



The Economic Echo

Moore County's Economic Development Newsletter

August, 2010 issue

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*From the
EXECUTIVE DIRECTOR*

Ray Ogden

This week, both the Moore County and Montgomery County Commissioners endorsed moving forward with the potential development of an **industrial mega-site** straddled between the northwest corner of Moore and the eastern part of Montgomery.

This idea has been talked about for years; however, on a recent train trip through the property, it became clear that the primary landowners and elected officials from both counties wanted the project to move forward. This consensus was the first step, and now the next steps are to solidify control of the parcels involved and develop an intercounty operating agreement establishing a new entity to manage the development and oversee the master planning and site certification.

The bulk of the land under consideration is owned by Jordan Timber and Bobby Myrick. It is mostly forest land currently being timbered sustainably.

Originally, the thought was to identify land for a large automotive assembly plant like BMW or Toyota,

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Statewide Tour to Celebrate N.C. Manufacturing

ATTENTION MANUFACTURERS IN MOORE COUNTY!

Did you know that North Carolina ranks **5th** in the United States and **1st** in the Southeast in manufacturing? Did you know that the industry employs **14.5%** of the state's total workforce, or more than 518,000 individuals?

It's clear that manufacturing is critically important to North Carolina's economy. Right here in Moore County, private-sector manufacturing employs over 1,850 workers, or approximately 6.5% of the local labor force.

For these reasons, N.C. State University's **Industrial Extension Service (IES)** is organizing a special bus tour across the state this fall to highlight and celebrate

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7th Annual Dinner Features Bragg's Commanding General

Partners in Progress hosted its **7th Annual Dinner** for a record crowd on Tuesday evening, June 29th. Special entertainment and a prominent guest speaker created a patriotic mood and made the evening especially enjoyable.

The **82nd Airborne All American Chorus** presented a short but energetic repertoire of patriotic songs. Even without any musical accompaniment, the group of 20+ Paratroopers were perfectly in tune and flawlessly together on every note. Their lively tunes had the audience clapping along and laughing as the chorus members performed humorous skits while they

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A Brighter Picture: Local Businesses are Thriving, Expanding

Approximately 260 guests attended Partners in Progress' **7th Annual Dinner** held on June 29, 2010 at the Carolina Hotel.

Executive Director Ray Ogden stated that since 2003, Partners in Progress has been involved with new business start-ups, relocations and existing industry expansions that collectively have announced **almost 1,500 new jobs and over \$44.3 million in capital investment**. Just over the past fiscal year, Moore County has seen a significant surge in client activity.

Seven (7) existing local companies have announced major expansion plans that together will create almost 400 jobs and over \$4.8 million in capital investment within the next few years. In addition, 3 new companies are establishing operations in Moore County and will collectively create almost 80 jobs and \$1.2 million in capital investment.

Ogden highlighted a few of these announcements:

Expansions

- **ATEX Technologies, Inc. - Pinebluff:** The installation of a new public sewer line through Pinebluff is saving 29 existing jobs and creating 30 new jobs at the company. An added benefit: Residents in a wide area of Pinebluff will be able to tap into the new sewer line.
- **K2 Solutions, Inc. - Southern Pines:** K2 has purchased and is renovating a building on U.S. Highway 1 to expand its corporate headquarters by an additional 5,600 square feet. The new floor space will enable 48 new full-time and 13 new part-time employees to be hired. The company's development of a 125-acre, \$2 million canine training facility in Richmond County is also underway.
- **Ingersoll Rand - Southern Pines:** On July 9th,

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Grant Funds Help K2 Solutions & MoldStoppers with Expansions

The **N.C. Rural Center for Economic Development** in Raleigh recently awarded grant funds to assist with the corporate expansions of 2 local companies.

Expansion projects for K2 Solutions, Inc. and MoldStoppers LLC were awarded \$240,000 and \$100,000 respectively through the Rural Center's **Building Re-use & Restoration Grant Program**. This program provides one-half of the total cost to renovate a vacant building, up to \$240,000, so it can be productively re-used by a new or expanding business. The funds are awarded to the local governmental entity where the project is located, and the government passes the funds through to the business.

K2 Solutions, Inc., a defense contractor and military support company providing consulting and other defense-related services to the military, governmental and commercial sectors, started in Moore County in 2007. The company is located on U.S. Highway 1 in between Southern Pines and Vass, and has outgrown its current 7,500 square-foot office building.

K2 purchased a 5,600 square-foot shell building adjacent to its current office and is converting the building into more corporate space. Renovation costs are estimated to be almost \$500,000, but these costs will be offset by the \$240,000 grant award.



K2 Solutions is expanding into this shell building on U.S. Highway 1.

"Without the tireless efforts of Partners in Progress in working on this grant, I don't think the grant award would have been as substantial as it is," said Lane Kjellsen, K2's President.

