greenville could work together more closely.

In my newspaper career, I've sat in on dozens of such meetings that often produce the same result -- namely, great ideas that lead to good plans that are doomed to a life of gathering dust on a shelf in someone's office.

This meeting was different, in part because Jim Barker is a different kind of college president and also because Greenville's leadership has a well-earned reputation for working vigorously to make this a better place.

Jim Barker is a go-getter -- a young college president who moved into his new office with a burning desire to develop closer bonds with Greenville. As Barker has said before: Greenville needs a big university, and Clemson needs a big town. Stronger bonds between the two will help them better address the needs of each other.

So after a day of speeches, break-out sessions and some yummy Clemson ice cream, the planning session at the University Center ended with Barker saying, as quoted in our newspaper at the time, "I asked for a drink of water and somebody gave me a fire hose." He had been flooded with suggestions.

At the top of the list, according to the July 28, 2000, news story, was the creation of a research and development center in Greenville focusing on, among other things, automotive research.

I've got to be honest. I didn't make much of the suggestion at the time. And that confession comes from someone who's learned in the past 25 years to never, ever doubt what can be accomplished when Greenville commits itself to reaching a seemingly unattainable goal.

Little did I know that on Nov. 12, 2003, I would be standing at the heart of a site on the edge of the city of Greenville that will become the Clemson University **International Center for Automotive Research**. That BMW Manufacturing Corp., which has transformed this region's economy and allowed it to suffer less than many places during a lingering recession, would be committing itself to build the BMW Information Technology Center at the site. That IBM, Microsoft and Michelin would be declaring their participation, though it's still rather undefined at the time.

As we've written, South Carolina cannot turn its back on the recruitment and nurturing of traditional branch manufacturing. But those who can see what's just around the next curve in the road know this: This state cannot confidently embrace the future without moving toward a new cluster approach to economic development that builds on synergy between businesses and that creates knowledge-based, high-tech jobs.

Those jobs will be higher paying jobs. Those jobs focus on intellectual capital. Those jobs require people willing to take a risk and people who have a vision. Those jobs will rely on the support of a research university. And those jobs will be absolutely necessary to our region as this nation's economy continues to evolve as it has done for hundreds of years.

Many factors were necessary for us to reach the point of a groundbreaking ceremony for the auto research park. The state of South Carolina has begun making money available that rewards the research universities for bold thinking. BMW already was in this area, has flourished and is a great corporate citizen. Greenville County and the city have worked to secure the needed infrastructure. And Greenville

County's business and elected leadership reacted like a tiger fearing an attack on one of her cubs when there were rumors this auto research park might go elsewhere.

And the seed for all of this was planted more than three years ago when a wet-behind-the-ears college president asked how his school could more aggressively serve the Greenville area.

Write to Beth Padgett, editorial page editor, at bpadgett@greenvillenews.com.

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Second Quarter 2004

Clemson to Build International Auto Research Park

The recently announced International Center for Automotive Research Park in Greenville is expected to change the economic landscape of not only the Upstate region but also for the state. It is designed to be a true innovation center for the southeast automotive industry and will make a global impact in developing the future of the automotive industry. The campus is a joint venture between Clemson University, BMW, and the State of South Carolina. The project has already locked down committed funding in excess of \$90 million in public and private money.

The first two facilities announced in late 2003 groundbreaking of the auto campus - Clemson University's Carroll Campbell Graduate Engineering Center and the BMW Information Research Center - set the stage for unprecedented opportunities for economic growth in the years ahead.

IBM and Microsoft have already announced partnerships and contributions to the research campus. Plans for the research campus include an automotive systems lab, a crash-worthiness lab, a fuels lab, and a full-scale wind tunnel.

Marvin Moss, President/CEO of the Laurens County Chamber of Commerce, commented that Laurens County will benefit greatly from the research park even though it is in Greenville County. "We believe we will see increased activity from companies who may serve in a manufacturing support role to companies who will locate in the research park" Moss said. "Laurens County has Woodfield, Owings, Hunter and Clinton Corporate Industrial Parks that are all within a 10-30 minute drive via Interstate to the new research park" Moss added.

UPSTATE SC HIGHLIGHTS

- Clemson University was named Time Magazine's Public College of the Year in 2000
Source: Time Magazine
- The State of South Carolina has the lowest unionization rate in the nation at 1.8%. The Upstate region's unionization rate is 0.5%.
Source: SC Department of Commerce
- More than 1,000 automotive assemblers and suppliers are within a 500 mile radius of Upstate South Carolina
- In the past four years, the Upstate automotive industry has achieved more than \$1.13 billion in capital investment and 3,900 jobs
Source: SC Department of Commerce
- The Upstate boasts the highest international investment per capita in the U.S.
- The area's extensive technical college system is ranked as one of the nation's best, with Greenville Tech rated as a Top 10 community college
- The Upstate's 25 colleges serve more than 72,000 students annually

Staying Ahead of the Competition in the Southeast's Developing "Motorsport Corridor"

Upstate South Carolina is surging forward in motorsports. Through the expansion of existing automotive and motorsports industries, easy access to adjacent NASCAR and motorsport hubs Charlotte & Atlanta, and the addition of the Clemson University International Center for Automotive Research - this growing region of South Carolina is quickly becoming one of the strongest areas in the world for the future development and the progression of motorsport technology.

