

Randolph County Developments

A Publication of the Randolph County Economic Development Corporation
July 2016

Megasite Project Update



Thrive in the Heart of North Carolina.

Development of the Greensboro-Randolph Megasite project remains a top priority for Randolph County and our regional partners, and significant strides have been made in recent months. The NC Railroad made an initial commitment to purchase 875 acres within the megasite footprint, and announced on June 21 an agreement to purchase an additional 100 acres which are currently under option by the Greensboro-Randolph Megasite Foundation. With this purchase, the full 1,500-acre footprint will be under the ownership of three megasite partners: Randolph County, the NC Railroad, and the Greensboro-Randolph Megasite Foundation.

In response to months of hard work and reams of documentation presented by the megasite team, the site has reached a major milestone with designation as a KPMG Certified Site. KPMG Global Location and Expansion Services has a proven site assessment and rigorous certification process for identifying and selecting large industrial sites for high-impact projects. Critical success factors include workforce availability and quality, utility and transportation infrastructure, site availability, and developability, all of which are very important to minimize risk and ensure expedited time to market for companies. In addition to KPMG certification, megasite partners are also seeking certification by the State of North Carolina. The goal of certification is to offer verification to prospective clients that any potential barriers to development have been removed and that full build-out can be achieved within 18 months of the site being selected for development. Dual certification by both the KPMG and the State should lend additional credibility to the site and further raise its profile.

With most major development and certification hurdles cleared, the megasite team is focused on crafting a comprehensive marketing strategy. In addition to the website (www.greensboro-randolphmegasite.com) which has been live since last September, a professional marketing firm is now assisting with product messaging, development of high quality marketing collateral, and implementation of final improvements to the website.

Design and engineering work for utilities and transportation are in the works. The City of Greensboro is nearing the completion of its water and sewer infrastructure planning process which, when complete, will include engineered drawings, permitting, and right-of-way acquisition. Using NCDOT standards, the Greensboro-Randolph Mega Site Foundation is funding the design of an interchange on US Hwy 421 to ensure safe and appropriate highway access to the site. The Greensboro-Randolph Megasite Foundation has also agreed to provide up-front funding for Duke Energy's engineering plan to provide sufficient power to the megasite. Duke Energy will reimburse these project costs when a client commits to locating on the site. As a part of the transmission line siting study process, a community open house will be held July 12 at Southeast Guilford High School's gymnasium. The megasite team will provide information, answer questions, and receive feedback from area residents.

The megasite is continuing to gain outside recognition as a first-class location with great potential to land a large-scale manufacturing facility.

Business News & Announcements

In June, Brazos Private Equity Partners LLC announced the sale of Thomasville-based **Ennis-Flint** to Olympus Partners, a private equity and venture capital firm based in Stamford, Connecticut. In addition to Ennis-Flint's Davidson County headquarters, the company operates an R&D facility in Trinity's Turnpike Industrial Park. According to a [June 15 article](#) in the *Triad Business Journal*, Olympus Partners is expected to support Ennis-Flint's continued growth through acquisitions. Ennis-Flint is a worldwide leader in the traffic safety and pavement marking industry. www.ennisflintamericas.com.

Randleman-based **Hughes Furniture** continues its strong growth and has made an offer to purchase the remaining 35 acres of land owned by the EDC in the West Randleman Business Park. Because of Randolph County's financial interest in the property, two public hearings related to a possible deal were held before the Board of Commissioners on June 6 – one to consider the offer and a second to consider incentives. In a unanimous vote the commissioners approved the sale in the amount of \$678,000. Performance-based incentives totaling \$268,000 were also approved in a 4-1 vote by the commissioners. Incentive payments would be contingent upon investment of at least \$8 million in construction of a 300,000 square foot building, and creation of at least 50 new jobs company-wide. Hughes Furniture is the third-largest manufacturing employer in the county with over 800 employees. The company manufactures upholstered residential furniture and is a trademark licensee of Serta. www.hughesfurniture.com

