



# RANDOLPH COUNTY DEVELOPMENTS

A publication of the **Randolph County Economic  
Development Corporation**

**336.626.2233 [www.rcedc.com](http://www.rcedc.com)**

**Volume 20, Number 2**

**North Carolina's Industrial Center**

**May 2008**

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## **IT'S THE ECONOMY...**

So far it's been a challenging year for our county, state and national economy. But there is light at the end of the tunnel. Our economic development project activity has picked up beginning in April after a very slow first quarter. We are working with several qualified projects considering buildings and sites across Randolph County. They are in diverse sectors that include distribution, wood products, plastics, food, industrial equipment, and green businesses. Existing buildings are still preferred but we're seeing requests for sites also.

Some of our existing industries are feeling pinched and we've had a number of layoffs announced this year. But several businesses are saying they have record sales and strong demand for their product. That includes all industries in metals or machinery as well as the machine shops and tool & die shops that support them. We hear from some in our pottery industry that their sales are up 19% to 30% over the same period last year so folks are still driving and still buying quality items.

During the slowdown, the EDC continues to focus on industrial product development to identify, evaluate, and develop properties for industrial development. We are making site improvements at the West Randleman Business Park to make it more marketable and site ready. In partnership with allies, we are completing environmental due diligence on another large potential site. Property owners are contacting our office about properties suitable for industrial or commercial development. One benefit of the economic slowdown is more time to focus on quality product development, a key factor for success.

Finally, the EDC Board and our public partners recognize that we must expand our business attraction and development efforts to further diversify our economy. The EDC has historically focused solely on industrial development, a strategy that has delivered tremendous benefits of quality job creation and increased tax base to Randolph County. In today's changing global economy, we can no longer rely only on industrial growth for economic success.

Without turning away from the industrial sector, we are branching out to include strategic opportunities where Randolph County has a competitive advantage and existing assets and where the national economy is growing. We are focusing on tourism asset development and small to mid-sized professional and technical businesses that export their services outside the local economy. Stay tuned for more information in coming months.

## TRANSPORTATION SECRETARY TIPPETT HEADLINES EDC ANNUAL MEETING



Mark your calendars for the 23<sup>rd</sup> Annual Meeting of the Randolph County EDC. The breakfast meeting will be held on **Tuesday, June 24 at 8 a.m. at AVS Banquet Centre in Asheboro**. Lyndo Tippet, Secretary of the NC Department of Transportation will speak about transportation and economic development. Tippet was appointed Secretary by Governor Mike Easley in 2001 and reappointed in 2005.

Transportation infrastructure is fundamental to economic development. Highways, rail and air transport are essential to move product and people in our local economy. The addition

come. New visitor's centers are under construction in southern Randolph County that will give a huge boost to the tourism industry. Secretary Tippet and G R Kindley, our DOT Board member, have been instrumental in support of improvements to our county's transportation infrastructure.

New Directors and Officers will be elected and we will honor our retiring Directors at the meeting. We will name our 2008 Partner in Progress Award winner. Invitations will be mailed soon to local and state officials and Partnership members along with other economic development allies and friends. Mark your calendars and make plans to attend.

## BUSINESS NEWS

**Tower Investments** has purchased the former Hanesbrands facility in Asheboro with plans to lease the 168,000 square foot facility. Tower Investments is a California based real estate investment and development company with holdings in 17 states.

**Pamex** has selected a site in Archdale for its new distribution facility. Pamex is the North American agent for Faultless Locks, for the professional builder markets. After a lengthy search, the company has selected a site near Interstate 85 for a new warehouse distribution center that will employ 25.

**Pyramid Services** was selected for the Small Business Achievement Award by the Department of Homeland Security for their outstanding performance at the Federal Law Enforcement Training Center in Artesia, New Mexico. Pyramid Services was established in 1990 and received 21 contracts for five different Federal government agencies. They were recognized as one the 50 fastest growing companies in the Triad in 2007.

**Thomas Built Buses** has secured a \$90 million contract to supply Type D, Saf-T-Liner flat-front transit buses to First Student, Inc. over the next three years. Thomas Built Buses is the leading bus manufacturer in North America and the contract makes them the exclusive supplier to First Student, a subsidiary of FirstGroup America.

**Fox Apparel** The Department of Homeland Security has announced that Fox Apparel, Inc., a leading cut and sew contractor, is being awarded a \$13,353,750 contract from the U.S. Coast Guard for Operational Dress Uniforms. Fox Apparel, which has been manufacturing men and women's clothing since its establishment in 1979, learned last February that the Department of Defense renewed a 2005 contract with the company for a maximum of \$22,804,560 to produce Army Combat Uniform coats for the Defense Supply Center in Philadelphia.

**BPR Properties** will construct a new motel in Asheboro on US 64 with 75 rooms. The group has a second motel under construction in Archdale adjacent to I-85 and Balfour Drive.

## EXISTING INDUSTRY SERVICES – BACKBONE OF ECONOMIC DEVELOPMENT

The Randolph County EDC's Existing Industry Program has a well regarded reputation as one of the best in North Carolina. Long before Business Retention and Expansion programs became common practice in economic development, the EDC made existing businesses the priority customer. Harry Lane works tirelessly and effectively to meet the needs of local business and industry.

His goal is to help Randolph County companies be more successful regardless of the need. Last year Harry visited 200 companies delivering a value added service and up to date information. Harry connects our companies with service providers, programs, and solves problems specific to each company.

In 2008, he has assisted companies with business development including business to business referrals, connecting local businesses to local suppliers. He works with companies on government procurement through the North Carolina Military Business Center, making more referrals than all other economic development offices in our region combined. Workforce training and skill development is a constant need and he is working with ten different companies connecting them with Randolph Community College services. From utility and transportation needs to financial assistance, Harry is meeting customer needs. Economic development is much more than business recruitment and expansion...it's helping existing businesses succeed.



### Partnership News

We thank and recognize the members of the Randolph County Partnership for their support for economic development in Randolph County. Each member is linked on our website at [www.rcedc.com](http://www.rcedc.com). We encourage you to support these businesses for your business and professional needs.

**Thanks to the following new member of the Randolph County Partnership:**

 **Powder Works**

**Thanks to the following members who have renewed their membership:**

#### Platinum

**Malt-O-Meal Company**

#### Silver

**Metals USA  
RubberMill**

#### Bronze

**Garco, Inc.  
JBDJ, LLC  
Time Warner Cable**

**Check out the EDC website at [www.rcedc.com](http://www.rcedc.com) for member information and a list of available sites and buildings.**