Upstate Automotive Excellence

Automotive Market Access

Over 1,000 automotive assemblers & suppliers are within a 500-mile radius of Upstate South Carolina. BMW Manufacturing Corp. and Michelin North America employ more than 10,000 South Carolina citizens. BMW and



BMW & Michelin F1 Racing

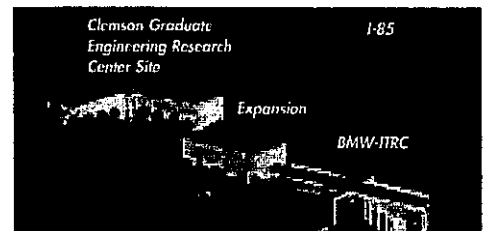
Upstate SC automotive suppliers, along with BMW, have together invested more than \$4.2 billion and have created more than 16,800 jobs since 1993, making it one of the fastest growing areas for Tier I, II and III automotive suppliers - many of which have motorsport divisions around the globe.

Upstate Manufacturers Working Together in F1

BMW and Michelin have teamed-up to be a leading force in Formula One. The BMW WilliamsF1 team was the first F1 organization to sign on with Michelin and was rewarded with four victories in their first season together. While the roster of teams running on Michelin tires grows, the company enjoys a strong relationship with fellow Upstate manufacturer, BMW.



With the recent announcement of the International Center for Automotive Research in Upstate South Carolina, the region's motorsport industry looks to have an even greater impact on the global future of the sport. The International Center for Automotive Research is a collaborative effort of multiple public and private entities, including the city and county of Greenville, and reinforces the strength of Clemson University's Brooks Institute for Sports Science. This center will bring a dedication to commercially viable motorsport research and development designed to support existing industries while attracting new motorsport interests. As a joint venture between BMW Manufacturing Corp., the State of South Carolina and Clemson University, the International Center for Automotive Research project has already received more than \$90 million in public and private financial commitments. The Center will focus on systems integration and create a



dedicated graduate engineering program. Once completed, the facility will accommodate 3.4 million sq. ft. and add thousands of new jobs to the Upstate. The center will offer advanced testing and support facilities that will enable the International Center for Automotive Research to meet the needs of the most technically advanced motorsport industries.

Motorsport

Opening in 2005

Phase I of the International Center for Automotive Research will be opening in 2005. When complete, the campus will include:

- Automotive electronics systems lab
- Crash-worthiness lab
- Fuels lab with an emphasis on hydrogen-based research
- Full-scale wind tunnel

Living the Good Life

Surrounded by majestic scenery, Upstate South Carolina offers international diversity and unique appeal with unsurpassed quality of life. The Greenville-Spartanburg-Anderson metro areas are progressively urban, with a surprising blend of southern hospitality and a cosmopolitan flair. The Blue Ridge Mountains provide an impressive backdrop to the north, and subtropical beaches are in close proximity to the southeast. The Upstate's largest city, Greenville, is a progressive metropolis offering a fusion of art and culture typically found in larger cities. Spartanburg, Anderson, Greenwood, Easley and a host of other communities offer exciting lifestyle options, along with college towns such as Clinton and Clemson.

Engineering Excellence

Upstate South Carolina is home to a number of leading engineering and technology institutions. The region's premier engineering schools include Clemson University, South Carolina State University, and the University of South Carolina. These institutions are recognized for their excellence in research and education, providing a strong foundation for the automotive industry. The region's engineering talent is supported by a robust network of industry partners and research centers, ensuring that the industry has access to the latest in engineering technology and expertise.

International Center for Automotive Research

Atlanta

Charlotte

Aerial view of site
Photo courtesy of Rosen & Associates

Knowledge in the Fast Lane

Heading up the long list of resourceful Upstate learning institutions, Clemson University offers unique and innovative insights into the motorsport and automotive industries. With some of the most experienced veterans of motorsport development leading the programs, the Brooks Institute for Sports Science has been a cornerstone for developing some of the top talent in the industry. And with the addition of International Center for Automotive Research, Clemson is ready to take on an even more prominent role in the industry.

Upstate South Carolina also benefits from the nationally renowned Center for Accelerated Technology Training (CATT), which provides training for new and expanding industries in the state. Named the #1 workforce-training program, CATT offers education and training that can be tailor-made for new and expanding industries in South Carolina. CATT is part of a regional higher education system encompassing more than 20 colleges/universities and 70,000 students.

Motorsport

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Staying Ahead of the Competition

BMW Manufacturing, the State of South Carolina and Clemson University have recently formed a partnership to establish the centerpiece of the motorsport industry in the Upstate. A premier Automotive/Motorsport Research Center will offer training and advanced degrees in automotive engineering and motorsport technology. This project adds to the curriculum of Clemson University's Brooks Institute for Motorsport Excellence and furthers its position as one of the nation's foremost motorsport programs.



[Click for complete segment guide.](#)

Clemson University
International Center for Automotive Research

With the recent announcement of the International Center for Automotive Research in Upstate South Carolina, the region's motorsport industry looks to have an even greater impact on the global future of the sport. The International Center for Automotive Research is a collaborative effort of multiple public and private entities, including the city and county of

Clemson University engineering students and faculty are engaged in highly technical research in a number of motorsport applications:

- Advanced materials development (metal composite & ceramic)
- Computational fluid dynamics (CFD) for motorsport & industry partners
- Vehicle chassis software
- Kinetic chassis software
- Portable 3-D digital measuring device development

Greenville, and reinforces the strength of Clemson University's Brooks Institute for Sports Science. This center will bring a dedication to commercially viable motorsport research and development designed to support existing industries while attracting new motorsport interests. As a joint venture between BMW Manufacturing Corp., the State of South Carolina and Clemson University, the \$25 million International Center for Automotive Research project will also focus on systems integration and create a dedicated graduate engineering program.

Once completed, the facility will accommodate 3.4 million sq. ft. and add thousands of new jobs to the Upstate. The center will offer advanced testing and support facilities that will enable International Center for Automotive Research to meet the needs of the most technically advanced motorsport industry.

