

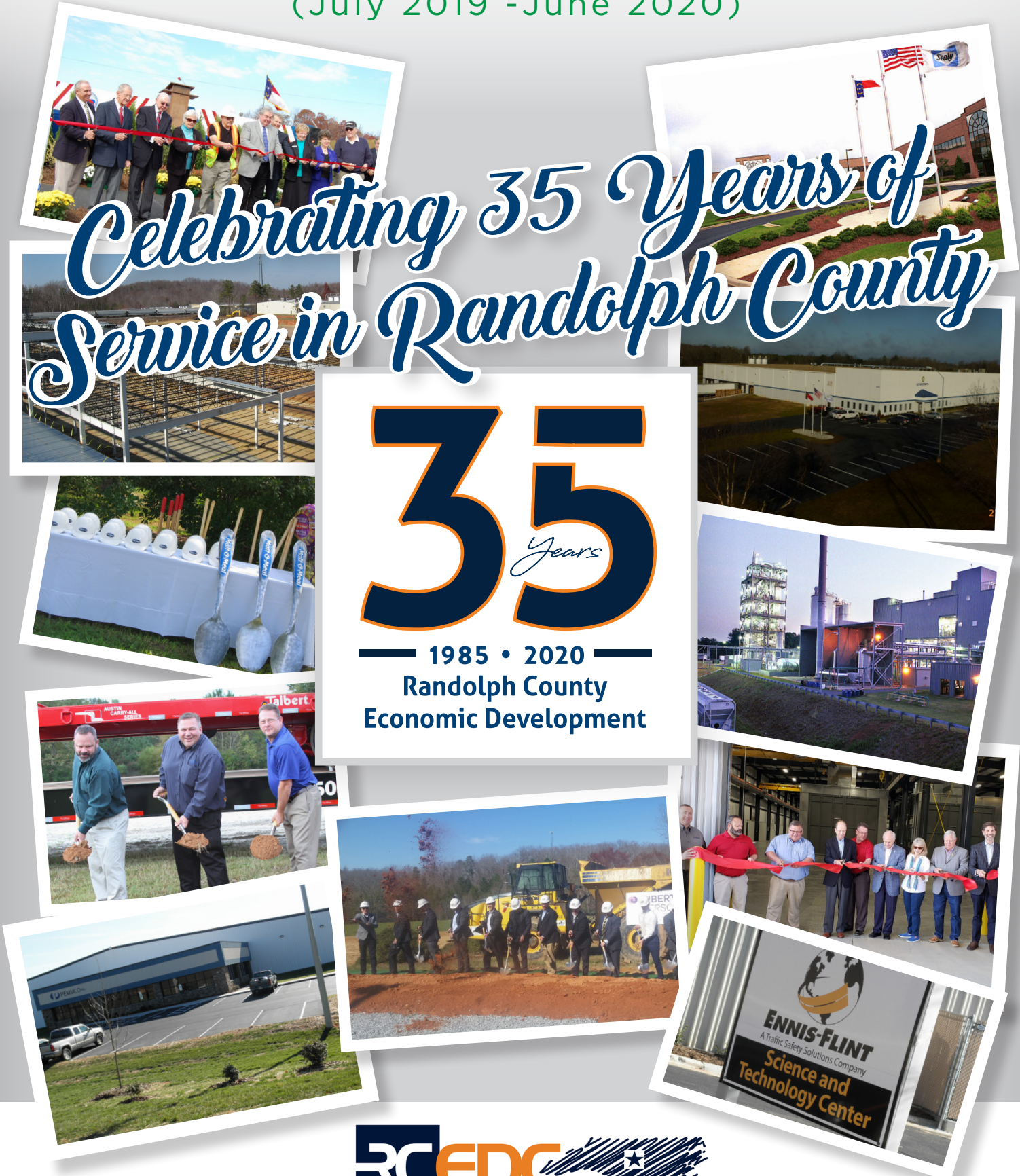
ANNUAL REPORT | FY20

(July 2019 - June 2020)

Celebrating 35 Years of Service in Randolph County

35^{Years}

— 1985 • 2020 —
**Randolph County
Economic Development**



/// Chairman's Message - Billy Hardin



It has been a pleasure to serve as the EDC Board Chairman this year, and I am grateful for the support the Board has extended to me. This year has been unique for the Randolph County EDC and the country at large. I'm sure everyone thought 2020 would be a year to remember because of the election, but not because of COVID-19. On the next page of this report, we highlight some of our local businesses that either embraced or created

opportunity in these uncertain times.

