

RANDOLPH COUNTY DEVELOPMENTS

A publication of the Randolph County Economic Development Corporation

The Heart of North Carolina's Economic Future

March 2012

Top 10 in the Nation, five years in a row

Four neighboring economic development allies announce that, for the fifth year in a row, the Greensboro-High Point Metropolitan Statistical Area (MSA) earned a Top 10 national ranking for attracting new industry among similar-sized areas.

Site Selection magazine, a national publication catering to executives responsible for site selection and facility planning decisions around the world, ranked the Greensboro-High Point MSA seventh in the United States in 2011. The MSA is composed of Guilford, Randolph, and Rockingham counties.

EDC Member Networking Event



Randolph EDC members and guests enjoyed the initial networking event on Tuesday, March 6 at The Exchange in Asheboro. The event was initiated by the Membership and Marketing Committees to invite members and prospective members to network and to hear from three business leaders about their operations in Randolph County. Speakers included **Laura Wilson, President of Pyramid Services**, a government services contractor, **Don Harter, General Manager of Rheem Sales**, the replacement parts distribution center for HVAC and water heaters made by Rheem and other companies, and **David Jenson, Human Resource Manager of Teleflex Medical**, a medical device manufacturer of heart catheters. All three companies have located and expanded their operations in Randolph County in recent years.

The event is a direct response to the request for more networking and marketing opportunities in last year's member survey. **Dave Whitaker, of Personalized Products and Promotions**, Chair of the EDC Membership Committee and **Neal Griffin, Advisors Financial Services** and Chair of the EDC Marketing Committee outlined their ongoing programs. **Century Link** sponsored the Networking Event.

Business Announcements

Congratulations to **Dr. Diane Frost**, Superintendent of the Asheboro City Schools, named **North Carolina's Superintendent of the Year** and finalist for **National Superintendent of the Year**.

United Wood Products is expanding to a 36,000 square foot facility in Asheboro. United Wood Products is relocating from a leased building owned by Randolph Community College due to increased demand for the wooden beaming equipment used in the textile, tire, and carpet industries. The company will lease up to 24,000 square feet at the new building for storage use by another company.

American Innovation Products is purchasing a vacant facility in Trinity for expansion of its business. The company manufactures sleep surface products as well as missile boxes used by the government. The 32,428 square foot facility on Trinity Road has been vacant for several years following the closure of Component Fabricators. The company expects to create 24 new jobs in the next 12 months and has two new product lines under development.

CauseKeepers has purchased the former Whit Corporation building on US 64 near Franklinville for expansion. CauseKeepers sells and distributes promotional and fund raising items to a variety of non-profit customers. The company operates a distribution and fulfillment center that ships across the nation as well as care packages to American troops serving overseas. The Whit building is 24,500 square feet with substantial excess acreage for future growth.

Thomas Built Buses in Archdale received the 2011 Environmental Stewardship Award from the NC Department of Environment and Natural Resources for achievements in energy conservation and sustainability. Thomas Built Buses is the first school bus manufacturer to achieve Zero-Waste-to-Landfill operation and has added solar panels to the roofs of existing operations. An "Environmental Steward" is an organization that has demonstrated environmental leadership through its commitment to exemplary environmental performance beyond what is required by regulation. Only 15 companies have achieved this designation in North Carolina.

Congratulations to **ReMax Central Realty and HR and Vickie Gallimore** named #6 in the US and #15 World-wide for Commercial Production in 2011 by ReMax Global. **Vickie Gallimore** was named #7 in the US for residential production.

Pyramid Services has been recognized as the largest woman owned business in North Carolina, and ranked as the 4th largest minority owned business in the state. Pyramid Services is a government services contractor based in Asheboro.

Charter Furniture in Liberty is expanding with the addition of a new 28,000 square foot warehouse for finished goods and imported product. Charter has operated in Liberty since 1921, originally known as Gregson Furniture. They produce contract furniture.

Business Services Survey Results

Thanks for your participation in last month's Business Services Survey. Members of the Randolph County EDC, Asheboro Randolph Chamber and Archdale Trinity Chamber were invited to participate in an online survey to gauge business to business opportunities across Randolph County. Survey results reveal that most businesses seek to do business locally and that there are opportunities to create awareness of your service and product. Here are the survey results:

Satisfaction with your experience using local companies

Extremely or moderately satisfied 93.8%

What do you like most about using local service providers? (Top 3)