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commercial corridors

Greenville, with its strong residential neighborhoods, supports a variety of local and national businesses along key commercial corridors throughout the city. The City is partnering with businesses and property owners in implementing master plans for the commercial corridors. The plans are market based, reflect the variety and uniqueness of each corridor and are in various stages of implementation.



augusta road

Augusta Street, or Augusta Road as it is referred to locally, is located less than a mile from Greenville's central business district. This shopping district is home to a large variety of high-end specialty shops. Fine clothing stores, flower shops, health food markets and decorating resource centers can be found near old-fashioned hardware stores and a wide range of restaurants.



The Augusta Road Business Association (ARBA) is a coalition of businesses established

to work together for the betterment and the economic development of the Augusta Road corridor. ARBA currently has over 70 members and holds monthly Board meetings. Membership is open to any business having an interest in Augusta Road. You can visit the Augusta Road Business Association web site at www.augustaroad.net

The City of Greenville has partnered with the Augusta Road Business Association (ARBA) to facilitate a long term improvement plan for the area. The improvement project is an ongoing process that relies heavily on the active participation of local businesses. Public improvements included the removal and replacement of utility poles, the installation of mast arms at intersections to define the character of the area, and additional landscaping.

church street



University Center.

pleasantburg drive

Pleasantburg Drive is Greenville's principle north/south artery running through the geographic heart of the city. It is home to some of the City's most significant institutions including the Downtown Airport, Greenville Technical College, Bob Jones University, Palmetto Exposition Center, and the

"Pleasantburg", as it is often referred to, has seen many uses since it was first established in 1941 and has grown in length over time and now extends 7.3 miles in length.

The Pleasantburg Drive Business Association assists property and business owners in marketing the corridor as the location of choice for business, technology and education. Implementation of a Master Plan is now taking place and includes: expansion of the Palmetto Exposition Center, the Greenville Downtown Airport and the landscaping of business frontages, street banners and other components.

The City maintains a detailed web site of information about the corridor in association with the Pleasantburg Drive Business Association. To learn about the Facade Improvement program, current master plan under development and a recent market study click on www.pleasantburgdrive.org.

western corridor

A \$24 million dollar roadway expansion project will be



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[Reedy River](#)

[business incentives](#)

[annexation](#)

[business links](#)

For more information on Greenville economic development, please contact the Economic Development Department at



Improvements to Church Street will be based on the [Haynie-Sirrine Master Plan](#) which call for Church Street to be reduced to a four-lane, median divided boulevard with street trees and wide sidewalks. This plan focuses on making Church Street more pedestrian-friendly and creates a new neighborhood center at the intersection of Church Street and Haynie Street to create a vibrant 18-hour environment for living, working and shopping.

laurens road

Laurens Road has become known as the Motor Mile since it is home to most of the City's car dealerships. This busy corridor is also home to many of the big box retailers in the area. This commercial corridor was recently expanded to handle the volume of traffic and will be the home to the new Automotive Research Park, part of a joint venture with Clemson University and BMW. The ICAR (International Center for Automotive Research) project will establish the Upstate as the centerpiece of the motorsport industry. This premier Automotive and Motorsport Research Center will offer training and advanced degrees in automotive engineering and motorsport technology, and create approximately 20,000 high-paying jobs.

reshaping this commercial corridor over the next two years. The project includes the widening of Buncombe Street and the extension of Stone Avenue to Buncombe Street. Rezoning of the area has taken place to encourage appropriate development. Additionally, a recent market study on the Western Corridor/West Washington Street area was recently completed. [To review the market study, click here](#) using Acrobat Reader. To download Acrobat Reader, [click here](#).

(864) 467-4401 or
[email us](#) with your questions.

Mailing Address:
City of Greenville
Economic
Development
PO Box 2207
Greenville SC 29602

west washington

A recent traffic study proposed several alternatives for making West Washington Street a pedestrian friendly corridor. This includes diagonal parking, a landscaped median and a narrowing of the travel lanes. Additionally, an economic market study to identify businesses and other uses was recently completed. [To review the market study, click here](#) using Acrobat Reader. To download Acrobat Reader, [click here](#). A master plan and streetscape design are currently being developed.

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Engineering and Science

Last Updated May 15th, 2004

FEATURE:

Earnest

Events and Research News in Engineering & Science Today

N.C. research campus veteran becomes director for automotive research campus

The manager of one of the best known research campuses in the country has been named director of one of the country's newest -- the Clemson University International Center for Automotive Research.

Robert T. Geolas has been top manager for the 1,334-acre Centennial Campus at North Carolina State University since 2000. He will begin work at the Clemson auto research campus in April.



"Clemson's International Center for Automotive Research will create the kind of opportunities that are critical for South Carolina," said Geolas. "The distinctive research and testing facilities and private industry R&D operations will help support the region's growing automotive industry cluster."

As director, Geolas will be responsible for overall leadership and management of the Clemson auto research campus. He will recruit additional partners from the automotive and motorsports industries and coordinate the private and public sectors to create an environment where world-class education, research and business activities will flourish.

A graduate of N.C. State, Geolas, 39, has also worked as executive assistant to the North Carolina secretary of transportation and legislative liaison for the North Carolina speaker of the house.

"A world-class project requires a world-class leader," said Chris Prziembel, Clemson's vice president for research. "Bob Geolas is the recognized world-class leader in the development of a research campus based on public/private partnerships. We are extremely fortunate to have him lead the development of the Clemson University International Center for Automotive Research."

- [Gift Planning Opportunities with Charitable Trusts](#)
- [Michelin joins BMW, IBM and Microsoft in \\$90 million-plus project](#)
- [N.C. research campus veteran becomes director for automotive research campus](#)
- [Leadership Changes](#)
- [CoES gains new corporate partner](#)

automotive industry cluster."

