



Shared Community Prosperity, One Data Point at a Time

JUNE 2025 Cohort Launch

THE REGIONAL CHALLENGE:

Post-Secondary Data Sharing Gaps

Greenville County's economic development organizations have united under a single North Star: Shared Community Prosperity. While the county has a strong GDP per capita that is on par with the national average, the county's per capita personal income is well below the national average. To help close this gap and increase economic opportunity, the Greenville Chamber Foundation launched two talent development programs, [LaunchGVL](#) and [TalentRiseSC](#). These programs are aimed at shrinking skill gaps for both youth and working-age adults. **But the Chamber anticipated the inevitable question: were these programs actually working?**

LaunchGVL had no way to know what happened to students after high school graduation. Greenville County Schools could provide in-school performance indicators, but had no mandate to track outcomes once a student left the system. TalentRiseSC had a version of the same problem from a different angle: without access to real-time enrollment and progress data from training providers, navigators supporting participant progress spent valuable time chasing down outcome reports. **Establishing a data sharing agreement with Greenville Technical College, TalentRiseSC's largest training partner, became a primary goal for the Chamber to address these needs and create a model for other providers across the region.**



Shared Community Prosperity has always been our North Star, but for years, the Greenville Chamber Foundation has lacked the actionable data systems to manage and evaluate real outcomes for our adult learners and youth talent programs. Through this partnership, we built the data sharing agreements, local relationships, and shared vision needed to finally see our impact. The Chamber and our community partners are now better equipped to mobilize data and to build a model other regions across South Carolina can follow.

—Hank Hyatt, Senior Vice President, Economic Competitiveness, Greenville Chamber



To support long-term sustainability and statewide scalability, the Chamber set out to build a system that enables secure data sharing, consistent outcome tracking, and actionable public reporting. Using LaunchGVL and TalentRiseSC as examples, the Chamber also aimed to share their experience and sample materials with others in the region seeking outcomes information. The Chamber found that their solution resonated strongly with other nonprofits, education providers, funders, and workforce development organizations seeking better data systems that improve decision-making, accountability, and outcomes

APRIL 2026 — First Data Sharing Agreement Draft Sent to Greenville Technical College

THE DATA-DRIVEN APPROACH:

Navigating National and Local Data Landscapes

The Greenville Chamber Foundation's goal was to collect and integrate outcome data from local and statewide partners to better measure the impact of LaunchGVL and TalentRiseSC. Through this project, the Chamber mapped its regional data ecosystem, developed data sharing agreements with key partners, and established the foundation for data access, reporting, and performance measurement.

The state of South Carolina is one of the few states with a centralized data system, enabling data matching and sharing between various state and local offices. This statewide longitudinal data system, housed under the [South Carolina Office of Revenue and Fiscal Affairs](#) (RFA), enables researchers to access integrated data covering the entire human experience for residents of South Carolina, from social and legal/safety services to employment, workforce, and healthcare data. Through RFA, the Chamber and other aligned organizations can access insightful labor market information (LMI) data from major state organizations, including the South Carolina Department of Employment and Workforce, Department of Education, Technical College System, and Commission on Higher Education. Each data source provides various student and institution-level metrics, but lacks the granularity necessary to evaluate smaller, regional programs, such as LaunchGVL and TalentRiseSC. To evaluate their program outcomes, the Chamber sought direct Data Sharing Agreements (DSAs) with specific data providers. **With shared local data, these program leaders can prove impact and claim the federal resources and recognition they deserve. This could improve visibility and the potential to scale.**



In pursuit of direct data sharing, the Chamber identified several key partners and began building relationships with various data holders and stakeholders, including Greenville Technical College, Greenville County Schools, a myriad of local economic development organizations, Hollingsworth Funds, and the aforementioned state-level organizations. **For the duration of this project, the Chamber homed in on developing a DSA with Greenville Technical College to firstly obtain student level data to evaluate the efficacy of the TalentRiseSC program, and secondly to lay the groundwork for their long-term objective.** Through this process, the Chamber sought to create a scalable model that includes a legal framework, technology solution, and KPI dashboard to support continuous evaluation and improvement. The approach could be replicated by workforce and education initiatives across South Carolina.

