

Good TO KNOW

**Kathy P. Howard, Business Development Specialist
Greenville Utilities Commission**



My favorite movies are: Remember the Titans, Sweet Home Alabama, The Sound of Music, The Holiday

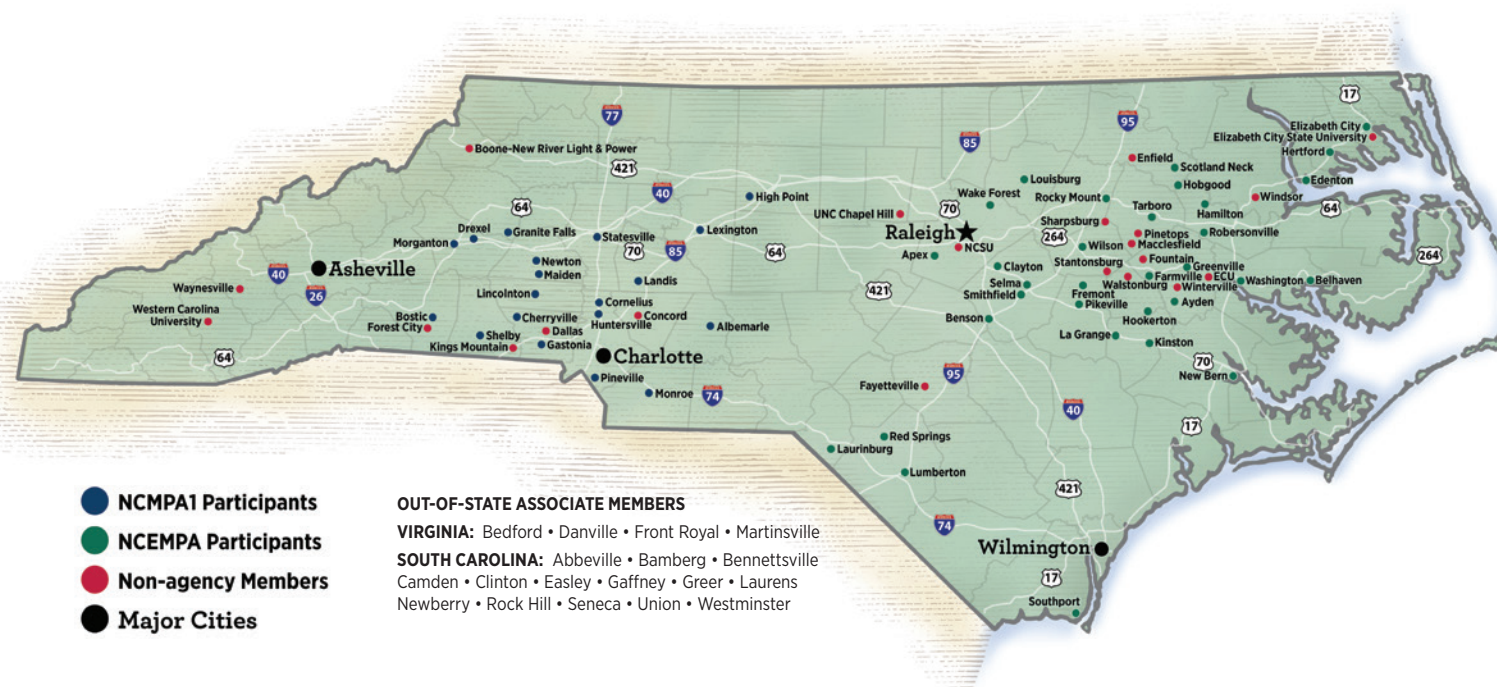
The 3 things I can't live without are: Faith, family & friends, fun & exciting work. (Also, a good concealer!)

When I welcome a visitor to my town, I always take them to: Uptown Greenville (Sup Dogs) and if not to a game, at least a ride by Elm Street Park.

The most memorable places I've visited are: London, England; Napa, Sonoma, and up and down the California coast; and 14 different (so far) MLB Parks/games with my husband and two boys.

Finish the sentence. North Carolina is... a state that has it all and the one I happily call home.

Membership



Our Dashboard

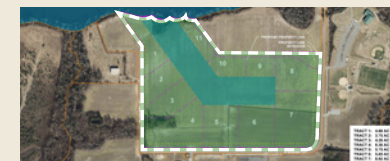
We're always looking for opportunities to partner with our member cities to provide customized assistance with all aspects of economic development. At ElectriCities, our comprehensive approach begins at the start of a project and continues through the site selection and building processes. The Economic Development team is with you every step of the way. Here's a look back at some of our recent highlights. Our stats are up!

