







## A FAST-GROWING COUNTY FEATURING A LOW COST OF LIVING AND A DIVERSE ECONOMY

Known for a diverse and well balanced economy, Lancaster County's advanced manufacturing and corporate headquarter operations stretch from the northern panhandle to the southern most communities. The county is home to a wide array of national and international firms, including: Akzo Nobel, Continental Tire, Founders Federal Credit Union, Keer America, Movement Mortgage, Nutramax Laboratories, Red Ventures and Sharonview Federal Credit Union.

In close proximity to the major metropolitan area of Charlotte coupled with a low cost of living and a prepared and skilled workforce, Lancaster County is an economic goldmine for business.

Located just southeast of Charlotte, Lancaster County offers the best of all worlds to all age groups. Featuring a wealth of shopping and dining experiences, there's also a wide array of recreational opportunities at numerous parks and facilities, where families can enjoy nature walks, team sports, a group picnic and more.

In a recent report from the U.S. Census Bureau, Lancaster County ranked as the second (2nd) fastest growing county in South Carolina, with a 4.5% growth from 2020 to 2021.



#### LANCASTER COUNTY POPULATION GROWTH

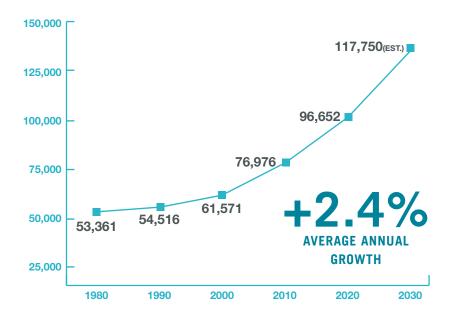
Lancaster County is part of the Charlotte-Concord-Gastonia Metropolitan Statistical Area (MSA), which consists of the following eleven counties: Anson, Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Rowan and Union counties in North Carolina; and, Chester, Lancaster and York counties in South Carolina.

LANCASTER COUNTY RANKED 40TH IN THE U.S. CENSUS BUREAU'S LIST OF

# **100 FASTEST GROWING COUNTIES**

OF MORE THAN 10,000 PEOPLE FROM APRIL 2020 TO JULY 2021.

Nearly all of the County's population growth can be attributed to inbound migration, an indication of the county's desirability.



Source: SC Revenue and Fiscal Affairs Office



Lancaster County employers source workers from well beyond the county border. Supported by independent third-party research for the purpose of industry and workforce analysis, the map above defines Lancaster County's labor shed based on commuting data. The tables below detail the county's demographics in the context of this larger region and the USA.

#### **DEMOGRAPHICS**

Population	Lancaster County	Labor Shed	United States
Total Population	104,635	2,611,032	337,470,185
2028 Total Population	113,338	2,728,578	342,640,129
2023-2028 Growth Rate	+8%	+5%	+2%
Age	Lancaster County	Labor Shed	United States
Less than 15	18%	19%	18%
Age 15 - 34	22%	28%	27%
Age 35 - 49	19%	20%	19%
Age 50 - 64	20%	18%	19%
Age 65+	21%	15%	18%
Age 18+	79%	77%	78%
Median Age	42.8	37.4	39.1
2028 Median Age	43.6	37.7	39.8

Income	Lancaster	County	Labor Shed	United States
Median Household Income	9	\$73,509	\$71,952	\$72,603
2028 Median Household I	ncome	\$82,615	\$82,768	\$82,410
Per Capita Income		\$41,464	\$42,015	\$41,310
2028 Per Capita Income		\$47,042	\$48,490	\$47,525

Source: Esri Community Analyst, 2023 estimates unless noted otherwise



#### LANCASTER COUNTY'S DIVERSE ECONOMY

Lancaster County has one of the most diverse economies in the Carolinas. For more than 100 years, the economy was textile dominated. However, in 2007 when the last large textile mill closed, the county made a concerted effort to build a new economy. Today, the business landscape is remarkably different than just ten years ago.