While COVID-19 continues to be a central issue, our report this year also highlights other organizational successes, activities, and updates. This year the EDC celebrates 35 years of service and success helping to facilitate creation of jobs and investment in Randolph County since 1985.

When Bonnie Renfro announced her retirement, the EDC Board, elected officials, and several civic leaders met to review the goals for the future. There were additional members added to the EDC Board as well as an updated mission to focus on business recruitment and business retention/expansion. Basically our job comes down to how we can add more jobs and additional tax base to Randolph County.

As most of you know, the majority of funding for RCEDC comes from the Randolph County Commissioners. I

am pleased to report that the Commissioners have maintained our funding for the upcoming year's budget. Our stakeholders are vital to our success; not only do they contribute their hard-earned money, they are a valuable resource. As a result, the EDC staff will have all the tools they have requested to bring economic development to Randolph County.

Randolph County has much to offer – a great labor force with manufacturing know-how, business-friendly environment, robust logistical network, educational assets, the 1,825-acre Greensboro-Randolph Megasite, and much more. Our education leaders - Dr. Robert Shackleford, Dr. Stephen Gainey, and Dr. Aaron Woody - are doing a great job of developing our workforce to fill needed positions now and in the future in Randolph County.

We could not function without the great people who volunteer their time on the EDC Board. This year I would like to personally thank two members that have brought valuable insight to our board meetings: Clyde Phillips who has served five years, and Dr. Stephen Gainey who has served four years. I would also like to thank Karen Scotton and Vicki Caudle, two mayors who will complete their year of service in their town's rotation this year.

Everyone can help RCEDC by spreading the word that Randolph County is a great place to live, work, and play. As you are talking with your friends, business contacts, vendors, or suppliers, ask them if their companies are expanding, or if they know of any one that would be interested in locating in Randolph County.

We are excited about our recent successes and look forward to strengthening our efforts in the upcoming years.

///2019-2020 IN REVIEW



82 New Jobs &
\$2,083,470
Annual New Wages



90 Site &
Building Requests



\$705,000
Grants Secured



3.3%
increase in
average private
sector wages



\$18.65 Million
New Investment



509,857 Sq. Ft.
of Buildings Leased or Sold



8 Marketing Trips

/// COVID-19 Brings Disruption, Opportunities

When we began our fiscal year last July, we could not have anticipated the disruption that COVID-19 would bring. Every business in the county has been impacted in some way—everything from closures to working from home to Zoom meetings to enhanced cleaning protocols. In March, as North Carolina inched closer to a stay at home order, inquiries for information and assistance from the EDC rose exponentially. As a trusted resource, our office provided timely, pertinent information to our partners, stakeholders, and local industry leaders. In addition to fielding incoming questions we took proactive steps including reaching out to our membership to assess needs, sharing information as it became available to us, creating a resource page on our website, and hosting a Paycheck Protection Plan compliance webinar. Our stakeholders have expressed appreciation for our efforts and timely communication. When the EDC learned that supplies of personal protective equipment (PPE) were limited at Randolph Health, we put out a call to our local manufacturers and many responded. As a result, our local hospital was able to obtain masks which are critical for the safety of hospital personnel.

Governor Cooper's stay at home order and the challenging economy impacted local manufacturers. Some temporarily closed voluntarily. Some closed until the stay at home order was lifted. Many never completely ceased operations. Despite the challenges, some Randolph County manufacturers either saw increased orders or pivoted to make PPE. We are proud of the spirit of innovation and can-do attitude in Randolph County as demonstrated in this sampling of businesses we have selected to highlight.

- **AEC Narrow Fabrics**, an Asheboro-based textile company, saw a spike in orders for elastic bands used in face masks and shields needed by medical personnel and potentially sick individuals. The effort led to a boost in production which has kept the company busy providing an essential component for PPE.
- Over the past year, **Aeolus Filter Corporation** in Archdale has completed facility renovations and added equipment which has positioned the company to better supply much-needed product for the pandemic. Aeolus is now better prepared to offer HEPA filters and face mask media, both high demand items. The company now has local processing capabilities to produce surgical and N95 media in addition to HVAC filter media for commercial, industrial, and institutional applications including hospitals and other health care facilities.
- Conover, NC-based Nufabrx developed a mask to help meet pressing demand, with Asheboro's **Bossong Medical** serving as the primary manufacturer. The washable cloth mask contains copper, giving it antimicrobial properties. In addition to bulk sales, Bossong established a drive-through sales program, allowing the general public to purchase masks.
- Under normal circumstances, Ramseur-based **Brisco Apparel** is a commercial screen printing and embroidery company. With the pandemic, Brisco's leadership acted on an opportunity to manufacture cloth face masks. Pivoting to mask production allowed the company to manufacture a high-demand product while also keeping staff employed doing essential work. "Being in a rural community, COVID did not impact our operations for many weeks after major metropolitan areas, but is unfortunately now impacting our operations,"