ALUMNI

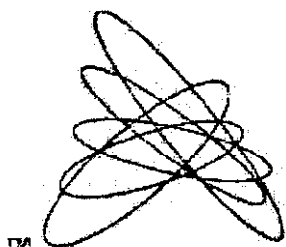
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- [Up, up and away!](#)
- [Weather forces banquet cancellation](#)
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- [Three named to endowed posts](#)
- [Faculty Changes](#)
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- [Honors and Awards](#)

RESEARCH

- [On the Road again...](#)



CLEMSON UNIVERSITY
International Center for Automotive Research

DATE: 11-12-03

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**CLEMSON UNIVERSITY BREAKS GROUND
FOR AUTOMOTIVE RESEARCH CAMPUS**

GREENVILLE, S.C. — Officials broke ground today on a 400-acre Clemson University automotive research campus, to be anchored by a graduate engineering center and unique research and development facilities.

Governor Mark Sanford, Helmut Leube, president of BMW Manufacturing of S.C.; and Todd Kirtley, general manager, industrial sector, of IBM Global Services; joined Clemson University President James F. Barker in turning the first shovels of dirt at what will be the Clemson University International Center for Automotive Research. Barker said the research campus could help make South Carolina the hub of the nation's automotive and motorsports industry cluster.

At the groundbreaking, Leube announced that BMW would build an Information Technology Research Center on site, making BMW the park's first non-academic tenant. The 84,000-square-foot center will support research that focuses on improving automotive software systems and software/hardware compatibility for BMW products.

The \$15 million facility will be owned by Clemson and leased by BMW. State funding to build the center is part of the state incentive package offered to BMW last year when the company announced an investment of \$400 million and the creation of 400 new jobs over the next several years. ([Click here for BMW Manufacturing Corp. news release](#))

IBM also announced its plans to form a long-term partnership with Clemson in this project, starting with a first-year commitment valued at \$1.1 million. Kirtley said the commitment includes \$750,000 worth of software and the assignment of an IBM executive at the research campus to support the work of Clemson faculty and students. ([Click here for IBM news release](#)). IBM is working with both Clemson and BMW on extended participation in the future.

"This project represents a new era in economic development in South Carolina, an era when research universities are actively engaged in creating high-paying, knowledge-based jobs and enhancing the productivity of key industrial sectors," Barker said. "The automotive research campus proves that the combination of academic strength, industry partnerships, local leadership and strong state support is a very powerful formula."

The campus consists of a 250-acre Clemson campus and an adjacent 150-acre property that will be privately developed. ([Click here for Clemson University automotive research program news release](#)). Eventually, the campus is expected to include unique research and testing facilities, such as an automotive electronics systems lab, crash-worthiness lab, fuels lab with an emphasis in hydrogen-based research, and a full-scale wind tunnel.

Unlike traditional industrial parks, the campus is intended to attract tenants whose products include new knowledge and technology and whose business requirements include a highly educated and well-trained workforce.

Barker also announced that the graduate engineering center, at BMW's request, would be named for Carroll A. Campbell Jr., the former governor who helped recruit the company to South Carolina. The center will house nine faculty and up to 50 graduate students, who are expected to generate \$5 million a year in external research support.

The graduate programs will focus on systems integration, addressing a growing challenge in the automotive industry as car components become increasingly computerized and complex. Graduates of the program will be prepared to meet the engineering and management challenges of designing and building a highly complex modern automobile, in which mechanical, electrical and digital technologies work together to drive safety, performance, comfort and even entertainment. ([Click here for Clemson University automotive research list](#)).

Clemson will collaborate with Greenville Technical College to prepare the technical staff that will be needed as the campus develops.

The Clemson project already has generated more than \$90 million in public and private support:

- \$10 million gift from BMW to endow the graduate engineering center;
- \$5 million in additional private support for the graduate center from BMW suppliers;
- \$15 million in matching funds from South Carolina's new Research Centers of Excellence Act, which earmarks lottery revenues for endowed chairs;
- \$40 million from the state's economic development incentive bond act to build and equip the graduate engineering center and build the information technology center that will be leased by BMW;
- \$14 million in state funding for roads and other infrastructure;
- \$1.1 million first-year commitment from IBM;
- \$7 million to be raised by the Clemson University Foundation to purchase land.

The campus will be built on 400 acres of prime Greenville, S.C., property that fronts Interstate 85 halfway between Charlotte, N.C. and Atlanta, Ga., a corridor that is home to two-thirds of the nation's motorsports racing teams. There already are 200 automotive-related businesses in South Carolina and another 114 automotive industry suppliers located in the Palmetto State.

"The campus will serve the state's existing automotive industry cluster and help attract new ones by bringing together a graduate program that can provide a highly educated workforce and research expertise with testing facilities not available in the United States," said Chris Przirembel, Clemson's vice president for research. "This project could help South Carolina become the focal point of the nation's automotive economic cluster."

For more information on the automotive research campus or high-resolution photos/images, go to:

<http://www.clemson.edu/autoresearch/>

<http://www.clemson.edu/autoresearch/images>

Earnest

Events and Research News in Engineering and Science Today

www.ces.clemson.edu

The Alumni Magazine of the College of Engineering and Science at Clemson University

Winter 2004

Clemson University breaks ground for automotive research campus

On a sunny autumn day in November, Clemson University marked a major milestone that will have far-reaching implications for the school, the state and the country. Officials broke ground on a 400-acre Clemson University automotive research campus, to be anchored by a graduate engineering center and unique research and development facilities.

Governor Mark Sanford, Helmut Leube, president of BMW Manufacturing of S.C.; and former S.C. Governor Carroll Campbell, joined Clemson University President James F. Barker in turning the first shovels of dirt at what will be the Clemson University International Center for Automotive Research. Barker said the research campus could help make South Carolina the hub of the nation's automotive and motorsports industry cluster.

