

Chairman's Message

This past year presented its share of challenges throughout our community as we faced uncertainty brought forth by COVID-19. Reflecting back, we recognize the tenacity and dedication of our private and public sector leaders as they navigated a constantly changing environment. Alongside our partners, Iredell EDC did not slow down in the face of the pandemic, but instead ramped up to respond to the challenges and opportunities that presented themselves.

We saw unprecedented activity with 213 project requests for information, representing a 39% increase from the previous fiscal year. We captured 64 new and expanding announcements, representing the creation of 1,543 jobs, investments totaling \$550 million dollars, and occupying 3,214,847 million sf. We continued existing industry outreach, assisting 24 small business ombudsmen clients and 156 existing industry engagements, resulting in 230 referrals. We held 4 Industry Leaders Councils and published the first Business Resource Guide.

Workforce and talent proved to be one of the most dynamic shifts. Through collaboration with our partners, we were innovative and responsive to the needs of businesses by hosting a series of virtual career fairs to assist with hiring needs. This summer we hosted the first cohort of 43 teachers at "Teachers in Industry Day," exposing teachers to career pathways in manufacturing.

In August 2020, we launched our new Strategic Plan and Case for Investment with goals and objectives around 6 Key Pillars. We surpassed our investor campaign goal of \$60,000 in new private sector investment with the addition of 20 new investors.

We know that today's marketplace is competitive. Businesses and talent have choices on where they want to live and work. Iredell EDC remains focused on supporting our business community, offering outstanding quality of life, and promoting our premier location.

Jim Marshall

Chairman, Iredell EDC

Ji Marshall

President & CEO, blueharbor bank



Our Board of Directors

PUBLIC LEADERSHIP

Chairman James Mallory Board of Commissioners Iredell County

Beth Mull County Manager Iredell County Mayor Miles Atkins
Town of Mooresville

Randy Hemann Town Manager Town of Mooresville

Mayor Costi Kutteh City of Statesville Ron Smith
City Manager
City of Statesville

Mayor Teross Young
Town of Troutman

Ron Wyatt
Town Manager
Town of Troutman

PRIVATE SECTOR LEADERSHIP

Jim Marshall

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President & CEO blueharbor bank

Bob Palmes

Vice Chair VP Business Development G.L. Wilson Building Co.

David Alexander

Secretary President

J.T. Alexander & Son, Inc.

Paul Cook

Co-Treasurer Business Banker First Citizens Bank

Ron Johnson

Co-Treasurer
Chair of the Board
Mooresville Convention
& Visitors Bureau

Jeff Cernuto

President

Princeton Communities

Steve Dailey

Chairman NGK Ceramics USA, Inc.

Gary Thomas

Partner
Pressly, Thomas & Conley
Attorneys at Law

Marian Steele Clark

President J.C. Steele & Sons, Inc.

EX-OFFICIO LEADERSHIP

Jenn Bosser

President & CEO
Iredell County Economic
Development Corporation

Dr. Tim Brewer

President
Mitchell Community
College

Mark Brady President

South-Iredell Community
Development Corporation

Our Organization



Iredell County Economic Development Corporation is a public-private partnership that promotes economic growth and stability in our community by supporting the creation of new jobs and encouraging investment. We accomplish this through new business attraction, support of existing industry, building a world-class workforce, and collaboration with our community to create prosperity for all.



OUR PILLARS

Pillar 1 Existing Industry & Retention

Pillar 2 Workforce & Talent

Pillar 3 Business Development

Pillar 4 Product Development

Pillar 5 Marketing & Communications

Pillar 6 Collaboration & Community

IREDELL EDC TEAM

Jenn Bosser, CEcD

President & CEO

Carrie Holder

Operations Manager

Matthew Lawrence Pierce

Director, Business Retention & Expansion

Jessica Stewart

Vice President, Workforce & Strategic Initiatives

Lisa Taylor

Project Manager

Chad Thomas

Director, Business Development

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FAST FACTS

ABOUT IREDELL COUNTY

Spanning 574 square miles with a population of 181,765, Iredell is home to six communities: Harmony, Love Valley, Mooresville, Troutman, Statesville, and Union Grove. Iredell is the 15th largest county by population in North Carolina with the 15th lowest tax rate. Since 2010, the population of Iredell County has grown by 14%.

