



Friends of the Corridor

*Charleston, SC, US
Oct. 17. 2002*

Once again, thanks to your support and efforts, the [Charleston Digital Corridor](#) is growing. Since my last newsletter in the spring, I am happy to report that five new companies now call the Charleston Digital Corridor home.

New Members

The corridor is pleased to welcome [TRAMCO Logistics](#), [Webcam \[everything\]](#), [Pilot Therapeutics](#), [Barefoot Group](#), and [4SE](#). Please visit the Corridor's website to review the respective news and press releases.

Transportation Management Concepts, Inc. (TRAMCO) is a professional consulting firm specializing in developing custom designed solutions in freight logistics management. Headquartered in Sacramento, CA., TRAMCO's East Coast Operations Center, located in the Corridor's Wharf District enables the company to offer clients true coast-to-coast coverage in every time zone.

WebCam [everything], located on King Street, in the Corridor's University District, offers the widest selection of network video solutions and accessories on the web. By leveraging their extensive knowledge of web-cam technology and video surveillance in general, WebCam [everything] has become a front-runner in the quickly growing network video industry.

Pilot Therapeutics, Inc., a specialty-based pharmaceutical company, will locate in the Corridor's Cainhoy District. They will temporarily locate at 2000 Daniel Island Drive pending the development of their permanent home.

The Barefoot Group, LLC is a technology consulting and project management organization specializing in IT strategy, the intelligent deployment of business technology systems, and the development of compelling technology products. Barefoot is located on King Street in the University District.

4SE, Inc. provides a wide range of structural engineering services of the highest quality. 4SE focuses on structural engineering for general architectural projects and has particular strengths in two niche markets: historic preservation and communication and broadcast towers. 4SE has also



located in the Corridor's University District, making it the third knowledge based company to locate on King Street in the past six months.

Expanding Members

I am extremely pleased to report to you that one of our members in the Cainhoy District is growing. To accommodate growth, **CSS** plans to build their new home on River Landing Drive on Daniel Island. CSS specializes in the implementation of J.D. Edwards and Siebel software, and maintains client relationships nationwide. The CSS expansion, assisted with an economic development grant from **SCANA** and Corridor incentives, is expected to be ready for occupancy Summer 2003. Special thanks go to SCANA's Steve Wright for coordinating the economic development grant to CSS.

Accommodations and the Corridor

In an effort to bring value to existing Corridor companies and visitors to the Corridor, the Charleston Digital Corridor has negotiated corporate rates with some of peninsular Charleston's most distinctive hotels. Company visitors and business associates can now stay at the **Charming Inns** properties, **Charleston Place** and the **Ansonborough Inn** for rates starting at \$80.00 during the week. To take advantage of this member benefit, please contact us for the respective corporate code.

Marketing Efforts

I last reported to you the Corridor's marketing effort was underway. Last week, our marketing team, **Sans Locus**, delivered the printed marketing piece. This package, developed in a modular style, will be sent to interested business prospects upon request. I once again must thank the many Corridor sponsors whose belief in the Corridor's objectives and generosity has made the development of our marketing piece reality. We will work hard with the Charleston Regional Development Alliance to tell the world we are open for their knowledge-based business. With the initial development of the Charleston Digital Corridor marketing piece complete, another near term objective is to roll out Phase 2 of our website. The improved website will contain an enlarged real estate section, search features and new imagery. Please let us know if you have any suggestions relating to our website.

Finally

Members and friends of the Charleston Digital Corridor – Our Goal (per our previously adopted strategic plan) is for Charleston, South Carolina, to be recognized as a city that actively supports



charleston • digital • corridor

18th century architecture. 21st century technology.

knowledge based enterprise, nurtures its entrepreneurs and pursues the diversification of her economy while respecting her past. If you have any suggestions or comments that help us further this goal, I would like to hear from you.

Sincerely,

Ernest G. Andrade Director

Charleston Digital Corridor

32 Ann Street

Charleston, SC 29403

<http://www.charlestdigitalcorridor.com/>

v 843.724.3773 f 843.720.3835