At the groundbreaking, Leube announced that BMW would build an Information Technology Research Center on site, making BMW the park's first non-academic tenant. (see The Information Technology Research Center, p.3)

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IBM executive at the research campus to support the work of Clemson faculty and students. IBM is working with both Clemson and BMW on extended participation in the future.

"When Clemson University set a goal of becoming one of the nation's top public universities, some people asked why. Why push ourselves so hard, why set such high standards and demand excellence in every endeavor, why drive our faculty and staff to be more productive and more creative than they have ever been before?"

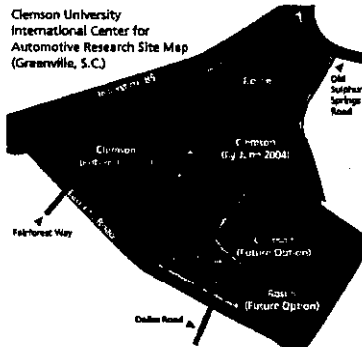
This is why. This project represents what top-tier research universities do for their states and their citizens.

Clemson University International Center for Automotive Research

"This project represents a new era in economic development in South Carolina, an era when research universities are actively engaged in creating high-paying, knowledge-based jobs and enhancing the productivity of key industrial sectors," Barker said. "The automotive research campus proves that the combination of academic strength, industry partnerships, local leadership and strong state support is a very powerful formula."



BMW President Helmut Leube (from left), former S.C. Governor Carroll Campbell, and S.C. Governor Mark Sanford, join Clemson University President James F. Barker in turning the first shovels of dirt at what will be the Clemson University International Center for Automotive Research.



Clemson's International Center for Automotive Research will be built along Interstate 85 and Laurens Road in Greenville.

The Clemson project already has generated more than \$90 million in public and private support:

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Automotive research program puts Clemson in the driver's seat

Clemson University's new Carroll A. Campbell, Jr. Graduate Engineering Center (see story, pg. 3) will put South Carolina in the driver's seat in the emerging field of automotive systems integration. As any motorist can see from behind the wheel, automobiles and computers are increasingly intertwined. Today's dashboards glow with global positioning units while sensors monitor tire traction and pedal pressure applied to the brakes. Engineers call this intertwining "integrated systems," an interplay of mechanical, electrical and digital technologies that drive safety, performance, comfort and even entertainment in the vehicles.

"You need people who understand a range of disciplines and know how to put them together. That's where Clemson comes in," said Imtiaz Haque, chair of Clemson's mechanical engineering department.

Plans for Clemson's research campus call for an array of research facilities, including an automotive electronics systems lab, crash-worthiness lab, a fuels lab with an emphasis in hydrogen-based research and a full-scale wind tunnel. The program will offer master's and doctoral degrees in automotive engineering. As many as 50 students are expected to seek degrees when the center opens.



Construction will begin in 2004 on the \$25 million graduate engineering center, located on the research and education campus at the intersection of Interstate 85 and Laurens Road in Greenville, S.C. Initial plans call for a 130,000 sq. ft. four-story building with space for laboratories, classrooms and offices. An additional \$30 million from the state Research Centers of Economic Excellence program and matching industry awards will secure three endowed chairs and six additional faculty members.

The center director is expected to be on board by 2004. An international search has begun, seeking top applicants from industry and academics. Clemson University, BMW Manufacturing Corp. and the state of South Carolina formed the center to meet the academic

and research needs of BMW, its suppliers, and the state's growing automotive industry.

"The research synergy between the center and related campus research is expected to generate more than \$10 million of external funds a year eventually," said Haque, who has shepherded the development of the graduate engineering program.

For more information on the automotive research campus go to: <http://www.clemson.edu/automotresearch/>



Clemson's International Center for Automotive Research, set to open in 2005, will build on existing strengths at Clemson, where researchers already collaborate with some of the world's top automotive companies and motorsports industry. Current projects include development of complex computer models for predicting vehicle handling, studies into cell phone safety on the road and breakthroughs in fuel efficiency, thanks to development of lighter-weight materials and advances in continuously variable transmissions.



NEW RESEARCH CENTER
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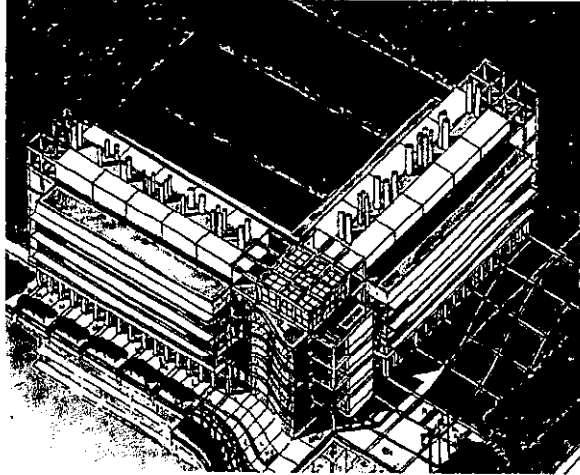
The Carroll A. Campbell Jr. Graduate Engineering Center

Anchoring the International Center for Automotive Research campus will be the Carroll A. Campbell Jr. Graduate Engineering Center, named for the former governor whose leadership helped create an automotive industry cluster by bringing BMW to South Carolina a decade ago.