- 217 NEW COMPANY *and* PROJECT INQUIRIES
- 36 ACTIVE PROJECTS
- 14 SITE VISITS

LOCATE SITES



WAKE FOREST SMART SITE
Industrial site in Wake Forest
Business & Technology Park
Stadium Drive, Wake Forest, NC 27587
Available Acreage: 169
Sale Price: negotiable



HERTFORD SMART SITE
Industrial site in Perquimans Marine Industrial Park
Granby Street, Hertford, NC 27944
Available Acreage: 71 (subdividable)
Sale Price: negotiable



SHELBY SMART SITE
Industrial site in Washburn Switch Industrial Park
2215 Randolph Road, Shelby, NC 28150
Available Acreage: 64
Sale Price: \$20,000/acre

LOCATE BUILDINGS



TARBORO SHELL BUILDING
Manufacturing and office space
McNair Road, Tarboro, NC 27886
Total Available (sq. ft.): 60,000
Price: \$2,000,000



GREENVILLE SHELL BUILDING
Located in strong life sciences community
1245 Sugg Parkway, Greenville, NC 27834
Total Available (sq. ft.): 51,000
Price: negotiable



GASTONIA SHELL BUILDING
Located in Gastonia Technology Park
2800 Repi Court, Dallas, NC 28034
Total Available (sq. ft.): 50,000
Sale Price: \$3,160,000
Lease Price: \$5.60 - \$6.20/SF

LOCATE US

While we constantly monitor the status of events due to COVID-19, we are always conducting virtual meetings. To see what services we have to offer right now, contact Brenda Daniels to schedule a virtual meeting.

Southeast Petro-Food Marketing Expo
March 3-4, 2021 | Myrtle Beach, SC
[sepetro.org](#)

National Grocers Association
March 7-9, 2021 | Las Vegas, NV
[thengashow.com](#)

Hunter Hotel Investment Conference
March 9-11, 2021 | Atlanta, GA
[hunterconference.com](#)

NC Airports Association Annual Conference
March 9-11, 2021 | Pinehurst, NC
[ncairports.org](#)

NC Main Street Conference
March 9-11, 2021 | **VIRTUAL**
[ncmainstreetandplanning.com](#)

NCEDA Spring Conference
March 16-17, 2021 | Pinehurst, NC
[nceda.org](#)

EEL Spring National Key Accounts Workshop
March 21-24, 2021 | New Orleans, LA
[eel.org](#)

Interphex
April 20-22, 2021 | New York, NY
[interphex.com](#)

[DEVELOPMENTS]

ECONOMIC DEVELOPMENT NEWS FROM NC PUBLIC POWER

Q4 2020



SMART SITES INCREASE REACH

Innovative program prepares shovel-ready sites for development

At ElectriCities, we're staying smart about economic development strategies for our members. The Smart Sites program, also known as S2, was created to assist member communities in preparing shovel-ready sites for development. In today's competitive environment, it's rare for a company to relocate to an undeveloped, unimproved property. The majority of new and expanding companies expect existing buildings or a prepared, shovel-ready site to shorten the time needed for construction. Yet communities often struggle to garner the funds needed to develop inventory for economic development purposes.

"Smart Sites is our shovel-ready site qualification program," says Brenda Daniels, Manager of Economic Development at ElectriCities. "We go through a very rigorous engineering review on a piece of property before certifying it as a 'Smart Site.' Smart Sites are shovel-ready for potential new tenants, which saves the company a lot of time and money." (continued p.3)

PICTURED ABOVE: A SMART SITES ROAD SIGN IS INSTALLED FOR THE WAKE FOREST BUSINESS & TECHNOLOGY PARK. L TO R: BRENDA DANIELS, TRAVIS WILLIAMS, JASON CANNON, RYAN HUTCHINSON, JENNIFER GASTON, GEORGE HARVEY, AND KIP PADGETT.

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Great NEWS

CLAYTON

Grifols Therapeutics' campus is growing. The Barcelona-based company is investing \$351.6 million in a specialized blood plasma facility and logistics center that will add 300 jobs. Grifols is playing an important role in the treatment of COVID-19, having partnered with the federal government to collect convalescent plasma from coronavirus survivors to manufacture a hyper-immune therapy specific to the virus.