stated Scott Gartner, Brisco Apparel's president and CEO. "However, our core group of dedicated employees are keeping our essential work flow moving ahead. As retail demand picks up, unlike many other apparel companies who have closed their doors permanently, Brisco will be ready to step up and fill all customer orders!"

- With the spread of COVID-19, Archdale's **Brookline Furniture**, along with sister companies American Leather and Lee Industries, shifted their production from furniture to making masks and gowns for FEMA and local hospitals. The American Leather family of companies produced over 350,000 masks and over 40,000 gowns in an effort to help front line healthcare workers.
- **Elastic Therapy, Inc.**, an Asheboro manufacturer of compression hosiery, remained in operation as an essential business while North Carolina's stay at home order was in place. However, company officials also wanted to help meet immediate demand for PPE. Over the course of a few short weeks the company developed and began manufacturing a mask, dedicating existing equipment to a new use. ETI expects masks to become a permanent part of the company's product offerings.
- **Keepsake Quilting** is an Archdale-based supplier of quilt fabrics, kits, patterns, and all things related to quilting. As demand for cloth masks began to rise exponentially, company leadership recognized an opportunity to give back. Keepsake began including a free mask kit with each order, encouraging customers to sew and donate masks to those in need. Staff at Keepsake Quilting also dropped off completed masks to essential personnel at local hospitals, nursing homes, childcare centers, and other essential businesses.
- Asheboro-based **Klaussner Home Furnishings**, one of Randolph County's largest employers, dedicated a portion of its production space to making face masks due to nationwide demand. Klaussner has also been able to supply increased demand for foam needed by hospital bedding suppliers.
- **Trotters Sewing Company** in Asheboro has experienced a spike in demand for masks, gowns, and other PPE. Since the company is a contract cut and sew operation, Trotters was well positioned to help. For Trotters, however, this is more than just a business opportunity, it's about meeting a need. "We are working with the Carolina Textile District and the Manufacturing Solutions Center to work with other manufacturers like us to pull resources together to help," stated Lori Trotter. Trotters Sewing has added jobs and equipment in an effort to meet demand, and is looking to add more of each. Trotter continued, "We are proud of our entire staff who pulled together quickly to make the changeover to PPE, and we hope this shows just how important a domestic supply chain is to local communities."

Economic development is about making a positive difference in a community. At the Randolph County EDC we strive to make a difference by supporting our existing industry base when times are good, and especially when times are tough. We're proud to serve as a resource for the companies highlighted here and many others across the community.

/// 35 YEARS OF OUR SUCCESS

1985-1990

The EDC is founded in 1985 and in the five-year span sees \$114,500,000 in new investment and 765 new jobs.



1991-1995

• \$268,800,000 new investment and 1,246 new jobs

- 1991 - *The Timken Company* breaks ground on \$100,000,000 investment.
- 1994 - *DARRAN Furniture* invests \$17 million creating 60 jobs.
- 1994 - *Tolaram Polymers*, now *Starpet*, invests \$42 million creating 60 jobs.



2011-2015

• \$200,195,000 investment and 1,989 new jobs

- 2011 - *Paul Brayton Designs* locates a new furniture division in Archdale. The company creates 100 jobs.
- 2011 - *Technimark* announces another expansion with 30 new jobs and \$20,000,000 investment.
- 2011 - *MOM Brands* constructs 200,000 square foot production expansion plus 80,000 square foot warehouse.
- 2011 - *PEMMCO Manufacturing* celebrates its new 50,000 square foot precision machining operation.

- 2015 - *Ennis-Flint* locates a research and development and manufacturing facility in Trinity to produce specialized paints used in traffic solutions.
- 2015 - *Greensboro Randolph Megasite* obtains 1,400 acres under control.
- 2015 - *J.P. Thomas & Co.* purchases the former Goodyear Wire plant.