IV-S Metal Stamping in Archdale entered into a partnership agreement in May with CJK Enterprise LLC which is based in Hangzhou China. According to the agreement, full ownership of the company will transfer to CJK Enterprise following a year-long transition period. CJK's owner, Junkai Che, also owns and manages a metal stamping business in China which services U.S. clients, and the partnership with IV-S is intended to strengthen Che's U.S. presence and further expand his customer base in North America. Nelson and Jerri Smith, owners of IV-S Metal Stamping, will stay on to assist during the transition period after which they plan to retire. The business will continue to operate as IV-S Metal Stamping and Che intends to retain the existing workforce. Sales personnel have already been added in order to actively market production capabilities, and future job growth and investment in equipment is anticipated as sales increase. IV-S Metal Stamping is a full service metal stamping, roll forming, tube bending, and fabrication provider. www.ivsmetal.com

Jowat Corporation has initiated an expansion project to add a new 44,000 square foot high-bay distribution center to its Trinity campus. Construction is in its early stages and the project is not expected to be complete until early 2017. According to building permit records, the anticipated investment in the new building will exceed \$3.5 million. Because Jowat currently leases offsite warehousing and distribution space, the project is not anticipated to create additional jobs. However, the expansion will create efficiencies and cost savings while also offering additional space to accommodate anticipated growth at the company. Jowat Corporation is a subsidiary of privately-held Jowat AG which is headquartered in Germany. The company manufactures adhesives and is Trinity's largest employer and taxpayer. www.jowat.com

According to Randolph County's June building permits report, Thomasville-based **Lawrence Industries** plans to invest nearly \$2 million to construct a 22,500 square foot expansion at their Wright Road property to facilitate additional growth and production capacity. Lawrence Industries bills itself as "the world leader in the design, tooling, and production of high performance American lead-free composite window hardware." www.lawrenceindustriesinc.com

On June 22 **Metals USA** invited representatives from its major OEM accounts to a Metals Conference which included a pre-event open house and plant tour at its Randleman facility. According to general manager Rich Pokrin, the open house provided an opportunity to not only show off the facility, but to also highlight processing

capabilities and to promote additional options and products for customers. About seventy-five were in attendance at the Metals Conference, including fifty-five customers, four suppliers, and Metals USA staff. The conference featured presentations from primary suppliers – Aleris Aluminum Rolled Products, Arcelor Mittal, Nucor Steel Berkley, and Outokumpu Stainless – each of whom provided updates relative to their particular market segments. Metals USA’s Randleman facility is part of the company’s flat rolled and non ferrous division which processes and sells coiled and sheet metals. Metals USA is part of the Reliance Steel and Aluminum family of companies. www.metalsusa.com

On May 18 Asheboro-based **PEMMCO Manufacturing** hosted a workforce development presentation by company president Rick Powell at RCC followed by a plant tour led by sales manager Brian Powell. The program was organized by the NC Manufacturing Extension Partnership as a part of the organizations mfgNC Connections education and networking series. The event brought together industry leaders from across the region to facilitate sharing of ideas around how to successfully address workforce development challenges. PEMMCO won the inaugural Leadership Award for Workforce Development at NCMEP’s mfgCON conference in October of last year. PEMMCO is a precision machining company specializing in CNC machined components for a diverse customer base including automotive and aerospace. www.pemmcomfg.com



PEMMCO sales manager Brian Powell leads a plant tour.

On June 1, representatives of the EDC and Randolph County government joined the High Point EDC Board meeting at the **Thomas Built Buses** facility which straddles the High Point and Archdale city line. The company is celebrating its 100th anniversary and is one of our region’s largest employers with approximately 1,800 fulltime employees. In 2015, Thomas Built Buses completed an \$11.8 million expansion at the High Point/Archdale plant which created 236 full-time jobs. In March of this year, the company announced creation of another 200 jobs so that a second shift could be added to meet production demand for the Saf-T-Liner C2 bus which is manufactured at the plant. Thomas Built Buses, a subsidiary of Daimler Trucks North America LLC, is one of North America’s leading bus manufacturers. www.thomasbus.com