The Economic Development Administration (EDA) recently made a large investment in Clayton. In July, the Town of Clayton was awarded a \$6 million grant to make flood control infrastructure improvements needed to protect manufacturing and other businesses from flooding. The project is expected to retain 1,650 jobs and generate \$210 million in private investment. The EDA grant is to be located in a federally recognized Opportunity Zone and will be matched with \$4.7 million in local funds.

A new Publix grocery store slated for a burgeoning development east of Clayton is set to open this fall. The Florida-based grocer will open the new Publix, the first in Johnston County, at Marketplace at Flowers Crossroads in November. The new center features the 48,000-square-foot Publix and 9,400 square feet of inline retail shops.

CONCORD

GoldenHome International will invest \$86 million to establish a factory at the old Philip Morris site in Concord, creating 257 jobs. The company, a subsidiary of a China-based company, manufactures kitchen cabinets and other furnishings.

GASTONIA

GNT USA Inc. will invest \$30 million at the new Apple Creek Corporate Center. After years of development work, the Dutch manufacturing firm subsidiary will purchase nearly 50 acres in the new business park to launch a food processing operation. The venture will create some 40 jobs over multiple phases, and the company also intends to source specific vegetables from across the region. GNT is a family-held company that partners with



PUBLIX IS SLATED TO OPEN IN NOVEMBER AT MARKETPLACE AT FLOWERS CROSSROADS IN CLAYTON.

food and beverage companies to create food coloring from fruits and vegetables through a physical manufacturing process via its EXBERRY brand.

GREENVILLE

World Cat, a manufacturer of outboard power catamarans for recreational boaters worldwide, will expand its North Carolina operations with a new production facility in Pitt County. The company plans to add 60 jobs and invest \$8,879,000 at a site in Greenville. World Cat, a brand of HC Composites LLC, has been headquartered in Tarboro since 2002. The company won the 2019 Governor's Export Award as a Top Global Reach Exporter for its strong international dealer network. Its expansion is the result of strong consumer demand for 36-foot to 50-foot Custom World Cats, whose twin hull design provides a balanced, stable recreational boating experience. World Cat will maintain its 180-person workforce at its facility in Tarboro.

KINSTON

Southern Vinyl is expanding its facility by purchasing a nearby building. The company, which produces vinyl products, will create 12 jobs with the expansion.

LEXINGTON

Davidson County has federal support to improve infrastructure development at the I-85 Corporate Center in Linwood. The U.S.

Economic Development Administration awarded a \$1.9 million grant to Davidson County to construct a new stormwater detention pond and other stormwater and sewer improvements. All projects will support the expansion of industrial and manufacturing business in the region.

NEWTON

Crate and Barrel plans to develop a new 736,000-square-foot regional warehouse and distribution center in Newton. The Illinois corporation, an arm of Euromarket Designs, Inc., intends to invest \$38.5 million in constructing and equipping the facility on a 69-acre site, creating 150 jobs by the end of 2022.

RMC Advanced Technologies, Inc., a manufacturer of molded plastic and composite parts, will develop a new manufacturing operation in Newton. The company will invest in expanding a facility previously used for plastics manufacturing for Continental Structural Plastics Inc. The vision for the new operation includes adding expanded production capabilities, which will enable increased production shifts and output as well as future growth.

SHELBY

Ames Copper, a copper manufacturer jointly owned by Prime Materials Recovery and Spain-based Cunext Group, plans to invest \$26 million at its plant over the next 2-3 years. Ames expects to create 46 jobs with an average annual salary of \$51,700.

STATESVILLE

ZND, a manufacturer of temporary fencing products, will invest \$5.7 million to open a manufacturing facility in Statesville, creating 43 full-time jobs. This will be the first factory outside of Europe for the Holland-based company.

WASHINGTON

Beaufort County Community College (BCCC) will establish a boat building and manufacturing program to serve the local boat building industry, which includes nine companies in Beaufort County. These companies have expressed the need for a trained and knowledgeable workforce for existing and future job openings. The BCCC program is expected to start in Spring 2021.