MoldStoppers LLC, a company specializing in residential and commercial mold eradication services, was

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manufacturing in North Carolina, and **they need Moore County’s manufacturers to participate!**

The tour will be called **“Manufacturing Makes It Real”** and its purpose is to increase awareness of manufacturing’s impact in North Carolina by showcasing the wide variety of products made in the state. The 1,200-mile tour is set to begin September 27th and end in Raleigh at the State Capitol on October 1, 2010.

A bus carrying elected officials and business leaders will be accompanied by a tractor-trailer hauling actual products donated by manufacturers in each county. The convoy will stop at several host sites throughout the state where a brief program/celebration will take place and the products will be displayed. Plant tours of some of the host sites or other special events may also be scheduled.

The final destination will be the State Capitol where Governor Perdue will receive all of the products and items collected. They will become part of a permanent **“Made in N.C.”** manufacturing exhibit. (The actual location of the exhibit has not yet been determined.)

How to Participate in the Tour

There are several ways for Moore County’s manufacturers to participate in the tour:

- **Donate a product** representative of what your company makes. Catalogs and models can stand-in for products too large or delicate to travel. The IES can return the item to you after the tour if necessary.
- **Sponsor the tour.** Sponsorship levels begin at \$500 and include perks such as your company’s logo on the tractor-trailer and in all printed materials.
- **Be a host site.** The IES will help work out the logistics for hosting approximately 100 attendees at your company.
- **Attend an event** at another host site and/or the final stop in Raleigh.

The *Manufacturing Makes It Real* tour will be a great way to get some free recognition and marketing exposure

for your business. We want North Carolinians to know about the diversity of interesting products made right here in Moore County. Don’t miss out on the opportunity for your company’s product(s) to be part of the permanent display in Raleigh!



September 27 - October 1, 2010

For more information, contact Partners in Progress at 910-246-0311 or econdev@moorebusiness.org, or contact Kami Baggett at the IES at 919-830-7292 or kameron_baggett@ncsu.edu.

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plus all of the smaller industries that support such a plant. That thought has receded somewhat for 2 reasons: 1) I question how many auto assembly facilities of that size will be built in the foreseeable future; and 2) after looking closely at the topography of the property, there are not 1,000 contiguous acres that are flat and devoid of any wetland incursion, and such acreage would be a requirement for that size of facility. There are certainly a large number of developable tracts, but this is a beautiful piece of property that cries out to be developed in an environmentally-sensitive, conservation-oriented manner. Master planning of this site will incorporate the highest principles of ecologically-sustainable development. Targeted industries for this mega-site park will be ones that share this respect for the environment and are willing to incorporate that vision into their new facilities.

Not only do we believe it is the right thing to do for the environment, but also strategically, it will make this site unique in North Carolina and probably elsewhere. The state has recognized the importance of proper development, and in recent economic development legislation, has included additional incentives for eligible businesses locating in a “green” park.

The advantages of this site for long-term develop-

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sang.

Tommy Bolton, Civilian Aide to the Secretary of the Army, introduced keynote speaker **Lieutenant General Frank G. Helmick**, the 3-star Commanding General of the XVIII Airborne Corps and Fort Bragg.

General Helmick spoke about all of the phenomenal activity that occurs at Fort Bragg on a daily basis, the magnitude of which most civilians are probably unaware. Some of his highlights included:



LTG Frank G. Helmick

➤ The XVIII Airborne Corps and units assigned to the Corps have deployed **over 60,000 soldiers to Iraq and over 32,000 to Af-**

ghanistan over the course of several deployments since 2001.

- Over **\$9.6 Billion worth of infrastructure** has been built on Fort Bragg since 2001. The move of both the U.S. Army Forces Command and U.S. Army Reserve Command to Fort Bragg will solidify the installation as having the largest military population on any base in the Army. When these moves are completed, **Fort Bragg will house 10% of the entire Army.**
- Fort Bragg is the **5th largest city in North Carolina** and has a local economic impact of **\$9.3 billion annually**, or \$25.5 million per day.
- On an average day at Fort Bragg:
 - **130,000 vehicles are processed** for entry onto the installation;
 - **22,700 housing units are managed** and more are under construction;
 - **5,000 children attend 10 on-post schools** providing elementary and secondary education; and
 - **Over 200 patients are seen in the emergency room** at Womack Army Medical Center on-post,

which is the busiest ER in the entire Department of Defense.

General Helmick praised the soldiers, their families and civilian employees for their roles in making Fort Bragg the best post in the Army. In May, the General attended a ceremony in Washington DC in which Fort Bragg received the **Army Community of Excellence Award.**

General Helmick also praised those communities, including Moore County, that support the base. “One of the fundamental things that makes Fort Bragg and Pope Air Force Base such a great place to serve is the support that we get from the communities. . . . This support and the relationships we have built help make the military / civilian partnership so impressive, and quite frankly, the envy of other military installations,” he said.