2006-2010

• \$416,010,000 investment and 2,134 new jobs

- 2006 - *Malt-O-Meal* selects Asheboro for its new east coast cereal operation.
- 2006 - *Dart Container* adds 366,000 sq. feet to its Randleman facility.
- 2007 - *Malt-O-Meal* celebrates groundbreaking Ceremony on June 26, 2007.

2016-2020

• \$252,316,831 investment and 1,031 new jobs

- 2016 - *Apprenticeship Randolph* launches with industry support and guidance of local school systems and Randolph Community College.



The Heart of North Carolina's Economic Future

1996-2000

- **\$413,150,000 in new investment and 3,134 new jobs**
- **1997 - Eveready Battery, now Energizer Battery**, invests \$17,000,000 and creates 100 jobs.
- **1998 - Sealy, now Temper Sealy**, moves their headquarters and manufacturing to Archdale for a \$20,000,000 investment and 350 jobs.
- **1998 - Nycoil, now Parker**, breaks ground in Randleman creating 45 new jobs and investing \$4,500,000.

- **1999 - Dart Container**, invests \$15,000,000 in an expansion and creates 40 new jobs.
- **2000 - Energizer** creates 153 new jobs and does a \$56,800,000 expansion.

2001-2005

- **\$347,339,800 investment and 2,816 new jobs**
- **2004 - Technimark** invests in a \$36,500,000 expansion creating 73 new jobs.
- **2005 - StarPet** invests \$44,000,000 and creates 40 new jobs.

- **2008 - Kennametal** expands its Asheboro operation and adds 70 new jobs.

- **2010 - Americhem Inc.** announces a new manufacturing campus at the Liberty Business Park. The Ohio based Americhem produces customized color and performance additives for the world's top polymer processors.

2019 - City of Archdale is awarded \$135,000 Building Reuse Grant from NC Commerce to assist **Aeolus Filter Corporation** with building renovations to accommodate additional capacity. Also, a building reuse grant of \$65,000 is awarded to **CovenantMade Custom Cabinet Co.** for the company to renovate its current facility to grow its finishing, assembly, and shipping/receiving departments.

2019 - **Liberty Trailers** celebrates a ribbon cutting on their 50,000 square foot expansion.

2019 - City of Archdale secures a \$125,000 Building Reuse Grant for **Hubbell Industrial Controls**. The company adds four new engineering jobs and ten additional operators.

2019 - **Founder's Hemp** receives \$150,000 in funding thanks to a Building Reuse Grant awarded to City of Asheboro to assist with a renovation project.

2019 - 11.5 acres of the EDC's West Randleman Business Park is acquired to facilitate an expansion by Rheem.

2020 - Randolph County is awarded a \$230,000 Building Reuse Grant from NC Commerce to assist with an expansion at Thomasville-based **Lawrence Industries**. The expansion is needed to meet increasing customer demand for the company's injection molded window hardware.

2020 - **Custom Extrusion** in Asheboro is well underway with a 90,000 square foot expansion and a \$3.25 million investment.

- **2016 - Hafele America** hosts a groundbreaking ceremony for the expansion of its headquarters building.

- **2017** - The GRMS expands to 1,825 acres.

- **2017 - Fibertex Personal Care** selects Asheboro for its first U.S. production facility investing \$114,000,000 and committing 145 new jobs.

- **2017 - DS Smith** breaks ground for a 50,000 square foot expansion.

*A full list of corporate investment and job creation is available at:
www.rcedc.com/content/rcedc/uploads/1985-2020_new_and_expanding_report.pdf

/// EDC News & Announcements

EDC Announces Staff Changes

The EDC announced the promotion of **Kevin Franklin** to the position of president at the June 18, 2019 Annual Meeting. He will manage day-to-day operations and will remain dedicated to the wellbeing and growth of the county's existing industry base. In October 2019, the Randolph County EDC hired Crystal Gettys to fill the newly-created position of Business Recruitment Director. She will coordinate efforts to attract new industrial development in Randolph County and manage product development initiatives. Gettys has spent nearly a dozen years honing her skill as an economic development practitioner, and she brings a wealth of experience to Randolph County.



Strategic Marketing Initiative Kicks Off

Other changes at the EDC are a fresh new look of our logo and new tag line *"Expanding Opportunities in the Heart of North Carolina."*

The EDC has contracted with a marketing firm to develop marketing collateral and help us more effectively tell our Randolph County story.