The county's focus and ability to attract high growth corporate facilities has been nationally recognized with firms like Continental Tire the Americas, Founders Federal Credit Union, Honeywell, Movement Mortgage, PCI Group, Red Ventures and Sharonview Federal Credit Union leading the way.

In addition, Lancaster County has solidified their status as a manufacturing center, as they are home to companies such as Nutramax Laboratories, Fab Fours, Cooley Group and OceanaGold/Haile Gold Mine.

#### LANCASTER COUNTY TOP EMPLOYERS\*

Company	Industry	Jobs
Movement Mortgage	FINANCIAL SERVICES — Headquarters, Mortgage services	760
Continental Tire of the Americas	CORPORATE OPERATIONS — N.A. Headquarters, Motor vehicle tires	690
MUSC Lancaster Medical Center	HEALTH CARE — Hospital, Full service	660
Nutramax Laboratories, Inc.	${\tt MANUFACTURINGHeadquarters,Nutraceuticalproducts}$	600
Red Ventures	PROFESSIONAL SERVICES — Headquarters, Internet marketing	500
Founders Federal Credit Union	CORPORATE OPERATIONS — Headquarters, Consumer banking	350
Oceana Gold/ Haile Gold Mine	MINING — Metallic ore mining	300
PCI Group	MANUFACTURING — Corporate printing and mailing services	290
Walmart	RETAIL — Local retail	285
Keer America	ADVANCED MATERIALS — Textile product manufacturing	285
ServiceMac	FINANCIAL SERVICES — Mortgage services	245
INSP Network	INFORMATION — Headquarters, Media broadcasting network	190
Sharonview Federal Credit Union	CORPORATE OPERATIONS — Headquarters, Consumer banking	170
McClancy Seasonings	MANUFACTURING — Spice and seasoning products	120

Source: Lancaster County Department of Economic Development \*Note — Not included: Government and K-12 education



#### LANCASTER COUNTY RECENT PROJECT ANNOUNCEMENTS

Company	Industry	Year	Туре	Pledged CapEx	Pledged Jobs
SNIDER FLEET SOLUTIONS	HEADQUARTERS — Vehicle fleet maintenance solutions	2023	ATTRACTION	\$6,900,000	167
NUTRAMAX LABORATORIES (2022)	MANUFACTURING — Nutraceuticals, Veterinary sciences	2022	EXPANSION	\$30,000,000	200
U.S. STRAPPING COMPANY, INC	MANUFACTURING — Polyester (PET) strapping	2022	EXPANSION	\$34,600,000	63
CHIEF BUILDINGS	MANUFACTURING — Metal building systems	2022	ATTRACTION	\$22,100,000	102
VOCO AMERICA	HEADQUARTERS — Dental materials	2021	EXPANSION	\$3,200,000	15
STUDIO DISPLAYS	MANUFACTURING — Exhibit displays	2021	ATTRACTION	\$7,100,000	43
BASWARE	INFOTECH — E-invoicing solutions	2021	EXPANSION	\$0	15
CONTINENTAL TIRE THE AMERICAS	HEADQUARTERS — Automotive tires	2020	EXPANSION	\$20,000,000	200
UNIQUE LOOM (2020)	DISTRIBUTION — Carpets and rugs	2020	EXPANSION	\$18,000,000	50
SYNTECH DESIGN LAB	INFOTECH — Engineering and technical services	2020	ATTRACTION	\$450,000	20
TOTAL				\$142,350,000	875

Source: South Carolina Department of Commerce



# LANCASTER COUNTY TOP MANUFACTURING LOCATION QUOTIENTS\* (LQ) (Q1 2023)

Location quotients (LQs) measure the concentration of an industry in a region, compared to a benchmark area (ex. — the United States), as a way to identify unique and/or specialized components of a local economy. LQ values between 0.9 and 1.2 imply comparable rates, while LQ values greater than 1.2 signal a much higher local concentration (i.e. — a unique local cluster), likely attributable to a thriving industry, unique asset, or similar feature. (Ex. LQ = 4.08, employment is three times the US concentration rate)

