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## **Friends of the Corridor**

*Charleston, SC, US  
September 2003*

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### **We're listening...we're growing!**

Thanks to your support and efforts, the [Charleston Digital Corridor](#) is pleased to welcome the following companies – C3 Technologies, Colophon New Media, Rosen Litigation Technology Consulting, Stewardship Systems and TECHFISH,LLC.

#### **Corridor Welcomes Five New Companies**

Started in July 2002, and now located in the Corridor's University District, [C3 Technology, Inc.](#) (Communication, Connection and Consulting) caters to client business and personal telecommunications/technology needs. Functioning as a single point-of-contact, C3 provides Hi-Tech/Hi-Touch Consulting for Voice/Data services, phone systems, Smart wiring, Computer networking and security systems.

[Colophon New Media](#) (CNM) specializes in the creation of Interactive Multimedia products. Established in January 2003, CNM is a new division of its print publishing parent company – Colophon Publishing Services LLC, which has provided editorial and production services since 1985. Through developing attractive, functional and successful Internet and CD-ROM products, CNM can enhance all aspects of its clients Web or CD-ROM projects.

[Rosen Litigation Technology Consulting](#), founded in August 2003, utilizes proven methodology and cutting-edge technology to organize and present exhibits, information, and multimedia through every stage of a trial – from discovery to post-trial. Rosen LTC assists attorneys in managing document intensive cases as well as designing litigation-specific graphics to communicate complex cases to a jury. Services offered by Rosen LTC include document database consulting, demonstrative graphics, 3D animations, trial presentation systems and transcript synchronized deposition video.



As nonprofit accounting specialists, [Stewardship Systems](#) provides nonprofit organizations with financial management assistance. Services include full-service outsourced accounting, including Bookkeeping, and Controller and CFO functions; consulting on Systems, Internal Controls, Business Process, Strategic Planning and Budgeting; and Software Implementation and Training. Re-launched in 2003, Stewardship System was formed by a group of expert individuals with many years of nonprofit experience.

Founded in 2002, [TECHFISH, LLC](#) is a Technology Assessment company that advises clients on the Technical merit of new products and processes. TECHFISH offers clients in the pharmaceuticals, forest products, polymer processing and packaging industries with guidance on the strength of a given technical approach, reviewing its fit with existing business capabilities and potential competitive alternatives.

### **Corridor News Updates**

#### **Palmetto Biotechnology Alliance**

The Corridor is pleased to participate in the Palmetto Biotechnology Alliance, an organization comprised of individuals, companies, universities, and governmental agencies from across South Carolina interested in the growth of life science research and manufacturing. The inaugural meeting was held on August 20th, 2003 at the South Carolina Biotechnology Incubator Facility in Greenwood, SC. Alliance services may include legislative and regulatory lobbying, employment networking, service guide/assistance, BIO discount procurement programs and other support traditional to state biotech associations.

#### **Charleston Regional Technology Campus**

On Tuesday, September 9, 2003, Charleston City Council gave first reading to an ordinance establishing a public corporation to facilitate the development of the Charleston Technology Campus. This collaborative venture with Berkeley County will be established on a 19-acre tract near the intersection of Clements Ferry Road and I-526 (Mark Clark Expressway). This endeavor embodies the heart of the Corridor's mission to attract high-tech, high-wage jobs to Charleston. The partnership will create a campus-like environment dedicated to technology intensive companies considering relocation.



### **Corridor Wage Survey**

A primary objective of the Digital Corridor is to elevate wage levels in the City of Charleston. In order to track this effort, the Corridor recently undertook a voluntary wage survey of member companies. At \$71,000, the survey found average company wages to be nearly two and one-half times greater than per capita wages for the State of South Carolina and the Charleston region. Employment numbers for the individual Corridor companies range from one to over 700 employees. For further information please visit the press release section of the [Corridor's website](#).

### **Marketing Efforts**

The Corridor's first national marketing campaign is underway and leaving an impression in the minds of computer software companies from San Francisco, California to Bedford, Massachusetts. Drawing on the overall theme of the campaign, "Relocate to Charleston- It's easier than you think," the postcards each tout a "Relocation Reason" having to do with the lifestyle and business benefits of Charleston.

Thanks to reporting tools provided to the Corridor by member company, Sans Locus, we have been able to monitor our web traffic over the course of the marketing campaign. The first and second mailings sparked a boost in Corridor website visits – up 34%. Special thanks to the people who were willing to be photographed for our snapshots!

### **^)- flyCharleston.com**

As reported to you in an earlier newsletter, the Corridor is proud to assist the Charleston Metro Chamber of Commerce's effort to attract AirTran Airways to our region. The campaign is underway and I encourage you to learn more about the effort to bring discount air service to Charleston by visiting [^\)- flyCharleston.com](#). We are listening to you and remain committed to attracting and growing business in the Corridor by providing our members with a competitive operating environment. [Make your pledge!](#)

### **Internships**

When Universal Solutions moved their international headquarters to Charleston, they made a commitment to providing job opportunities for our students in computer science/engineering. We are excited to announce that Universal now has 16 paid intern positions available in their Network Operations Center at the Charleston headquarters office. If you know of someone interested in



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*18th century architecture. 21st century technology.*

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one of these positions, please contact Universal Solutions by emailing [chaas@universalsolutionsllc.com](mailto:chaas@universalsolutionsllc.com).

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 goals, I would very much like to hear from you.

Sincerely,

[Ernest G. Andrade](#) Director

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