

# The Ultimate Business Package

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## SCRA revenues down slightly

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The [South Carolina Research Authority](#) reported 2009 fiscal year operating revenue for the year was more than \$108 million, down from its record \$110 million, or 1.8%, in 2008.

Its five-year rate of revenue growth is just under 10%, up from \$78 million in FY 2005, the SCRA said.

Total backlog, or contracts in the pipeline, is \$279 million setting a new annual record for the company, up from \$148 million the previous year. This indicates continued, steady and future growth for the company.

At the end of FY 2009, SCRA was responsible for 114 national and international programs, with more than 700 total subcontractors, comprising a multi-year total contract value of more than \$1.3 billion at the start of FY 2010.

"In light of flat to declining federal and corporate R&D funding and with a change in presidential administrations, we expected an essentially flat year over year top line in FY 2009," said Bill Mahoney, SCRA CEO. "We remain cautiously optimistic that our domain expertise, technical delivery track record and consistent returns on program investment will sustain our growth and share headway in our target markets for our clients, partners and stakeholders."

SCRA's affiliate, ATI, achieved record revenues and secured several new multi-year, multi-million dollar contracts in ordnance and maritime technologies.

SCRA formed a number of new systems and technology subject matter expert agreements under the GSA schedule in FY 2009, which is generating incremental revenues and improved margins in FY 2010. In advanced materials applications, renewed growth and performance were achieved by both expanding military test and evaluation business and increasing revenues from existing clients.

In knowledge-based economic development, SCRA's [SC Launch](#) program has provided formation support to more than 260 startup companies over the last three years. Those startups have secured more than \$71 million in follow-on private equity and venture investments.