NAICS Code	NAICS Subsector	Employed	<b>Location Quotient</b>
313	Textile Mills	430	24.19
314	Textile Product Mills	79	4.08
337	Furniture and Related Product Manufacturing	228	3.28
325	Chemical Manufacturing	530	3.17
335	Electrical Equipment, Applian and Component Manufacturi	ing	2.23

Source: Chmura Economics; JobsEQ \*Note — Data listed by place of business; Private-sector employment



# LANCASTER COUNTY EMPLOYMENT BY INDUSTRY SECTOR (Q1 2023)\*

NAICS Code	NAICS Sector	Employed	Three-year Growth Rate	US Growth Rate	Annual Wage	Difference From US
11	Agriculture, Forestry, Fishing and Hunting	110	+37%	-1.0%	\$48,428	+9%
21	Mining, Quarrying, and Oil and Gas Extraction	571	+54%	-14%	\$85,131	-29%
22	Utilities	52	-28%	+1.3%	\$118,697	-4%
23	Construction	942	+6%	+4%	\$61,665	-18%
31-33	Manufacturing	2,813	-11%	+1%	\$59,173	-26%
48-49	Transportation and Warehousing	296	+62%	+16%	\$51,436	-16%
51	Information	429	+17%	+7%	\$147,344	+3%
52	Finance and Insurance	1,082	+99%	+4%	\$85,295	-34%
53	Real Estate and Rental and Leasing	296	+39%	+3%	\$50,770	-32%
54	Professional, Scientific, and Technical Services	2,509	-19%	+11%	\$106,218	-10%
55	Management of Companies and Enterprises	1,817	+9%	+5%	\$101,630	-29%
81	Other Services (except Public Administration)	544	+16%	-2%	\$37,750	-23%

Source: Chmura Economics; JobsEQ \*Note — Data listed by place of business; Private-sector only. Fastest growing industries Q1 2023 minimum jobs: fifty (50). NAICS sectors not included: Wholesale/retail trade (42 - 45); Admin, support, and waste management (56); Education (61); Healthcare (62); Arts (71); Accommodation & Food (72); and Public Administration (82)



# LANCASTER COUNTY LARGEST INDUSTRIES BY EMPLOYMENT\* (Q1 2023)

**MANUFACTURING** 



**EMPLOYED:** 

2,813

PERCENT OF ALL PRIVATE SECTOR JOBS:

12%

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES



**EMPLOYED:** 

2,509

PERCENT OF ALL PRIVATE SECTOR JOBS:

11%

MANAGEMENT OF COMPANIES AND ENTERPRISES



**EMPLOYED:** 

1,817

PERCENT OF ALL PRIVATE SECTOR JOBS:

8%



# LANCASTER COUNTY FASTEST GROWING INDUSTRY SECTORS\* (Q1 2020 - Q1 2023)

FINANCE AND INSURANCE



**EMPLOYED:** 

1,082

**GROWTH RATE:** 

+99%

TRANSPORTATION AND WAREHOUSING



EMPLOYED:

296

**GROWTH RATE:** 

+62%

MINING, QUARRYING, AND OIL AND GAS EXTRACTION



**EMPLOYED:** 

571

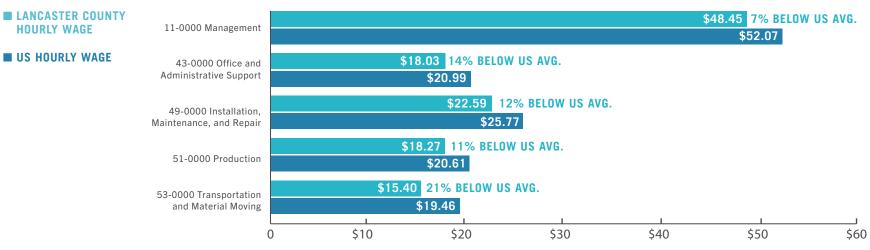
**GROWTH RATE:** 

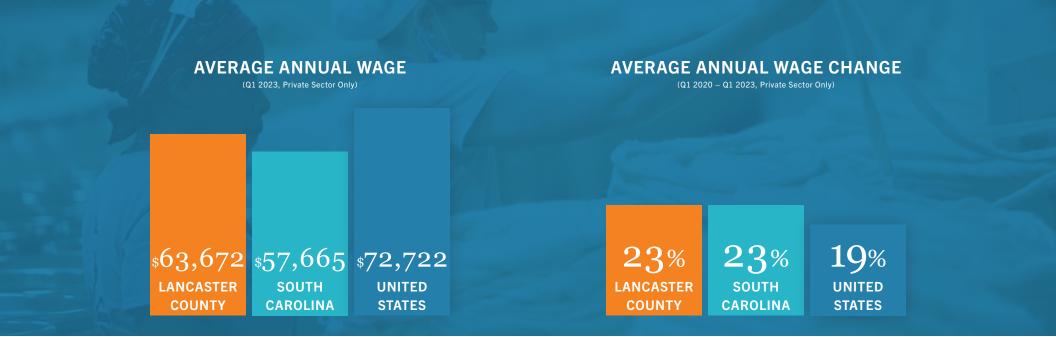
+54%



# LANCASTER COUNTY MEDIAN WAGE BY OCCUPATION GROUP (Q1 2023)\*

Lancaster County wages are below the national average, helping employers stay competitive with lower labor costs. Coupled with the region's low cost-of-living, workers still achieve an excellent quality of life.





## **LANCASTER COUNTY TOP OCCUPATIONS (Q1 2023)\***

SOC Code	Detailed Occupation	Employed	Lancaster County Median Wage	Difference from US
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	801	\$12.72	-21%
11-1021	General and Operations Managers	754	\$46.56	-7%
43-4051	Customer Service Representatives	695	\$16.66	-14%
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	510	\$14.78	-18%
43-9061	Office Clerks, General	472	\$16.42	-15%
53-7065	Stockers and Order Fillers	448	\$13.94	-18%
43-1011	First-Line Supervisors of Office and Administrative Support Workers	335	\$26.20	-15%
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	284	\$17.71	-15%
41-1011	First-Line Supervisors of Retail Sales Workers	273	\$20.71	-9%
43-3031	Bookkeeping, Accounting, and Auditing Clerks	273	\$19.88	-13%

Source: Chmura Economics; JobsEQ

\*Note — Data listed by place of business; Employment data represents private sector operations only.

Occupations not included: Education, Training, & Library; Protective Service; Food Preparation & Serving; and Retail Sales



# LANCASTER COUNTY JOB GROWTH BY OCCUPATION GROUP (Q1 2020 - Q1 2023)\*

		Lancaster County		
SOC Code	Occupation Major Group	Job Growth	Growth Rate	US Growth Rate
11-0000	Management	+128	+9%	+11%
43-0000	Office and Administrative Support	+76	+2%	-4%
49-0000	Installation, Maintenance, and Repair	+54	+7%	+2%
51-0000	Production	-183	-9%	-2%
53-0000	Transportation and Material Moving	+154	+9%	+7%

<sup>\*</sup>Note — Data listed by place of business; Employment data represents private sector operations only

For the past 10 years, Lancaster County has experienced healthy population growth, which translates to the county being net importers and exporters of labor, with more than 8,000 workers commuting into the county for work and more than 22,000 commuting to jobs outside the county.

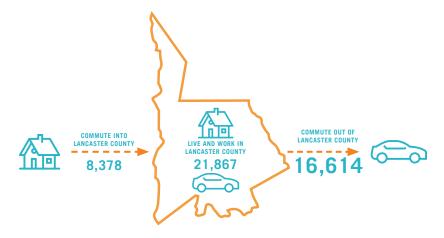
Boasting an eager workforce that brings a solid work ethic, high productivity, and an appreciation for the value of helping employers succeed, Lancaster County's labor force has a wide range of occupational strengths in careers such as market researchers, logisticians and OSHA specialists.