Pamlico Air, an air filtration manufacturing company, will expand its operations with a new facility in Beaufort County, creating 39 jobs. The company will invest \$1.4 million in Washington. Pamlico Air, formerly organized as Cleanaire LLC, is a high-quality air filtration manufacturer that services retail, wholesale, commercial, and industrial markets nationally. The company will launch a new division to design, develop, and produce high-efficiency air filtration products and related equipment for the pharmaceutical, microelectronics, biotech, nuclear, and healthcare markets. The company's headquarters, also located in Washington, will remain at its present location.

SMART SITES INCREASE REACH (cont.)

A key aspect of Smart Sites is each property's on-site municipal electric service; sites also have water and sewer within 500 feet and are within 5 miles of an Interstate or Interstate-quality highway. It all adds up to encourage faster construction with fewer uncertainties and less risk. The certification saves companies a lot of time and money; what's more, thanks to a partnership with the State, an ElectriCities Smart Site certification rolls into North Carolina's similar shovel-ready program. The innovative program reduces paperwork and increases reach for new company recruitment — Smart Sites are then marketed domestically and internationally by ElectriCities at numerous tradeshows and industry events.

Currently, there are 18 Smart Sites across the state, with more underway. Learn more about the S2 program and current sites at electricities.com.

S2 IN THE WEST

- Morganton
- Drexel
- Shelby
- Statesville
- Albemarle

S2 IN THE EAST

- Laurinburg
- Apex
- Wake Forest
- Louisburg
- Wilson
- Tarboro
- Farmville
- Greenville
- Kinston
- Washington
- New Bern
- Hertford



AROUND THE REGION



Duke University

will invest \$100 million in a Research Triangle Park campus for 200-250 faculty researching vaccines and infectious diseases. The Duke RTP campus plans include 275,000 square feet of office and laboratory space.

Morrisville and Concord are among the 50 Best Places to Live in 2020,

according to *Money* magazine's recently released rankings. *Money's* rankings were based on a list of 1,890 locations with populations of at least 25,000. Reporters at the magazine dug into the local economy, cost of living, diversity, public education, health and safety, weather, lifestyle, and amenities of each location, emphasizing economic factors. Unemployment and lack of affordable housing as a result of the coronavirus pandemic were considered red flags, as were locations that lacked racial diversity. Only one location per county and two locations per state were allowed in the final ranking, and Morrisville and Concord ranked in the No. 10 and No. 24 spots, respectively.



Walmart Inc. will begin testing drone delivery in Fayetteville.

The new pilot program with Flytrex, an end-to-end drone delivery company, will focus on delivering select groceries and essential items using automated drones. The drones are controlled over the cloud using a dashboard, according to a leader at Walmart, the world's largest retailer. This project will help the company explore on-demand delivery. It has previously tested autonomous grocery delivery through driverless vehicles.

Retail NEWS

GROWING URGENT CARE CHAINS IN DEMAND

- **AdventHealth Centra Care:** 12,000-36,000 sq. ft.
- **Adventist Health:** 7,500-12,000 sq. ft.
- **American Family Care:** 3,000-3,500 sq. ft.
- **Banner Urgent Care:** 5,000-8,000 sq. ft.
- **Baylor Scott & White:** 30,000-40,000 sq. ft.
- **Beaumont Urgent Care:** 4,000-5,500 sq. ft.
- **CRH Healthcare:** 4,000-5,500 sq. ft.
- **CareMore Health:** 4,000-8,500 sq. ft.
- **CityMD:** 2,000-3,000 sq. ft.
- **Concentra:** 6,500 sq. ft.
- **Convenient MD:** 5,000-10,000 sq. ft.
- **Conviva Care Center:** 8,000-20,000 sq. ft.
- **Doctors Care:** 6,000-7,000 sq. ft.
- **DuPage Medical Group:** 20,000-35,000 sq. ft.
- **FastMed Urgent Care:** 3,000-3,500 sq. ft.
- **GoHealth:** 2,000-3,000 sq. ft.

SHOE RETAILERS POISED FOR GROWTH

- **Payless:** 5,000 sq. ft.
- **Nike:** 2,500-25,000 sq. ft.
- **Skechers:** 2,500-25,000 sq. ft.
- **Foot Locker:** 2,000-4,000 sq. ft.
- **Shoe Carnival:** 5,000-10,000 sq. ft.
- **Allbirds:** 2,000-5,000 sq. ft.
- **Rothys:** 400-800 sq. ft.
- **JackRabbit:** 3,500 sq. ft.
- **Cole Haan:** 2,000-3,000 sq. ft.
- **DSW:** 15,000-20,000 sq. ft.