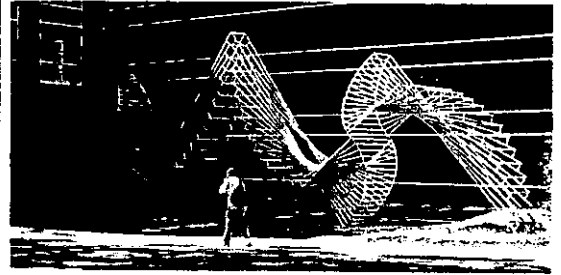
Last year, BMW donated \$10 million to Clemson to help endow the center. Clemson plans to recruit nine faculty and up to 50 graduate students. These faculty will join an established and nationally recognized core group

of Clemson faculty who have been leaders in automotive and motorsports research and education for 15 years.

The Campbell Graduate Engineering Center will focus on systems integration, addressing a growing challenge in the automotive industry as car components become increasingly computerized. Graduates will be prepared to meet the engineering and management challenges of designing and building a highly complex modern automobile in which mechanical, electrical and digital technologies work together.



CLEMSON UNIVERSITY
International Center for Automotive Research



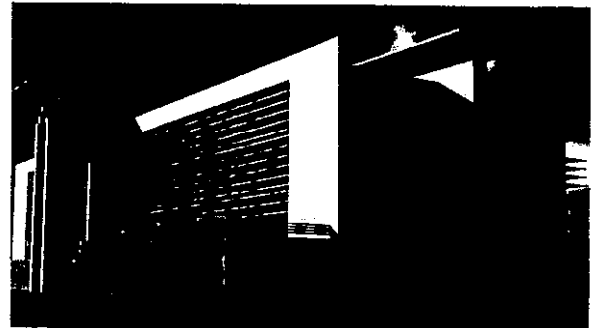
The logo for the Clemson University International Center for Automotive Research is inspired by the "Six Degrees of Freedom" sculpture on Clemson's campus. This 20-foot-tall, 40-foot-long sculpture is located in the courtyard of the Fluor Daniel Engineering Innovation Building, home to Clemson's department of mechanical engineering and Brooks Institute for Sports Science. The work's name, "Six Degrees of Freedom," is an engineering term that refers to potential motion of bodies in three-dimensional space. The automotive research center logo exhibits five rings that overlap to create a unified sixth ring.

The Information Technology Research Center

The first non-academic tenant on campus will be BMW Manufacturing of South Carolina, which has announced its plans to occupy an Information Technology Research Center (right) to be built adjacent to Clemson's graduate school. The 84,000-square-foot center will support research that focuses on improving automotive software systems and software/hardware compatibility for BMW products.



The \$15 million facility will be owned by Clemson and leased by BMW. State funding to build the center is part of the state incentive package offered to BMW last year when the company announced an additional investment of \$400 million and the creation of 400 new jobs over the next several years.



Objectives
Clemson University is pleased to announce the opening of the Information Technology Research Center, a 84,000-square-foot facility located adjacent to the graduate school. This center will support research that focuses on improving automotive software systems and software/hardware compatibility for BMW products.

Information Technology Research Center
The \$15 million facility will be owned by Clemson and leased by BMW. State funding to build the center is part of the state incentive package offered to BMW last year when the company announced an additional investment of \$400 million and the creation of 400 new jobs over the next several years.

BMW
BMW Manufacturing of South Carolina, which has announced its plans to occupy an Information Technology Research Center (right) to be built adjacent to Clemson's graduate school. The 84,000-square-foot center will support research that focuses on improving automotive software systems and software/hardware compatibility for BMW products.

State Funding
The \$15 million facility will be owned by Clemson and leased by BMW. State funding to build the center is part of the state incentive package offered to BMW last year when the company announced an additional investment of \$400 million and the creation of 400 new jobs over the next several years.

Research Focus
The center will support research that focuses on improving automotive software systems and software/hardware compatibility for BMW products.

Location
The center is located adjacent to the graduate school.

Completion
The center is scheduled to be completed in the near future.

Contact
For more information, contact the Clemson University International Center for Automotive Research.

Outlook

A Publication of the Greater Greenville Chamber of Commerce

WHAT'S INSIDE

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Award winners named during annual Chamber banquet

P4 / INSIDE LOOK

Gift of gab leads Rosylin Weston to PR career success

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Actions taken to improve student learning

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The strategy:
People-centered economic development

P13 / TIME AND PLACE

What's happening in Greenville that you need to know about?

Special pullout inside: The Chamber's Program of Work



George Acker of Duke Power, immediate past chair of the Greenville Chamber, passes the gavel to Jim Terry of Carolina First, 2004 Chairman of the Greenville Chamber.

Venture capital a hot topic in state

By Amanda Bates

The phrase venture capital takes center stage at Greenville's Hyatt Regency May 20 during InnoVenture 2004.

The venture capital conference seeks to introduce regional venture capital funds to high-impact companies in the area.

John Warner, vice president of strategies and communications at Kemet as well as chairman of InnoVenture, said venture capital firms are looking to invest in companies with a large market potential.

"Venture capital firms are investment companies that raise money and invest in emerging companies," Warner said. "What sets these companies apart is that they have the potential to grow rapidly."

Examples of such companies, Warner said, include ScanSource and iOnosphere, which benefited from \$1.25 million in funding from Trelys Venture Partners in 2002.

"You have to plant the seeds today for the ScanSources of tomorrow," Warner said. "You

See Capital, Page 21

Climbing To 3,000: Membership Campaign Takes Flight

With heightened momentum and fresh insight, the Chamber will be kicking off its 2004 Membership Campaign on April 1 with this mission: Climbing to 3,000. Through a multi-year approach, the Chamber will set its sights on gaining a membership base of 3,000 businesses, up from its current membership of 2,292.

"An active chamber is the foundation on which any successful community is built. And, with a new President and a new governing body structure, it's a great time to be a part of the Greenville Chamber," said Tim Reed, membership campaign co-chair.