181K+ **RESIDENTS**

th LARGEST COUNTY by population in North Carolina

th LOWEST TAX RATE in North Carolina

LOWEST COUNTY TAX RATE in the **Charlotte Region**



GROWTH **SINCE 2010**

ACCOLADES



15th HEALTHIEST COUNTY OF 100

(Univ. Wisconsin's Population Health Institute)



8th BEST COUNTY TO BUY A HOME (Niche) 15th BEST COUNTY TO RAISE A FAMILY (Stacker)

INCOME & HOUSING



Total Households 69,013 Median Household Income \$68,308 Median Household Expenditure \$62,682 • Largest Income Distribution (>\$100,000) 19%

INDUSTRY



All Firms 15,864 Retail Establishments 1.085 Healthcare & Social Services 1,313 Manufacturing 310



Total Employment 76,782 Manufacturing 11,393 Retail 10,296 Healthcare & Social Services 8,817 Accommodations & Food Services 6,325

LABOR FORCE

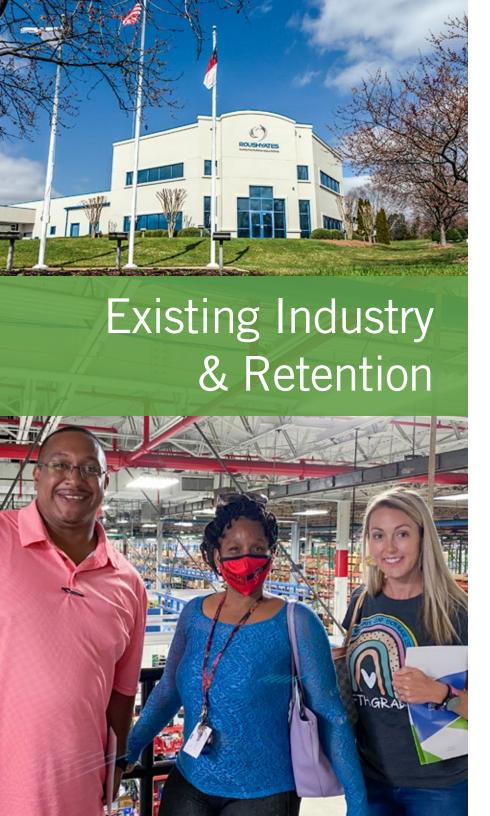


Total Labor Force 95.134 Unemployment Rate 4.3% County Average Wage \$51,136 89.9% High School Diploma **72 Universities** within 50 miles Average Commute Time 24 min

FY20-21 COUNTY PERMITTING



Residential Permits Issued 1.881 Commercials Permits Issued 306 Investment Commercial Projects \$229M



"Iredell County has been an ideal location for our growth in advanced manufacturing due to the highly trained workforce and overall assistance from state and local officials."

- DOUG YATES, PRESIDENT & CEO OF ROUSH YATES ENGINES

Our existing industry & retention program proactively engages with local employers by connecting them to resources and strengthening the **business climate.** We continued outreach during the pandemic through virtual meetings and calls to identify and respond to ongoing needs.

INDUSTRY LEADERS COUNCIL

Held quarterly, the Industry Leaders Council brings together local leaders for networking and shared learning. Topics included cybersecurity, waste and energy reduction, and automation.

Our engagement with industry has resulted in strong participation in community initiatives including the 2050 Metropolitan Transportation Plan, Beyond 77, Iredell County Transportation Master Plan, Charlotte Regional Manufacturing Study, Charlotte Regional Labor Market Study, and the 2020 Census.

STREAM 2021

In response to supply chain disruptions brought on by the pandemic, we organized and sponsored a virtual event with forty manufacturers in the Charlotte region. The two-day event was developed in partnership with local, regional, and statewide economic development partners.

REVAMP & REGEN

Launched in the summer of 2021, ReVamp is a technical assistance program providing up to \$20,000 in grant funds to help motorsports teams and component manufacturers diversify to serve new markets. The program is a partnership with Industry Expansion Solutions at

North Carolina State University with a total of \$260,000 in financial support from the Town of Mooresville and Iredell County.

To raise awareness of the benefits of diversification. we partnered with UNC-Charlotte, NC Motorsports Association, and economic development partners in the Charlotte Region to host "ReGen", a webinar series that brings together local manufacturers and teams.

