

2007 & 2008 Supporters

Local Government Supporters:

Catawba County
Cities of Claremont, Conover, Hickory and Newton
Towns of Catawba and Maiden

Committee of 100

FOUNDING MEMBERS

Catawba Valley Medical Center
Frye Regional Medical Center
Duke Energy Corporation
Alex Lee, Inc.
BB&T
Bank of Granite
Beaver Sports Properties, Inc.
Best of Beers, LLC
The Bolick Foundation
CR Laine Furniture Company, Inc.
CT Group
Capital Bank
Capital Concepts
Carolina First Associates, LLC
Century Furniture, LLC
CommScope, Inc.
CommunityONE Bank
Davidson, Holland, Whitesell & Company, PLLC
Deloitte & Touche, LLC
Delphi Development, LLC
ElectriCities of NC, Inc.
Embarq
First Security Company, Inc.
HGH—Hospitality Group of Hickory
Hickory Furniture Mart
Hickory Leather Company, Inc.
Hickory Mechanical, Inc.
David Isenhower, Attorney and Counsellor at Law, PLLC
The Keith Corporation
Lenoir-Rhyne University
Mike Johnson's Hickory Toyota
Mullinax and Mullinax, PLLC
Neill Grading & Construction Company, Inc.
Nelson Oil Company, Inc.
Patrick, Harper & Dixon, LLP
Peoples Bank
Pierre Foods, Inc.
Plastic Packaging, Inc.
Poppelmann Plastics USA, LLC
Rudy Wright's A Signco
Shurtape Technologies, LLC
Sigmon, Clark, Mackie, Hutton, Hanvey & Ferrell, PA
Sign Systems, Inc.
Technibill/Cari-All, Ltd.
United Beverages of NC
Vanguard Furniture
Wachovia Bank, NA
Wesley Hall, Inc.
Whisnant & Company, LLP
Young, Morphis, Bach & Taylor, LLP

SEATHOLDERS

Charter Business
ECS Carolinas, LLP
Flowers Baking Company of Newton
L.D. Austin Company
Piedmont Vending

Major Sponsor:

Catawba County
Chamber of Commerce



Existing Industry Plan of Work: 2008

Priority 1—Maintain the basic structure and services of the existing Industry program

- Goal 1: Remain a clearinghouse of resources (e.g., workforce, training, financial, real estate, etc) for Catawba County's existing industries
Goal 2: Collaborate with municipal staff, the Catawba County Chamber and other community resource partners in conducting a minimum of 100 area visits
Goal 3: Manage and coordinate all aspects of existing industry expansion projects
Goal 4: Further grow and develop the Executive Pulse industry database
Goal 5: Continue to utilize and actively promote the Existing Industry HELPWEB
Goal 6: Disseminate and market local industry "success" stories to the community
Goal 7: Track and report all levels of new investment and jobs for EDC, Charlotte Regional Partnership or NC Department of Commerce use
Goal 8: Remain abreast of regulatory and legislative issues which potentially impact Catawba County's existing industries

Priority 2—Add value to this existing structure, benefiting industries with greater productivity, lower costs and increased potential for new customers

- Goal 9: Research and develop the steps for a Greater Hickory Training Consortium, pooling the resources of companies for enhanced employee training and/or development of more efficient, "best practice" production systems (e.g., LEAN, Six Sigma, etc.)
Goal 10: Develop and publish a monthly e-Newsletter, highlighting various local and/or state partners or other relevant materials (e.g., export promotion, tax credits, substance abuse resources, etc.)
Goal 11: Coordinate bi-annual programs to address issues or needs common to multiple companies, based upon the results of industry visits and emerging trends
Goal 12: Maintain observation of the Technology Transfer offices at 8 North Carolina Universities (and Clemson University), looking for potential new product opportunities for existing industries
Goal 13: Develop and promote a calendar of industry trade shows and other events of note across the Southeast, distributing information to relevant industries
Goal 14: Evaluate the potential for a Greater Hickory Supplier net website, further linking potential buyers to suppliers regionally