In a June 14 email, Trinity-based **Trinity Furniture** announced the launch of a new website. According to the announcement, the new site is “faster, multi-device friendly, image-rich & easy to use.” Trinity Furniture produces high-quality furniture for the contract furniture market with products for healthcare, universities and schools, corporate, judicial, and public spaces. www.trinityfurniture.com

NC DEQ’s Recycling Business Assistance Center recently announced a \$35,000 grant award to Asheboro’s **Verity Recycling**. Verity’s grant will assist with the purchase an extruder to further expand the company’s nursery recycling program by adding additional capacity to process dirty polyethylene greenhouse film, dirty agricultural film waste, and similar dirty plastic waste from construction and demolition sites. Verity was one of 24 companies receiving grant awards totaling \$640,000. The grants are expected to generate approximately 75 jobs and more than \$1.7M in new private investment.

According to a June article in BedTimes Magazine, **Wright Global Graphics** recently received 11 awards at the annual Printing Industry of the Carolinas Awards celebration which was held in Concord, NC. Headquartered in Trinity (although sporting a Thomasville address) Wright’s accolades included four “best of” awards, four “special judges” awards, two awards of excellence, and the Mark Andy Best Flexography award. Wright Global Graphics offers a full line of printing and graphic solutions for its customers. www.wrightglobalgraphics.com

Randolph County Strategic Plan Presented

After nine months of work, a final draft of the Randolph County Strategic Plan was presented on May 17 to the Randolph County commissioners and large group of citizens at a public meeting. Although not binding, the plan is intended to offer guidance as the county navigates challenges and attempts to capitalize on opportunities over the next twenty years. The plan addresses three primary areas: public health, public safety, and public well-being which includes economic development. Coverage of the meeting by the *Courier-Tribune* can be [accessed here](#). A formal resolution in support of the plan was approved at the July 11 meeting of the Board of Commissioners, and revenue from the landfill agreement with Waste Management was set aside in three reserve funds to seed plan implementation. County officials and citizen groups now enter the implementation phase of the plan. A full copy of the Strategic Plan is [available here](#).

Randolph County Safety Association Formed

In December of last year a consortium of local companies formed the Randolph County Safety Association, which is comprised of safety professionals from a variety of industries spread across the county. According to David Jarrett, director of HR and safety at Chief Express and inaugural president of the Association, “[The group] meets the last Friday of every month for breakfast or lunch at one of our members businesses to round table and share best practices on safety issues, tour their facilities and we do formal safety training during every other month’s meeting.” To date, formal training has included Work Place Violence and Active Shooter training, and Global Harmonization System training. The current membership role includes representatives from Americhem, Chief Express, Dart Container, FP Design Group, J.P. Thomas & Company, Matlab, Inc., the NC Zoo, PEMMCO Manufacturing, Plastic Color Corporation, Post Consumer Brands, Safe-T-Works, Sapona Plastics, Sapona Manufacturing, and the Timken Company. In addition to Jarrett, the slate of officers includes vice president Elizabeth Freeman from Dart Container and secretary Tracie Luck from Plastics Color Corporation.

There is no fee to join the Association and membership is limited to the safety manager professional from business and industry located in Randolph County. At this point, membership is not accepted from safety vendors or sales companies. For more information or to inquire about membership, contact David Jarrett at either djarrett@chiefexpress.com or 336-873-1100 ext. 244.

CTE Rally Planned

On Monday, August 22nd, Randolph County Schools will host a CTE Rally from 2:00-4:00 p.m. at the Randolph County Senior Adults Center in Asheboro. The goal of the rally is to connect business leaders with the 80+ Career and Technical Education Teachers working across the county to prepare the future workforce for local business and industry. This promises to be a tremendous opportunity for businesses to share about products, services, workforce needs, and expectations for entry-level employees. To register or to gain more information, contact either Chris Atkins (catkins@randolph.k12.nc.us; 336-865-0728) or Nancy Cross (ncross@randolph.k12.nc.us; 336-318-6062).