BUSINESS RESOURCE GUIDE

In May 2021, we released the first annual Business Resource Guide, featuring over 100 local, regional, and statewide resources.

The guide focuses on where businesses are in their life-cycle and emphasizes resources for veteran, women, and minority-owned businesses.

Over 1,000 hard copies were distributed and an electronic copy is available for download at Iredelledc.com.



SMALL BUSINESS OMBUDSMEN

Iredell EDC supported twenty-four small businesses by finding locations and navigating zoning and inspections. Several long-term clients resulted in business openings, including Husky Paint on Williamson Road in Mooresville and Gatherings Catering & Event Center on Signal Hill Drive in Statesville.

EXISTING INDUSTRY HIGHLIGHTS

C.R. Onsrud

Top Small Business Exporter 2020 Governor's Export Award (pictured left)

Piedmont HealthCare Celebrates 25 Years

Corvid Technologies

2021 Cogswell Award

Defense Counterintelligence and Security Agency

PeopleSuite, Talent Solutions

Ranked No. 7 Charlotte Business Journal's Fast 50 for 2020

Lowe's Companies, Inc. Fortune 500 No. 31

United Parcel Service Inc.

Ranked No. 17 Charlotte's Largest Logistic Companies Charlotte Business Journal

Powerhome Solar

Ranked No. 3 Charlotte Business Journal's Fast 50 for 2020







LEADERS





Preparing and developing Iredell's workforce and talent pipeline is critical to the growth of our local economy. The impacts of COVID-19 has amplified existing workforce challenges for industry to find skilled workers.

Over the last year unemployment has ranged from 13.5% in April 2020 to 4.3% in May 2021. Despite the decline in unemployment, companies continue to raise concerns about filling open positions. To respond to these challenges, we hosted a series of career fairs and connected local companies with workforce resources and partners. In July, we launched an industry-led workforce council, bringing together leaders to discuss challenges, best practices, and resources to address workforce needs.

Iredell EDC continues our comprehensive workforce development efforts to grow the pipeline of skilled workers to meet the needs of industry. This multifaceted approach includes: promoting career pathways in the K-14 system, training opportunities of upskilling and reskilling the workforce, connecting the dots between industry and education, and assisting companies with hiring needs by connecting them with resources and partners.

IREDELL INDUSTRY & EDUCATION ALLIANCE

In May 2021, a cohort of 25 leaders in Iredell County came together to form the Iredell Industry & Education Alliance with a common goal of aligning our workforce efforts. The group will be working together over the next several months to develop a strategic plan, goals and actions to attract, train, and retain the workforce.

TEACHERS IN INDUSTRY

In partnership with Iredell County and Iredell-Statesville Schools, we held the first "Teachers in Industry Day." There were 43 participants that toured Doosan/Bobcat and Denso, and learned about career and technical opportunities available at the the Career Academy and Technical School.



TRAINING & UPSKILLING OUR WORKFORCE

Our local partners, Centralina Workforce Development Board and Mitchell Community College, administer funding and training to support existing and new companies. These funds enable our industry to upskill and reskill existing workforce. In the last year, 182 Iredell companies utilized the NCWorks.gov database to post 1,899 jobs.



NCWorks Career Centers provided 3,665 services to 372 county businesses

\$23,495 • 34

3 businesses receive UpSkill Centralina Grants to train 34 employees

Centralina Workforce Development Board and Centralina Regional Council partnered with Iredell EDC to provide 4 job fairs for local industry. Forty-eight Iredell County employers utilized the Virtual Career Marketplace to diversify their hiring. One of the job fairs was focused on juniors and seniors at Iredell-Statesville Schools and Mooresville Graded Schools District that resulted in 25 participating employers, with 94 job postings, and 260 registered students.

MITCHELL COMMUNITY COLLEGE

Mitchell Community College offers a variety of curriculum and continuing education course offerings from Agribusiness Technology to the Fine Arts. The Continuing Education division offers programs that are tailored to and in response to workforce and industry needs.

The Iredell Apprenticeship, North Carolina Manufacturing Institute, and JumpStart programs prepare students to immediately enter the workforce.



NC Community College Customized Training program allocated

\$114,109 SERVING (FROM 14)

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Iredell County New & Expanding Activity









64 PROJECTS

\$550 M INVESTED

1,500+ NEW JOBS 3.2 M ST NEW SPACE

Business Development

We have become a focal point of interest for real estate investors and developers looking to build speculative, mixed-use, and residential development in the Charlotte Region. Our clients have expressed low cost of living, access to transportation and labor, and ease of doing business with local governments, as distinct advantages for the County.