Led by co-chairs Reed and Brian Rogers, approximately 30 volunteer sales teams representing companies throughout the Greenville area will begin sales



Tim Reed and Brian Rogers, co-chairs of the Chamber's 2004 Membership Campaign

efforts - with the campaign goal throughout the eight-week period being \$100,000 in new membership money, yielding 250 new Chamber member businesses and \$200,000 in total money, including sponsorships and membership renewals.



Designed by Mike Zeller
and Wade Franks of
Jackson-Dawson

See Campaign, Page 19

MINING FOR DATA

Chamber's strategy: People-centered economic development

A significant portion of the Greenville Chamber's economic development strategy can be neatly described in a simple phrase: people-centered economic development. The driving force in any economy is the talent of the area's workforce. A region that tends to be a magnet for talent attraction and retention will certainly compete more effectively than regions that lose talent to other locales. How does Greenville and South Carolina compare to other regions in terms of talent recruitment retention? According to a number of sources, the area stands squarely in the middle of the pack in attracting and keeping young, college-education persons in the area.

The Brookings Institution's Center on Urban and Metropolitan Policy published in January 2004 *Labor Supply Pressures and the "Brain Drain."* This report indicated that the Greenville Metro area ranked 68 out of 100 largest metro areas in terms of the net migration of persons ages 25 to 34. As seen in the chart, Greenville's net migration index was well below peer communities in the Southeast but well ahead of frost-belt communities.

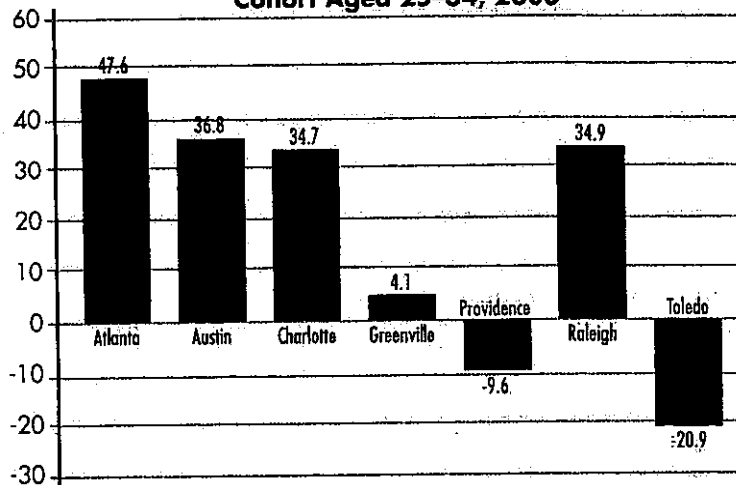
Why is it important to keep these young folks in the Palmetto State? According to the Brookings Institution, different cohorts of workers bring with them various specialized human capital to an area's economy. Younger workers can be expected to have mastered newer technologies and ideas. As many of these individuals have fewer family responsibilities than their older counterparts, they may also bring more entrepreneurialism and risk-taking behaviors to the region. With more emphasis being placed upon industry clusters that require specialized skills, the economic development community will begin to recognize the importance of enhancing the local knowledge base. According to Brookings, some economic models hypothesize that a regional technology complex can collapse like a house of cards if the stock of local knowledge falls below a certain level.

Thus, it is critical for a region that wants to enhance its productivity to ensure that it attracts and retains as much knowledge via these workers as it can.

The Brookings report notes that there are significant correlations between the number of young and educated metropolitan residents and certain well-publicized measures. From having a high proportion of jobs in high technology (0.61 correlation coefficient) to having a high arts score according to the *Places Rated Almanac* (0.43 coefficient), there are easily identifiable initiatives that can be implemented to increase the number of young and educated persons in our region.

There are a number of initiatives under way in the Greenville area that will bolster our ability to attract and retain the best

Net Migration Index
Cohort Aged 25-34, 2000



and brightest talent in the nation. Obviously, Clemson University's International Center for Automotive Research (ICAR) will provide a direct pipeline of talent to the local automotive industry cluster. In addition to this key initiative, the City of Greenville's continuing work on downtown development will be an attractor of talent and, the Chamber's work on developing talent recruitment materials will aid in bringing talent to the region.

As our members know, Greenville is a great place to live and work. By supporting initiatives such as those listed above, we can get the word out about Greenville to those who should come to know Greenville as being a great community. Keep up the support and keep telling folks about Greenville.

For additional information on the Brookings Institution report, go to http://www.brookings.edu/es/urban/publications/20040116_gottlieb.htm. For any questions regarding Greenville socioeconomic data or economic development, contact Hank Hyatt at hhyatt@greenvillechamber.org.

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Clemson Research Campus Will Make SC an Automotive Research Hub

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Innovation insights,
information,
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expert support
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BMW and IBM join Clemson University automotive research campus

GREENVILLE, S.C., Nov. 13 /PRNewswire/ -- A 400-acre automotive research campus, to be developed by Clemson University, promises to make South Carolina a hub of the nation's automotive and motorsports industry. The project already has generated \$90 million in state and private support, including commitments from BMW and IBM.

Asian Automotive Industry
News, analysis &
market data, B2B
Magazine,
Directory,
Forecasts.
www.auto-asia.com

Microsoft and Michelin also have expressed interest in being part of the initiative.

The Clemson University International Center for Automotive Research will be the home of a new graduate engineering education center, distinctive research and testing facilities, and private industry R&D operations that will help support the region's growing automotive industry cluster.

"This project represents a new model for economic development in South Carolina, a model in which research universities are actively engaged in creating high-paying, knowledge-based jobs," said Clemson President James F. Barker. "The project proves that the combination of academic strength, industry partnerships, local leadership, and strong state support is a very powerful formula."

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The first non-academic tenant on campus will be BMW Manufacturing of South Carolina, which has announced its plans to occupy an Information Technology Research Center to be built adjacent to Clemson's graduate school. The 84,000- square-foot center will support research that focuses on improving automotive software systems and software/hardware compatibility for BMW products.