#### LABOR FORCE STATISTICS

Segment	Lancaster County	Labor Shed
Civilian Population 16+	46,166	1,396,426
Employed	44,403	1,348,636
Unemployment Rate	3.8%	3.4%

Source: Bureau of Labor Statistics, LAUS; 07/2023, Not seasonally adjusted

## LANCASTER COUNTY COMMUTING PATTERNS (Q1 2023)



Source: Chmura Economics, JobsEQ



# SKILLED WORKFORCE — TOP 5 MANUFACTURING SECTORS BY RATE OF FOUR-YEAR+ DEGREES\*

		LANCASTER COUNTY		
NAICS Code	NAICS Industry Group	Average Jobs	% Four-Year+ Degree	
3341	Computer and Peripheral Equipment Mfg	136	48%	
3391	Medical Equipment and Supplies Mfg	96	30%	
3372	Office Furniture (including Fixtures) Mfg	52	22%	
3261	Plastics Product Mfg	53	17%	
3359	Other Electrical Equipment and Component Mfg	140	16%	

		LABOR SHED		
NAICS Code	NAICS Industry Group	Average Jobs	% Four-Year+ Degree	
3352	Household Appliance Mfg	936	35%	
3345	Navigational, Measuring, Electromedical, and Control Instruments Mfg	217	28%	
3252	Resin, Synthetic Rubber, and Artificial and Synthetic Fibers and Filaments Mfg	356	27%	
3254	Pharmaceutical and Medicine Mfg	407	26%	
3259	Other Chemical Product and Preparation Mfg	191	26%	

Source: US Census Bureau, Center for Economic Studies, LEHD; Quarterly Workforce Indicators

<sup>\*</sup>Note — Data listed by place of employment for private and public sectors for the four-quarter average in CY 2022;

Jobs data is subject to suppression if it does not meet the US Census Bureau's publication standards. Employment thresholds - County: 50 | Labor Shed: 100

Lancaster County's commitment to a solid work ethic begins in the classrooms, which have long had a focus on creating work-ready citizens with the skills employers need.

Local educators at all levels have introduced innovative programs that focus on the development of leadership techniques and soft skills of students, as well as Microburst's EmployABILITY Soft Skill program, which teaches interpersonal skills, employability skills, conflict resolution, dependability, productivity, and teamwork.

The focus on employment skills extends into the local post-secondary institutions, as both York Technical College and the Lancaster campus of the University of South Carolina maintain ongoing relationships with local employers to ensure that curriculum matches workplace expectations. In addition, USC Lancaster is part of the Palmetto College program, which offers the opportunity to continue studies toward a four-year degree locally, or to return to school and earn bachelor's degrees online.

#### **EDUCATIONAL ATTAINMENT\***

Highest Level Completed	Lancaster County	Labor Shed	US
Total Population Age 25+	75,126	1,763,786	233,596,126
Less than High School Graduate	10%	8%	10%
High School/GED/Alternative	28%	22%	27%
Some College, No Degree	16%	18%	18%
Associate's Degree	13%	10%	10%
Bachelor's or Higher	33%	43%	36%

Source: Esri Community Analyst, 2023 estimates \*Note — Highest level completed for residents age 25+

#### **LABOR SHED STUDENT POPULATION & GRADUATES**

Institution Type*	Enrollment, 2022-2023 School Year	Awards, Spring 2022
University / 4-Year / Public	69,916	18,959
University / 4-Year / Private	10,357	2,832
College / 4-Year / Private	6,122	1,106
Technical College / 2-Year / Public	13,612	2,893
Community College / 2-Year / Public	25,024	7,665
TOTAL	125,031	33,455