Over the past year, our community captured 64 projects totaling nearly \$550 M in investment. These infrastructure projects, new businesses, and expanding industries created over 1,500 jobs and 3.2 M sf of new commercial space.

PROJECT ACTIVITY RECAP

Iredell EDC tracks project activity to make data-driven decisions. We experienced unprecedented project activity and growth in FY20-21 with 213 project inquiries, a 39% increase over the prior fiscal year. Below is an analysis of project activity:



New & Expanding Project Highlights

CHENEY BROTHERS

\$11M / 50 jobs / 72,142 sf / Existing

Cheney Brothers is a broadline food distributor that serves several customers throughout the region and Southeastern US. The company announced plans to expand their facility in the Statesville Business Park that will include 72,142 sf of warehouse space, bringing their total square footage to 350,000 sf.

DOOSAN BOBCAT NORTH AMERICA

\$70M / 250 jobs / 580,000 sf / Existing

Doosan Bobcat North America is an industry leader in engineering, manufacturing, and marketing of compact construction equipment, generators, air compressors, lighting systems, and light compaction equipment. The company purchased land adjacent to their current site located on the northwest corner of 140/177. The Statesville facility will be the new home of Bobcat's Ground Maintenance Equipment division.

CAROLINA BEVERAGE

\$9M / 70 jobs / Existing

Headquartered in Mooresville, NC, Carolina Beverage Group is a contract beverage manufacturer with over 300 employees. They plan to add a new malt beverage line to their existing facility on Mazeppa Road.

JELD-WEN

\$7.8M / 235 jobs / 112,500 sf / New

Headquartered in Charlotte, JELD-WEN is one the world's largest door and window manufacturers. JELD-WEN operates 117 manufacturing facilities in 19 countries with over 22,000 employees. The company plans to occupy an existing building at 2061 Sherrill Drive in Statesville.

LOWE'S COS INC. DISTRIBUTION

250 jobs / Existing

Headquartered in Mooresville, the homeimprovement retailer announced plans in May 2021 to hire more than 250 employees for its regional distribution center in Statesville. The company had sales of nearly \$90 billion in fiscal 2020.

NIAGARA BOTTLING

\$20M / 8 jobs / 180,000 sf / Existing

Niagara Bottling, a leading beverage manufacturer in the U.S., announced the addition of 180,000 sf of warehouse space adjacent to their manufacturing facility in Mooresville.

PACTIV EVERGREEN

\$15M / 60 jobs / Existing

Headquartered in Lake Forest, IL. Pactiv Evergreen is an industry leader in paper and plastic packaging. The company employs approximately 12,000 people globally.

Pactiv Evergreen plans to invest \$15 M in their facility located in Mooresville Business Park and create 60 new jobs.

ROUSH YATES ENGINES

\$14M / 50,000 sf / Existing

Known as the manufacturer of Ford engines for NASCAR, Roush Yates Engines was awarded contracts to manufacture components for NASCAR's Next Gen car next year. Over the past several years Roush Yates Engines has pivoted to enter new markets through their Manufacturing Solutions division. This expansion will help them build their capacity in this division.

WALMART

\$69M / 250 jobs / 1 million sf / New

Walmart is an American multinational retailer with approximately 10,500 stores and clubs. 48 banners in 24 countries, and e-commerce websites. Walmart Fulfillment Services LLC purchased the 1 M sf building constructed by local developer Kathy Godley along Old Murdock Road in Troutman. The facility will be used as a new e-commerce fulfillment center.

Product Development

Iredell EDC works closely with public and private sector partners to develop and market shovel-ready sites, speculative buildings, vacant buildings, and redevelopment opportunities for potential projects. Our product development efforts allow us to maintain and strengthen our economic competitiveness.



We continue to see strong investment from the private and public sector in infrastructure and speculative development.

WILCOMBS LLC

111,488 sf / Speculative Development / Mooresville

In September 2020, South-Iredell Community
Development Corporation awarded Wilcombs LLC, a
partnership between G.L. Wilson Building Company and
McCombs Steel, the opportunity to build a speculative
building in Mooresville Business Park East.