EARLY RESULTS & MILESTONES:

Collaborating as a Region

The work began in July 2025 with discovery and relationship building. Over the first three months, the Chamber and CREC defined the core problem, identified shared data needs, and began establishing trust with partner organizations around data sharing, governance, and privacy. The remainder of the year went into understanding current partner data practices and reviewing sample materials, work that fed directly into a draft data sharing agreement with Greenville Technical College and an initial DSA framework meant for the broader region from the start. Several rounds of feedback through early 2026 worked through technical, governance, and privacy considerations, and on July 31, 2026, the agreement was officially signed by both parties.

A full year after the work began, the Chamber had their first concrete proof that a practical, local model could actually be built.

In line with the core project team's long-term objective, the conversation around data was also expanded across the community. In May, more than 40 organizations participated in a half-day convening focused on the role of data in workforce and community impact work because the same gap Greenville had been living with turned out to be a shared one. The day highlighted state and federal data resources, shared lessons from developing a data sharing agreement, and building a more connected regional data ecosystem. The newly signed DSA was showcased not as a finished product but as a framework, something other organizations in the room could recognize as usable for their own contexts.



The day ended with roundtable breakout discussions where participants were asked what outcomes mattered most to them, what data they already collected, what they could realistically share, and what one shared data priority the group could act on before the year was out. **The turnout, and the engagement once people were in the room, was a clear signal this wasn't just Greenville's problem to solve. Attendees urged the Chamber to make the convening a regular event.**

JUNE 2026 — Co-hosted Regional Convening with Team NEO

JULY 2026 — Student Program, Employment, and Wage Data Sharing Agreement Signed

LESSONS LEARNED & WHAT'S NEXT:

Laying The Groundwork For Data Sharing

With the data sharing agreement finalized in July 2026 and data collection beginning that fall, the Chamber will keep building, exploring access to relevant data through other partners. They also have plans to continue hosting an annual regional data convening to strengthen collaboration and advance data-informed decision-making across the community. **What started as a way to solve one Chamber's data problem is becoming a standing space for the whole region to keep answering the same question together.**

Over the course of the project the team benefited from the commitment of multiple team members and their ability to agree on priority data points. They adeptly navigated complex cross-sector data systems, identifying what data exists, where it resides, and how it can be accessed. This required focused attention over a sustained period of time. Understanding FERPA requirements and the technical considerations associated with data transfer, storage, and security was a notable hurdle. The project also encountered difficulties in managing technology protocols, legal review, and approval processes.

The Greenville Chamber launched this work with a strong understanding of their regional economy, an emerging and increasingly coherent narrative across economic development partners regarding the importance of economic mobility investments, and a strong team of committed leaders from across key sectors. The convening in May demonstrated demand for better data among nonprofits, education providers, funders, and employers. This success validated the important work led by the Chamber and suggested that it could be replicated. Now that demand is confirmed, and a number of data sharing options are better understood, the remaining barriers center on the capacity of the data providers to engage in this work.

For those wishing to build on this work, the team has a few recommendations:

- **When pursuing data sharing for any purpose, start with a narrow scope and clearly defined outcomes.** This helps to guide the conversation and any collaborative efforts, as well as to reduce redundancy.
- **Identify data champions within key partner organizations,** individuals who will champion and have the authority to advance solutions, so the data conversation can proceed in a timely fashion addressing the detailed and arduous issues that will inform any eventual data sharing.
- **Engage technology and IT teams early,** as they provide grounded considerations for data needs and sharing. For conversations with these teams, it is important to be specific about the data elements needed before making requests.

Learn more about the Greenville Chamber [here](#).