EDC Hosts Annual Meeting



EDPNC CEO Chris Chung

On June 21st the EDC hosted its 31st Annual Meeting at the AVS Banquet Centre in Asheboro. This year's featured speaker was Chris Chung, CEO of the Economic Development Partnership of North Carolina (EDPNC). Chung's presentation provided an overview of the role the EDPNC plays in state-wide economic development efforts and how his organization interfaces with NC Commerce.

A highlight of the meeting was the presentation of this year's EDC Partner in Progress Award which is presented annually to an individual, business, or organization whose partnership has been critical to the success of the EDC. The 2016 award was presented to the North Carolina

Railroad for its strong commitment to the Greensboro-Randolph Mega Site. President Scott Saylor accepted the award on behalf of the NCRR, and announced a commitment to purchase an additional 100 acres within the megasite adding to the 875 acres which the NCRR already committed to purchase. The NC Railroad's purchase commitment has solidified property control within the Greensboro-Randolph Mega Site, a critical step in being able to successfully market the site.



EDC president Bonnie Renfro presents the 2016 Partner in Progress Award to NCRR president Scott Saylor.

Two articles about the event were published by the *Courier-Tribune* and can be accessed [here](#) and [here](#).

Meet the EDC's 2016-17 Officers and Directors

John Grey has been elected to serve as the new **Chairman** of the EDC. Grey served as Branch Manager of The Wooten Company's Asheboro office for the last eleven years. A graduate of NC State in Civil Engineering, he is an active community volunteer, serving as current President of the Asheboro Rotary Club, Asheboro Randolph Chamber of Commerce committees, and chair of the EDC Product Development Committee. He and his wife, Cathy, have two grown children, Marissa and Jake.

Elbert Lassiter will serve as the **Vice Chairman** of the EDC for the upcoming year. Lassiter is VP of Workforce Development and Continuing Education at Randolph Community College. He is a graduate of Shaw University and spent twenty years with the Asheboro Goodyear operation. He is a member of the Board of Randolph Hospital, former Chair of the United Way, Randolph County Partnership for Children, and Boys & Girls Club. He and his wife, Rose, live in Asheboro near their children and grandchildren.

Skip Marsh, the EDC's **Secretary-Treasurer** for 2016-17, is CFO of Randolph Hospital in Asheboro. Marsh joined the Hospital four years ago after 21 years in health care financial administration. He's a graduate of State University of New York at Buffalo and received his MBA from the University of Buffalo. He serves on the Boards of the Asheboro Randolph Chamber of Commerce, Randolph Cancer Center, Randolph Vocational Industries,

Randolph Arts Guild and the Asheboro Airport Authority. He and his wife, Karla, live in Asheboro.

Steve Foley will serve as **Past Chairman** of the EDC this year. Foley is Senior Vice President and City Executive of First Bank in Archdale. A graduate of NC Wesleyan College, he has spent his career in banking. He is Past President of the Archdale Trinity Rotary and the City of Archdale Appearance Commission, and also has served on the Archdale Trinity Chamber of Commerce Board. Steve and his wife Jackie live in Archdale.

In addition to the new officers, five new Directors were elected for three-year terms to the EDC Board.

Karen Allred has been Broker/ Owner of Allred Realtors since 1994. She is very active in the High Point Board of Realtors and was named 2015 Broker/Owner/Manager of the Year.

Scott Darr is the LLC Manager of Darr Construction Company in Archdale. Scott served previously on the EDC Board of Directors from 2010-2013 where he provided guidance and support to the EDC marketing & product development program.

Dr. Stephen Gainey is Superintendent of the Randolph County Schools, a position he has held for the past three years. A lifelong educator, Dr. Gainey has served as teacher, Assistant Principal, Principal, and Assistant Superintendent in the Alamance Burlington and Wake County Systems. He received undergraduate and graduate degrees from East Carolina and NC State University.

Billy Hardin has been the President of Units Moving & Portable Storage for the past nine years. He was the owner of Hardin's Wholesale Florist Supply in Liberty for 34 years before selling his business and starting anew. He previously served on the Liberty Town Council and as past President of the Liberty Rotary Club.