MERINO MILL

870,000 sf / Office & Retail Development / Mooresville

The Merino Mill, acquired for \$500,000 in 2008, has been transformed over the years into a hub for office and retail. Currently, 870,000 sf of the 1.1 million sf has been occupied by industry, retail, and entertainment users.

ECONOMIC IMPACT OF STATESVILLE REGIONAL AIRPORT

2019 data notes that the Statesville Regional Airport has \$139.2 million annual impact on the economy, including funneling more than \$8.7 million to state and local tax revenues. We work closely with the airport and community leaders to identify new opportunities to leverage the airport as a key asset for business development.

Infrastructure Project Highlights

I-40/I-77 INTERCHANGE

\$260.3M / Transportation / Statesville

The \$260.3M interchange project, which currently sees more than 70,000 vehicles per day, will be transformational for Iredell County. The projected completion date is June 2022.

OFFICER JORDAN H. SHELDON MEMORIAL DOG PARK

\$175,000 / Recreation / Mooresville

To honor Officer Jordan H. Sheldon, the Town of Mooresville, with generous contributions from the local community, established a dog park at Cornelius Road Park.

AUTOMATED METER INFRASTRUCTURE (AMI)

\$6.7M / Utilities / Statesville

The City of Statesville approved plans to upgrade all 21,000 of its electric and water meters, replacing the old meters with highly accurate, secure, state-of-the art metering technology called Advanced Metering Infrastructure (AMI) or smart meters.

NEW POLICE HEADQUARTERS

\$5M / Public Safety / Mooresville

The Town of Mooresville broke ground on a 50,000 sf police headquarters at the corner of W. Wilson Avenue and US 21/Charlotte Hwy.

LARKIN WATER LINE

\$2.3M / Utilities / Statesville

The City of Statesville has extended over 16,000 linear feet of main piping to serve Larkin Regional Commerce Park in Statesville. Located off I-77 at Exit 45, the park will eventually contain over 5M sf of industrial space alongside 750,000 sf of commercial and retail space.

IREDELL HEALTH SYSTEM

\$35M / Healthcare / Mooresville

Iredell Health System acquired 17 acres off of Bluefield Road and completed phase 1 at their southern campus. The 68,000 sf expansion will provide a 24-hour urgent care services, an imaging center, and surgical clinic that specializes in outpatient procedures.

NEW MUNICIPAL SERVICES BUILDING \$11M / Public Safety / Statesville

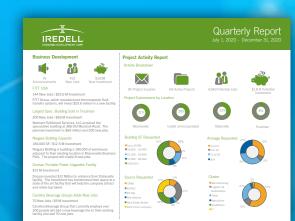
Statesville City Council has approved the construction of a new municipal services building on Shelton Ave. which will be used as the headquarters for the Statesville Police Department.

653

IREDELL COUNTY FAIRGROUNDS \$996,617 / Troutman

In December 2020, Iredell County purchased 16 acres adjacent to the Iredell County Fairgrounds with plans to develop a master plan.

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Quarterly Investor Report

Marketing & Digital Communications





Social Media Presence



37% Newsletter Open Rate



冷 15,016

New Visitors to Iredelledc.com



64% of Visitors accessed our website from a desktop

We developed new marketing collateral including our Case for Investment, Quarterly Investor Recaps, Business Resource Guide, a featured spread in Charlotte Business Journal, and new logos for our three Councils.

"As a Leadership Investor, we at PIVOT PR have gained a tremendous partner in Iredell EDC. The team has provided us with the institutional knowledge and connections to be a prosperous public relations agency headquartered in Iredell County."

- DREW PORCELLO, PRESIDENT OF PIVOT PR

MARKETING & COMMUNICATIONS

Iredell EDC remains focused on promoting our brand by telling Iredell's story. We have embraced a digital marketing strategy, highlighting the diversity of our individual communities and collective assets.

We launched a series of case studies used to educate site selection consultants and community stakeholders on the strengths, assets and partnerships that are unique in our community. The case studies have been created, courtesy of Iredell EDC Investor PIVOT PR and are available at Iredelledc.com

- Developing a Regional Pipeline of CNC Machinists
- NCMI Educational Programs & Partnerships Provide Opportunities for Career Seekers
- Foreign Direct Investment is Boosting Iredell County's Economy

DIGITAL COMMUNICATIONS

We continued our communications strategy with our email communications platform and social media channels (Facebook, Instagram, LinkedIn), to share local news and our message of Iredell's Business, Life, and Location.