Source: National Center for Education Statistics; IPEDS



# HIGHER EDUCATION INSTITUTIONS WITHIN LANCASTER COUNTY'S LABOR SHED

Name	Institution Type*	County	Enrollment, Fall 2022	Awards, Spring 2022
University of South Carolina — Columbia	University / 4-Year / Public	Richland, SC	35,653	9,279
University of North Carolina at Charlotte	University / 4-Year / Public	Mecklenburg, NC	29,551	8,424
Central Piedmont Community College	Community College / 2-Year / Public	Mecklenburg, NC	17,694	4,083
Midlands Technical College	Technical College / 2-Year / Public	Richland, SC	9,091	1,543
Winthrop University	University / 4-Year / Public	York, SC	4,712	1,256
Gaston College	Community College / 2-Year / Public	Gaston, NC	5,558	3,400
York Technical College	Technical College / 2-Year / Public	York, SC	4,521	1,350
Wingate University	University / 4-Year / Private	Union, NC	3,396	836
Columbia International University	University / 4-Year / Private	Richland, SC	2,481	651
Queens University of Charlotte	University / 4-Year / Private	Mecklenburg, NC	1,873	663
Davidson College	College / 4-Year / Private	Mecklenburg, NC	1,927	466
Benedict College	College / 4-Year / Private	Richland, SC	1,840	265
University of South Carolina — Lancaster	Community College / 2-Year / Public	Lancaster, SC	1,772	182
Belmont Abbey College	College / 4-Year / Private	Gaston, NC	1,501	286
Columbia College	University / 4-Year / Private	Richland, SC	1,514	443
Johnson C Smith University	University / 4-Year / Private	Mecklenburg, NC	1,093	239
Allen University	College / 4-Year / Private	Richland, SC	657	76
Clinton College	College / 4-Year / Private	York, SC	197	13
Total Enrollment and Awards			125,031	33,455

Source: National Center for Education Statistics; IPEDS

\*Note — Only Public and Private not-for-profit institutions represented. Any institution offering degrees beyond Bachelor's is classified as "University." Awards reflect first majors only.



# **LOCATION NETWORK**

Lancaster County keeps growing, along with the infrastructure to support business expansion and the people who live and work here.

Having been consistently widened and improved, there has been significant investment in Interstate 77 as well as on other roadways across the county.

Charlotte Douglas International Airport is just 15 miles from the state line and is less than an hour's drive from Lancaster County. Plus, the deep-water Port of Charleston is an easy drive and rail service is top of the line. Seamless connectivity to Atlanta and Raleigh and the rest of the world are here.

It's all about location. And, Lancaster County has them.



#### **AIR**

# CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT (CLT)

1,400 DAILY AIRCRAFT MOVEMENTS

182 NONSTOP DESTINATIONS

37 INTERNATIONAL DESTINATIONS

#### LANCASTER COUNTY AIRPORT

6,004' X 100' RUNWAY 300 ACRES



#### **PORTS**

#### PORT OF CHARLESTON

175 MILES FROM LANCASTER COUNTY
5 TERMINALS

AT 52' IT IS THE DEEPEST HARBOR ON THE EAST COAST

# CHARLOTTE REGIONAL INTERMODAL FACILITY

\$96 MILLION FACILITY ADJACENT TO CLT

200-ACRE STATE-OF-THE-ART FACILITY CONNECTED TO PORT OF CHARLESTON CAPABLE OF 200,000 LIFTS PER YEAR



#### **RAIL**

#### L&C RAILWAY

PRIMARILY SERVING INDUSTRIAL AND LOGISTICS OPERATIONS ALONG SC STATE HIGHWAY 9

CONNECTS TO BOTH NS AND CSX

#### **CSX TRANSPORTATION**

MAJOR ROUTE THROUGH I-77 REGION
INTERSECTS WITH NORFOLK SOUTHERN LINE

#### NORFOLK SOUTHERN

MAJOR NORTH/SOUTH ROUTE THROUGH LANCASTER COUNTY

2 TERMINALS-CHARLOTTE AND COLUMBIA

20 MILES TO CHARLOTTE NORFOLK SOUTHERN INTERMODAL FACILITY AT CLT



Lancaster County is an economic success story still being told, and a favorable tax climate combined with aggressive incentives plays a major role.