He concluded by sharing an exclusive collage of powerful still images on video capturing the essence of Fort Bragg and its soldiers in action. The video had no dialogue, but spoke volumes about the difficulties soldiers face and sacrifices they make and also happier moments of being with family and helping those in need, whether in our own communities or in the global community.

Partners in Progress greatly appreciated General Helmick and the Chorus members for taking time out of their busy schedules to share the evening with us. Partners also expressed appreciation to our Dinner sponsors: **Hobbs Upchurch & Associates P.A., Pinehurst LLC, and Village Printers.**

Thank you to Partners in Progress’ Sustaining Partner Members 2009-2010

County of Moore, Carthage Town of Southern Pines
Village of Pinehurst Town of Aberdeen
FirstHealth of the Carolinas, Pinehurst
First Bank, Troy
Pinehurst LLC, Pinehurst
BB&T, Pinehurst
Hobbs Upchurch & Associates, P.A., Southern Pines
The Pilot, Southern Pines

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the company hosted a groundbreaking event on the site where a new 30,000 square-foot warehouse addition will be constructed. The project represents 98 new jobs and an investment of \$2.7 million.

- **MoldStoppers LLC - Southern Pines:** The company has purchased and is upfitting a 5,280 square-foot building in the Southern Pines Corporate Park off of U.S. Highway 1, where it will move its corporate headquarters from a smaller space in West End. The company expects to create 18 new jobs.

New Companies

- **Eaton Golf Pride - Southern Pines & Aberdeen:** The company relocated its division headquarters from Laurinburg to a 17,000+ square-foot building in Southern Pines, and has also renovated a 17,000 square-foot building in Aberdeen to become a Global Innovation Center for research & development. Eaton announced 39 new jobs.
- **Connectinc, Inc. - Carthage:** Headquartered in Edgecombe County, the company is opening an 8,000 square-foot office in the former Carthage Fabrics building after \$730,000 of renovations are completed. The company expects to create 32 new jobs over the next 2 years.
- **Metal & Materials Processing, LLC - Aberdeen:** MMP is a new spin-off company from MetChem LLC and will be located in the 32,700 square-foot former Nolarec building, now undergoing extensive renovations, on NC Highway 5 in Aberdeen. The new company will initially create 8 jobs. MetChem will continue operating across the street in the Sandhills Industrial Park.

Ogden expressed appreciation to these and all local industries for their commitment to Moore County and emphasized Partners in Progress’ dedication to helping our existing industries in every way possible to grow and thrive.

He also reiterated Partners’ commitment to assisting

local entrepreneurs and to maintaining a business-friendly environment for recruiting new companies. While major sources of client leads include the N.C. Department of Commerce and the Research Triangle Regional Partnership, the most critical source is still word-of-mouth referrals from local residents.

“We need your help”, said Ogden. “Let us know about your friend or family member who owns a business outside of Moore County, and we’ll go to work on encouraging them to move those businesses here.”

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started in 2006 by David Conner using a patented mold-inhibiting product created by **Bendiner Technologies LLC**, an emerging entrepreneurial company in Moore County started in 2005.

MoldStoppers has grown steadily and now has a presence in 38 states. It recently purchased and is renovating a 5,280 square-foot shell building in the Southern Pines Corporate Park where it will move its corporate headquarters from West End. The new building will also include a training center.

Renovation costs are estimated at almost \$250,000 and will be offset by the \$100,000 grant. “I greatly appreciate this financial assistance and am looking forward to taking advantage of the additional growth opportunities that our new headquarters will bring,” said Conner.



MoldStoppers is moving into this building in the Southern Pines Corporate Park.

Partners in Progress assisted in preparing both the grant application for K2 on behalf of Moore County government, and the application for MoldStoppers on behalf of the Town of Southern Pines. Partners will administer both grants over their respective 2-year terms.



PO Box 5885
Pinehurst, NC 28374

Staff

Ray Ogden, Executive Director
Melanie Thompson, Administration

Phone:

910-246-0311
or toll-free 800-461-3755

Fax:

910-246-0312

E-Mail:

econdev@moorebusiness.org

Website:

www.moorebusiness.org

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ment are many. It is located in almost the exact geographic center of North Carolina and has easy access to I-40, I-85, and I-73/74. It is within a day’s drive to almost anywhere on the East coast and in the Midwest.

Rail service is available through Aberdeen Carolina & Western Railroad, connecting to both CSX and Norfolk Southern. International air service is 1-2 hours away at Piedmont Triad, RDU and Charlotte Douglas. Private airports are close by in both Moore and Montgomery Counties.

In 2013, the population within a 60-minute drive time from the site is estimated to be 750,000 with a workforce of 350,000.

Under the intercounty agreement between Moore and Montgomery Counties, the entire site will be eligible for the maximum state incentives available.

Although there is a long list of challenges in making the industrial park a reality, just this week we have started down a path to bring greater prosperity and opportunities to areas in both counties that will truly benefit. We will keep you posted as this project progresses.



PO Box 5885
Pinehurst, NC 28374