We initiated over 25 newsletters on a bi-weekly basis with a 37% average open rate. Across all platforms we saw monthly growth in fans and followers. The EDC created 630 posts to support our key pillars, promote resources, share market trends and good news about the community, local companies, and investors.







f 192 Fans 226 Followers in 690 Followers 2,400 Engagements

Community and Collaboration

Over the past year, our team has worked with numerous partners to position Iredell County and our region as a competitive location for business. We would like to recognize our strategic partners and thank them for their collaboration this past year.

Centralina Regional Council Centralina Workforce Development Board Charlotte Regional Business Alliance Downtown Mooresville Commission Downtown Statesville Development Corporation Greater Statesville Chamber of Commerce Economic Development Partnership of North Carolina International Economic Development Council Iredell-Statesville Schools Mitchell Community College Mooresville Convention & Visitors Bureau Mooresville-South Iredell Chamber of Commerce Mooresville Graded School District

NASCAR Technical Institute

NC State, Industry Expansion Solutions

NCWorks

North Carolina Community College System North Carolina Department of Commerce North Carolina Economic Development Association

North Carolina Manufacturing Institute North Carolina Motorsports Association Small Business and Technology Development Center

SCORE

South-Iredell Community Development Corporation

Statesville Convention and Visitors Bureau University of North Carolina – Charlotte United Way of Iredell County

Campaign Update

In August 2020, Iredell EDC launched a capital campaign with a rigorous goal to raise an additional \$60,000 in private sector investment. We are pleased to share that through the generous support of 20 new investors and an increased investment from several of our existing investors, we exceeded our goal with a total of \$63,418.

We enhanced our communications with our investors through bi-monthly newsletters, social media, and investor quarterly updates highlighting the initiatives and activity in our community. We appreciate the support of each and every investor and look forward to spending more time together in person this coming year.

OUR INVESTORS

VISIONARY (\$10,000+)

City of Statesville Iredell County Lowe's Companies, Inc. South Iredell Community Development Corp. Town of Mooresville Town of Troutman Wells Fargo Bank

Dewberry

LEADERSHIP (\$5,000-\$9,999)

Alfred Williams BestCo Corvid Technologies Dominion Energy Duke Energy Holland Realty & Mortgage Corp. Mooresville Convention & Visitors Bureau NGK Ceramics USA. Inc. PIVOT PR Truist Bank

CONTRIBUTOR (\$1,000-\$2,999)

Adams + Associates Architecture Alexander Railroad Co Allen Tate Relocation AT&T of North Carolina Bell Construction Co. Bernard Robinson & Co. blueharbor bank Bonanza Development Co., Inc. Choate Construction Co. Davis Regional Medical Center ECS Southeast, LLP EDIFICE Inc. ElectriCities of NC. Inc. First Citizens Bank First Reliance Bank Gary Thomas, Pressly Thomas & Conley PA Grant Miller, Colliers International Greater Statesville Chamber of Commerce Piedmont HealthCare Hendrick Construction Inc.

Interstate Development Co. Iredell Health System J.C Steele & Sons. Inc. J.T. Alexander & Son. Inc. JEAT Enterprises, LLC Johnson Parts & Supply Kearev Builders Kooks Headers & Exhaust L.R. Wooten Building Co. Lake Norman Realty Landmark Builders M Neader Management, Inc. Maymead, Inc. Mikaw Corporation Mooresville Realty Norris, Stewart & Ralston, P.A. People's Bank PeopleSuite

Piedmont Realty

EnergyUnited G.L. Wilson Building Company Jones Childers Donaldson & Webb LKN InMotion McCombs Steel Co. Mitchell Community College Nandina Properties Potter & Company PA Princeton Communities Ravmer Oil Co. Statesville Country Club Structure Medical, Inc.

PARTNER (\$3,000-\$4,999)

Pope, McMillan, PA Pressly Residential Group, LLC Progressive/Ae Samet Corporation Sir Speedy Print/Signs/Marketing Southern Distilling Co. SouthMark Properties Stamev Land Co. Statesville Brick Co. Stewart Inc. SunCap Property Group The Keith Corporation The Langtree Group Thomas & Webber, PLLC Tsumas Real Estate & Development USI Insurance Services