Dr. Jonathan Waller is the Plant Manager of The Timken Company plant in Randleman, and has served at other Timken locations over the last 16 years. He is a Doctor of Theology as well as holder of an MBA and BA in Mechanical Engineering. He holds two patents and also serves on the Board of the Randolph County Partnership for Children.

Continuing Directors are David Craven, Fidelity Bank; John Geib, Duke Energy; Jeff Gerlock, Blue Ridge Geological Services; Kennan Hill, Chief Express; Hal Johnson, Randolph County Manager; Chris Lackey, Asheboro AutoMall; Clyde Phillips, James River Equipment; Nelson Smith, IV-S Metal Stamping; and Eric Ward, Triad Heating & Cooling. The following Directors rotated off the EDC Board at the conclusion of their three-year term: Steve Eblin, Vickie Gallimore, Reynolds Lisk, Tracy Matson, Rick Powell, Bert Stone, and Carolyn Vickrey.

Additional EDC News & Announcements

On May 26 EDC president **Bonnie Renfro** served as a panelist on a State of the Workforce forum sponsored by the Asheboro/Randolph Chamber of Commerce. She joined panelists Hal Johnson, Dr. Bob Shackleford, Elbert Lassiter, and Janice Scarborough for a discussion on workforce needs, resources, and current initiatives under way to ensure that Randolph County's businesses have access to an pool of excellent candidates for current and future jobs.

In mid-June, **Bonnie Renfro and Kevin Franklin** attended the annual meeting of the NC Economic Developers Association. The conference provided great networking opportunities and professional development sessions. Governor McCrory and Attorney General Cooper each addressed the group in separate Q&A forums, offering insight into their respective perspectives on how to best approach economic growth across the state. The NCEDA is celebrating 50 years of support for the economic development profession.

At its June 21 meeting, the EDC Board promoted **Kevin Franklin** to the position of **Vice President**. Franklin has been with the EDC since January of 2013 serving as existing business and industry coordinator. He is a graduate of the NC Rural Center's Rural Economic Development Institute and the Basic Economic Development Course at the UNC School of Government. He has completed two years of the Economic Development Institute, a three year professional program. Prior to joining the EDC, Franklin served as Town Administrator for the Town of Ramseur for six years.

On June 23, **Kevin Franklin** attended a regional FutureWork Prosperity Tour session in Greensboro hosted by the NC State University Institute for Emerging Issues (IEI). The session focused on stark projections of technology-induced job losses for the state and region by the year 2020. Although job losses are inevitable – particularly in sectors such as food service and retail – speakers and panelists expressed optimism in North Carolina's ability to respond to the challenge and prepare for the changing economy. For more information visit IEI's [website](#).

On July 18 the EDC will host a **DOL Overtime Rule Information Session** to help companies prepare for the changes which take effect on December 1st of this year. Our presenter will be Emily Hinesley with CAI, a non-profit employers association which serves as a resource for HR, compliance, and people development. Hinesley will address topics including: an overview of the ruling and its impact on employers; employee communication strategies (what message and when); how to determine and minimize the true financial impact to your business; how to determine and deal with the workforce impact (benefits, disability plans, PTO, etc.); and how to evaluate the HR administrative considerations (plan documents, morale implications/change in behaviors, culture). If interested in attending, please contact Kevin Franklin at either kfranklin@rcedc.com or 336-626-2233.

EDC Partnership News

We appreciate recent Partnership renewals by the companies listed below!

Diamond (\$2,500)

J L Darr and Son, Inc.

Platinum (\$1,500)

Post Consumer Brands
Timmons Group

Silver (\$500)

Rheem Sales Company

Bronze (\$250)

Asheboro/Randolph Chamber of Commerce
BJ ConSew
PEMMCO Manufacturing
Piedmont Natural Gas
Powder Works, Inc.
Pugh Funeral Home

The Randolph County Partnership is the member organization of the EDC. Through annual dues, our members invest in economic development in Randolph County by supporting marketing, recruitment, existing business and industry services, and industrial product development. Partner members are listed on the EDC website and included in existing business & industry directories, and they benefit from services and referrals from the EDC. For member information please visit www.rcedc.com and click on the Development Team tab.

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