



## Friends of the Corridor

Charleston, SC, US

Apr. 16. 2004

### 2004 Initiatives Underway

2004 is shaping up to be the busiest year the [Charleston Digital Corridor](#) has experienced since its launch in February 2001. In addition to welcoming two new companies to our growing list of Corridor members □ [Digital Signal Group](#) and [Broadband Wireless Technologies](#), the Digital Corridor is pleased to announce the targeting of three business initiatives for implementation, the rollout of a revised website and the establishment of a partnership with the Center for Regional Economic Issues at Case Western Reserve University in Ohio. Regrettably, we lost a promising young biotech company, Pilot Therapeutics.

### Corridor Welcomes Two New Companies

Founded in 2003, [Digital Signal Group \(DSG\)](#) is a Charleston, South Carolina-based communications and media company focused on creating, aggregating and distributing information and entertainment to a broad range of audiences as well as providing media related services to the business community. Strategically involved in the Internet, DSG partners with software developers and has brought to market products that target business and collegiate athletic departments.

[Broadband Wireless Technologies](#) is an innovative wireless solutions company with operations located throughout the United States. Established in 1988 and headquartered in Charleston, Broadband Wireless provides the engineering, installation and design of integrated security, telephone systems and computer networks. Located in the Gateway District, Broadband Wireless is a certified Minority Business Enterprise, a HUB Zone Small Business Concern and Small Disadvantaged Business Company. For more information on HUB Zones and how your company may benefit, visit <https://eweb1.sba.gov/hubzone/internet/>

### The Digital Corridor in 2004

While the Digital Corridor continues to play an important role in diversifying Charleston's economy with higher wage job opportunities, it must also adapt to provide services that support and grow our existing roster of members as well as attract new companies. Based on the collective input of our member companies and interested parties, the Corridor has targeted three objectives to implement in 2004:

1. Develop a web-based "Talent Portal" focused exclusively on technical opportunities to enable employers to identify and secure skilled talent, allow for resumes to be posted and announce opportunities created for talented students in South Carolina through an internship program.
2. Launch the "Corridor Fund," a pool of privately raised funds that will be made available to qualifying companies located in the Digital Corridor.
3. Establish a "Transitional Office Space," to assist early stage and relocating businesses, foster collaboration among corridor companies and relevant support services and provide meeting space for local and

visiting professional consultants.

#### Charleston Digital Corridor Foundation

As the Digital Corridor's initiatives are expanded to meet the growing needs of member companies, certain activities are incompatible within the traditional operating guidelines of a municipality. In keeping with his visionary leadership that has catapulted the City of Charleston to one of the premier cities in the United States, I am pleased to report that Mayor Joseph P. Riley, Jr. has authorized the creation of the Charleston Digital Corridor Foundation, a 501(c)6 non-profit corporation. This membership driven foundation will support the activities of the Digital Corridor and be governed by a soon to be named distinguished Board of Directors. Since all three aforementioned Corridor initiatives will be funded through member dues and private funds your financial support is critical to building Charleston's innovation economy.

#### Case Western Reserve and the Corridor

The early success of the Charleston Digital Corridor is due in large part to the participation and insights offered to us by our existing membership and other interested parties. As the trend in economic development migrates towards open-source networking gains momentum, the Corridor is proud to partner with the Center for Regional Economic Issues (REI) at Case Western Reserve University in Ohio. Under the leadership of Edward F. Morrison, REI has developed a national reputation as a leader in producing actionable information, insights and initiatives for regional economic development. Our partnership will REI will provide us with Internet based tools that take collaboration and engagement with targeted private enterprise to new levels.

#### Revised Website

To accommodate some of the program and structural changes associated with the Charleston Digital Corridor, a new website will be launched late spring 2004. The revised and expanded website accommodates many of the suggestions we have received over the past few years. For the first time, the Corridor website will offer a limited number of sponsorship opportunities. If your company may benefit from exposure to our targeted audience, [contact me](#) to discuss further.

#### Related Event

The [Fourth Annual ThinkTEC Summit](#) will be held in Charleston on May 13, 2004. This event will spotlight the catalysts contributing to regional advancement in knowledge-based growth. For more information on this event, please contact [Jennifer Robson](#) at 843-805-3010.

#### Thank You

Finally, thank you for your continued support of the Charleston Digital Corridor. If you have any suggestions or comments that will help us further our mutual goals and objectives, I would very much like to hear from you.

Sincerely,  
[Ernest G. Andrade](#) Director  
Charleston Digital Corridor  
32 Ann Street  
Charleston, SC 29403  
[www.charlestondigitalcorridor.com](http://www.charlestondigitalcorridor.com)  
v 843.724.3773 f 843.720.3835