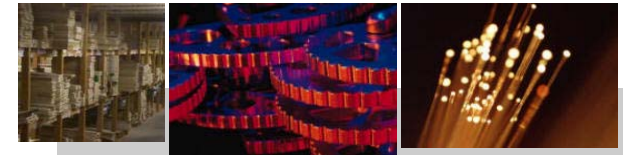
Priority 3—Further address the ongoing workforce issues present in Catawba County and the region

- Goal 15: Maintain membership and active participation on county and regional committees charged with continued development of a skilled workforce
Goal 16: Serve as a catalyst to identify potential partnerships between higher-education institutions and local industry

*Catawba County Economic
Development Corporation*



Business Retention & Expansion Program



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www.catawbaedc.org

www.catawbaedc.org/HELPWEB.htm

The Catawba County Economic Development Corporation's Existing Industry Program was created to assist in solving business headaches for Catawba County industries so they can concentrate on their processes, thereby insuring continued business health and growth within Catawba County.

This program is partially funded
by a grant from the
Catawba County Chamber of Commerce

Catawba County's Retention & Expansion Program

Created to assist our existing industries by providing a comprehensive program that can be utilized to solve business issues in an efficient & timely manner.

Resources Available to Existing Industries in Catawba County:



There are many services, most available at no charge, to assist Catawba County's existing industries. The Economic Development Corporation serves as a clearinghouse for business information to existing industries and can usually provide information or assistance to help you minimize time spent in solving your business problem.

The Catawba County Economic Development Corporation stands ready to assist in any business problem you may encounter. We are here to help Catawba County's industries stay and grow.

Existing Industry HELPWEB

The Existing Industry HELPWEB, an online problem resolution website, is designed to give companies an immediate mechanism to report existing industry problems on any variety of subjects—from development to closure, from Hickory to Terrell.

www.catawbaedc.org/HELPWEB.htm

Training

- Focused Industrial Training Program (FIT): Training for shop floor employees and frontline supervisors in manufacturing industries. Training may include individualized needs assessments and consultations to design and implement targeted, customized training.



(NOTE: Monies are limited.)

www.ncccs.cc.nc.us/Business_and_Industry/fit.htm

- New & Expanding Industry Training Program (NEIT): Training available to companies that create 12 or more new jobs in any one community in North Carolina during a one-year period. Services may include pre-employment assistance, instruction/training, facilities, and supplies/customized materials. (NOTE: More specific qualifications are included on the web site listed below.)

www.ncccs.cc.nc.us/Business_and_Industry/neit.htm

- Occupational Extension Training: Offered at rates preset by the State. This training is designed for upgrading skills of persons currently employed or retraining others for new employment. Rate schedule for training is:



Cost per person hours of training:

\$50	0-10
\$55	11-30
\$60	31-100
\$65	100 +

http://www.ncccs.cc.nc.us/Business_and_Industry/continuingeducation.htm

- Incumbent Workforce Grant: Provides funding to established North Carolina businesses to provide educational and skills training for current workers. To qualify, a business must show it has exhausted efforts to secure funding through FIT and NEIT.

www.ncommerce.com/workforce/incumbent_worker/guidelines_application.pdf

Foreign Sales

- Implementation of Foreign Trade Zone in Catawba County
- Import/Export Coordination

Financial Assistance

- Industrial Revenue Bonds
www.ncommerce.com/finance/incentives/irb
- Article 3J Credits—Tier 2
www.ncommerce.com/finance/incentives/tax
- Investment Tax Credits
- Jobs Tax Credits
- Training Tax Credits
- Community Development Block Grants/ Infrastructure improvement loans
www.ncommerce.com/finance/incentives/cdbg

Real Estate Assistance

- Comprehensive Building & Site Database
- GIS mapping and analysis, data ready for engineering and architectural processing in AutoCad format via Internet

Other Assistance

- Assistance & coordination with Utility companies
- Environmental Assistance
- Cost of Living, School, Quality of Life, and other community data



- WPCOG Data Center contact
- Legal assistance
- Buyer/supplier networks
- Local government contact/communication
- Local and statewide networking
- Contact with NC Department of Commerce, Charlotte Regional Partnership, Charlotte/Douglas International Airport and other

regional resources



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