Lancaster County Economic Development works with local stakeholders and potential investors to secure property tax abatements through Fee-in-Lieu of Tax agreements and Special Source Revenue Credits. On the state level, there are generous jobs and investment tax credits, grants and other discretionary incentives.

#### CORPORATE INCOME TAX INCENTIVES

South Carolina provides a myriad of credits that can completely eliminate a company's corporate income tax liability for up to 10, or in some cases, 15 years.

20%
ADDITIONAL CREDIT FOR HQ'S
PERSONAL PROPERTY COSTS

5%
CREDIT OF THE TAXPAYER'S
QUALIFIED RESEARCH EXPENSES

10%
INCOME TAX CREDIT ON
RENEWABLE ENERGY SYSTEMS

# LANCASTER COUNTY TAX RATES

7%

PERSONAL INCOME
TAX RATE

(BASED ON \$14,650 BRACKET)

5%

CORPORATE TAX RATE

(FLAT RATE)

8%

LANCASTER COUNTY
SALES TAX RATE

(1% DEDICATED TO LANCASTER COUNTY TAX AND 1% DEDICATED TO SPECIAL TAX)

Lancaster County Local Incentives		
Property Tax Abatement	Allows manufacturers to abate the county portion of property taxes for five-years on any new investment over \$50,000, with estimated savings of approximately 20 to 25% annually over a five-year period.	
Fee-in-Lieu of Property Tax Agreement	Long-term benefit to a qualified company to insulating the firm from annual property tax increases, with up to a 42% reduction in property taxes annually for 20 to 30 years.	
Property Tax Exemptions	Statutory property tax exemptions on inventories, intangibles, pollution control equipment.	
Special Source Revenue Credits	Provides Property tax reductions of FILOT payments and standard taxes. Credits can range from 15% – 70% and are applicable for 1-20 years depending on the project.	
South Carolina State Incentives		
Jobs Tax Credit	Benefits companies for job creation that helps reduce state corporate income tax liability, up to 50% in a given year.	
Investment Tax Credit	Used to offset up to 100% of corporate income tax liability with unused credits carrying forward for up to 10-years.	
Corporate Headquarters Tax Credit	Credit is equal to 20% of the qualifying costs for establishing or expanding a corporate headquarters.	
Research and Development Tax Credit	Credit equal to 5% of expenditures available against state corporate income tax, or corporate license tax for qualified research and development expenditures.	
Job Development Credit	Discretionary performance-based incentive that rebates a portion of a new employees' state withholding tax back to the company, which could be up to 4% of annual payroll	

# LANCASTER COUNTY ECONOMIC DEVELOPMENT

Lancaster County Economic Development is the lead organization responsible for recruiting businesses, retaining and growing existing firms, and promoting and marketing Lancaster County. We also assist in strategic initiatives across the county focusing on product development, workforce development, infrastructure improvements and quality of life.



# WE CAN HELP YOU AND YOUR BUSINESS WITH:

- » Relocation assistance and tax incentives
- » Demographic and market research
- » Utility information requests
- » Maintaining and developing an inventory of available buildings and sites
- » Workforce training assistance
- » Familiarization tours and site visits
- » Existing industry retention and expansion services
- » Coordinating local, state and private economic development efforts



# **Lancaster County Economic Development**

1033 W. Meeting Street | Lancaster, SC 29720

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© EcoDevLancaster

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# LANCASTER COUNTY

SINCE 2000, LANCASTER COUNTY'S POPULATION HAS INCREASED BY MORE THAN

57%



16,000+ RESIDENTS COMMUTE OUT
OF THE COUNTY FOR WORK EACH DAY

2<sup>ND</sup> FASTEST GROWING COUNTY IN SOUTH CAROLINA

DIRECT ACCESS TO APPROXIMATELY

45 PERCENT

OF THE US POPULATION

WITHIN 11-HOUR DRIVE