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The \$15 million facility will be owned by Clemson and leased by BMW. State funding to build the center is part of the state incentive package offered to BMW last year when the company announced an additional investment of \$400 million and creation of 400 new jobs over the next several years. Last year, BMW donated \$10 million to Clemson to help endow the graduating engineering center. (See the BMW Manufacturing Corp. news release online at <http://clemson.edu/autoresearch/newsrelease/bmw.htm> .)

IBM also announced its plans to form a long-term partnership with Clemson in the project, starting with a first-year commitment valued at \$1.1 million. Officials said the commitment includes \$750,000 worth of software and the assignment of an IBM executive at the research campus to support the work of Clemson faculty and students (See the IBM news release online at <http://www.clemson.edu/autoresearch/newsrelease/ibm.htm> .) IBM is working with both Clemson and BMW on extended participation in the future.

Clemson plans to recruit nine faculty and up to 50 graduate students, who are expected to generate at least \$5 million a year in research support. The graduate programs will focus on systems integration, addressing a growing challenge in the automotive industry as car components become increasingly computerized and complex. Graduates will be prepared to meet the engineering and management

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challenges of designing and building a highly complex modern automobile, in which mechanical, electrical and digital technologies work together to drive safety, performance, comfort and even entertainment. (See the Clemson University automotive research program news release and the automotive research list online at: <http://clemsonews.clemson.edu/automotive/gradengctr.htm> and http://clemsonews.clemson.edu/automotive/current_research.htm .)

The Clemson project already has generated \$90 million in public and private support:

- * \$10 million gift from BMW to endow the graduate engineering center;
- * \$5 million in additional private support for the graduate center from other automotive-related industries;
- * \$15 million in matching funds from the state's Research Centers of Economic Excellence Act, which earmarks lottery revenues for endowed chairs in research areas that can spur economic development; \$40 million from the state's Economic Development Bond Act to build and equip the graduate engineering center and build the information technology center that will be leased by BMW, pending final state approvals;
- * \$14 million in state funding for roads and other infrastructure;
- * \$1.1 million from IBM;
- * \$7 million to be raised by the Clemson University Foundation to purchase land.

The campus consists of a 250-acre Clemson campus and an adjacent 150-acre property that will be privately developed. Eventually, the campus is expected to include unique research and testing facilities, such as an automotive electronics systems lab, crash-worthiness lab, fuels lab with an emphasis in hydrogen-based research, and a full-scale wind tunnel.

The automotive research campus is located on 400 acres of property fronting Interstate 85 in Greenville, S.C., halfway between Charlotte, N.C. and Atlanta, Ga., a corridor that is home to two-thirds of the nation's motorsports racing teams. There already are 200 automotive-related businesses in South Carolina and another 114 automotive industry suppliers located in the Palmetto State.

EDITOR'S NOTE: For more information on related stories about the

automotive research campus or high-resolution photos/images, go to:

<http://www.clemson.edu/autoresearch>

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Web site: <http://clemson.edu/autoresearch/newsrelease/bmw.htm> Web site:

<http://www.clemson.edu/autoresearch/newsrelease/ibm.htm> Web site:

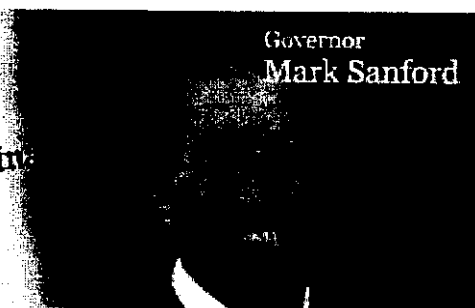
<http://clemsonews.clemson.edu/automotive/gradengctr.htm> Web site:

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11/12/2003

Gov. Sanford, Sec. Faith Join Clemson, BMW in Announcing Auto Park INTERNATIONAL CENTER FOR AUTOMOTIVE RESEARCH TO BECOME "KEY DRIVER OF SC ECONOMIC ENGINE"

Greenville, S.C. - November 12, 2003 - Governor Mark Sanford and Commerce Secretary Bob Faith today joined with officials from Clemson University, BMW, IBM and numerous Upstate business leaders in breaking ground on one of the most significant economic development announcements to occur in South Carolina in recent memory, Clemson's International Center for Automotive Research. Attending the groundbreaking ceremony in Greenville alongside representatives from city, county and state government, Gov. Sanford called the auto park "an exciting new synergy between the automotive manufacturing segment and high tech, knowledge-based segment of the international economy."

"What you're seeing today is the larger vision that our administration has been focused on achieving with this research park from day one," Gov. Sanford said. "Whether it's helping secure IBM's involvement or the involvement of additional partners to come, this park is going to be a key driver of South Carolina's economic engine, a job-creating shot in the arm for the Upstate as well as a huge step toward making our state a major player in the emerging high tech economy. Ultimately, that's going to mean additional jobs, capital investment and economic development opportunities headed to our state moving forward."

Commerce Secretary Bob Faith, who along with Clemson University Trustee Bill Smith was instrumental in negotiating the land and financial components of the auto research park

July 23, 2004

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deal last month, called the park "the expansion of an existing partnership with one of our state's finest corporate citizens, BMW, as well as the beginning of a whole new chapter in our state's economic development efforts as we continue to pursue additional partners in this project."

"If the goal is to take a cluster approach to economic development that's targeted toward bringing emerging knowledge-based industries to South Carolina, this is going to be a cluster like none other," said Sec. Faith. "We're creating what's going to be an international magnet for automotive research in our own back yard and planting the flag for an aggressive economic development effort in the months and years to come."

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 Driving the Future

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