Keep money local
Personal communication
Convenience

Compare local service or products to outside suppliers

About the same or slightly better 61.4%
Much or somewhat better 38.3%

Rank convenience when choosing a local supplier

Very or extremely important 91.1%

Rank pricing at local businesses

About right 73.8%
Too high 26.3%

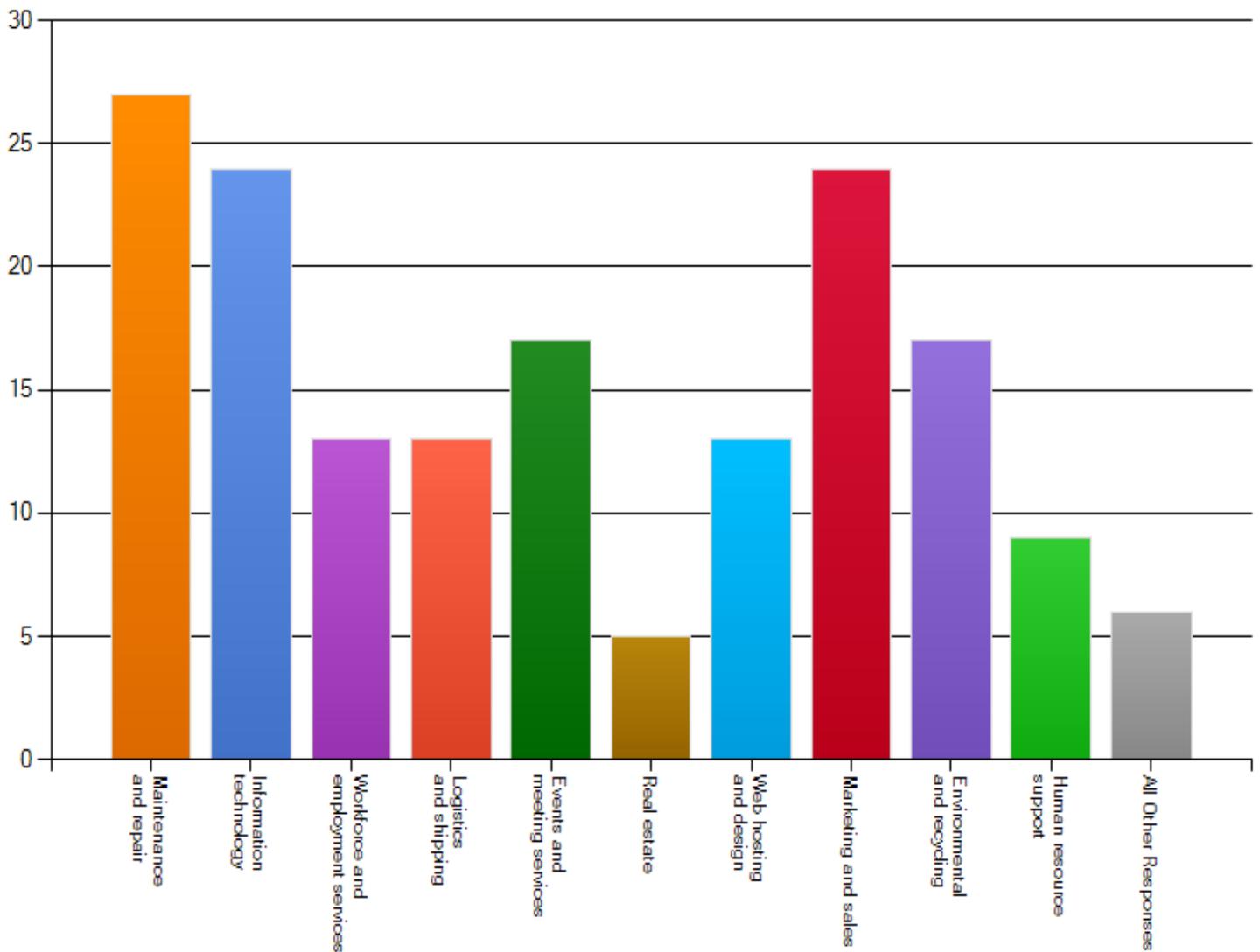
Why not using local companies? (Top 5)

- Ability to supply my company's needs
- Responsiveness to my company's needs
- Cost exceeds current supplier
- Satisfied with current provider
- Directed to national accounts by corporate policy

What would make you more likely to use a local supplier? (Top 4)

- Price
- Availability of service and products
- Customer service
- Knowledge of local business services and products

What services and products would you be interested in learning about local suppliers?



59 companies requested more information on these services. The Randolph EDC along with the Asheboro Randolph and Archdale Trinity Chambers will follow up individually with these company contacts to provide information about quality service providers that are members of the three organizations.

Partnership News...

Randolph County Partnership is the member organization of the EDC. Through their dues, our members invest in economic development in Randolph County in marketing, recruitment, existing business and industry services, and industrial product development. Partner members are listed on the EDC website, included in existing business & industry directories, and receive services and referrals from the EDC. Please visit the website, www.rcedc.com for member information and click on Development Team.

Thanks to the following new members of the Randolph County Partnership:

- ✓ **Just-Kris Distributing, Inc.**, Insured local and long haul services, warehouse storage, specializing in wood products and lumber
- ✓ **Randolph Medical Associates**, Health care provider with 6 locations in Asheboro, Liberty, Randleman & Seagrove
- ✓ **Safe-T-Works, Inc.**, Drug and alcohol testing, employee screening services

Thanks to the following companies for renewing their membership with the Randolph County Partnership.

Diamond

Technimark

Platinum

Duke Energy
Pyramid Services

Gold

Ace/Avant Concrete Construction, Inc.

Silver

Acme-McCrary
Braxton Culler, Inc.
Dart Container Corporation

Bronze

Allen Tate Relocation
Asheboro Nissan, Inc.
Bank of the Carolinas
ECS Carolinas, LLP
Elastic Therapy, Inc.
Fairfield Inn & Suites
Four Seasons Furniture
Gavin & Cox
Hampton Inn-Asheboro
Hunt Country Components, Ltd.
NC Zoological Society
Pugh Lubricants
Ralph's Frame Shop
Randolph Land Development
Randolph Packing Co., Inc.
Security Savings Bank
Summey Engineering Associates, PLLC
Sunbelt Business Brokers
The Courier-Tribune
The Cranford Group

145 people like our page and the EDC has 275 friends –Like our page.

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