The EDC now hosts an updated sites and buildings database on our website. A partnership with the Economic Development Partnership of NC powered by GIS Planning, the updated system offers enhanced information and search tools. The tool offers much more analysis including city and county profiles, demographic information, labor force data, and much more.



On May 19, 2020, Tesla receives a striking message from the Greensboro-Randolph Megasite team in the way of an airplane flyover pulling a banner saying "Tesla, come to NC. We want you @GRMEGASITE."

Randolph Industrial Council Becomes EDC's Newest Program

In November the EDC hosted an inaugural meeting of the Randolph Industrial Council with 40 representatives attending from 22 different industries from across the county. Inspired by internal EDC conversations and spurred by a specific industry request, the Randolph Industrial Council is an effort to bring together diverse manufacturers from all corners of the county to get acquainted, share ideas, learn from one another, and seek opportunities to do business from each other. The RIC will meet on a quarterly basis.

/// Randolph County Partnership Stakeholders 2019-2020

Diamond

Duke Energy
J L Darr & Son, Inc.
North Carolina Railroad Company
Technimark

Platinum

Ace/Avant Concrete Construction Co. Inc.
Fibertex Personal Care Corporation
J. P. Thomas & Co., Inc.
Post Consumer Brands
Randolph Electric Membership
StarPet/Indorama Ventures

Gold

Crumley Commercial
First Bank
Samet Corporation
Schwarz Properties
Timmons Group
Waste Management

Silver

BB&T
Chandler Concrete Corporation
ECS Southeast, LLP
Fidelity Bank
Fourth Elm Construction
Hubbell Industrial Controls
J H Batten, Inc.
Klaussner Home Furnishings
Landmark Builders
Liberty Trailers
MAS Acme
Metals USA
Oliver Rubber Company, LLC
Pinnacle Financial Partners
Randolph Community College
Randolph Communications
RE/MAX Central Realty
Rheem Sales Company
RubberMill, Inc.
S&ME, Inc.
Supertex/Liberty Industries
The Courier-Tribune

The Timken Company
Triad Design Group
Uwharrie Builders
Weaver Cooke/Kirkland

Bronze

Advisors Financial Center, LLP
Allen Tate Relocation
ARC-Markham Metals, Inc.
Asheboro City Schools
Asheboro/Randolph Chamber
of Commerce
AVS Catering, Inc.
Bank OZK
Beck and Associates
Braxton Culler, Inc.
Brookline Furniture
Brubaker & Associates, Inc.
Burge Flower Shop
Commonwealth Hosiery Mills, Inc.
Costa Sanders
Covanta Environmental Solutions
Datamark Graphics
Davis-Martin-Powell & Associates, Inc.
Deep River Fabricators, Inc.
Draper Aden Associates
DS Smith
Elastic Therapy, Inc./DJO Global
Elite Displays & Design Inc.
Engineered Steel Products, LLC
Express Employment Professionals
Euliss Propane Company
Fairfield Inn & Suites
First Horizons Bank
First National Bank
Four Saints Brewing Company
Four Seasons Furniture
Gavin & Cox
Hampton Inn- Asheboro
James River Equipment
Line Drive Graphics
Manhattan American Terrazzo Strip Co.
McKenzie Properties & Investments
NC Zoological Society

North Carolina Zoo
North State
Pallet Express Inc.
PEMMCO Manufacturing
Piedmont Natural Gas Company
Piedmont Staffing Solutions
Powder Works, Inc.
PrintLogic, LLC
Pugh Funeral Home
Ralph's Frame Shop
Randolph County School System
Randolph Health
Randolph Land Development
Randolph Packing Co., Inc.
Ready Telecom/Community Web
Ridge Funeral Home &
Cremation Service, LLC
Sam's Marine International
Sapona Manufacturing Company
Sapona Plastics, LLC
Shelco, Inc.
Smith & Allen, LLC
Stimmel Associates, PA
Summey Engineering Associates, PLLC
The Wooten Company
Tower Components, Inc.
Triad Heating & Cooling Inc.
Trinity Furniture, Inc.
Trotters Sewing Company
UltraCraft
United Brass Works
UNITS Moving & Portable Storage
Village Printing
Wayne Industries, Inc.
Wayne Thomas Chevrolet-Cadillac
Wells Fargo Bank

/// EDC Board of Directors – 2019-2020

Billy Hardin, Chairman
UNITS Moving and Portable
Storage

David Craven Jr., Vice Chairman
Fidelity Bank

Todd Schwarz, Secretary/Treasurer
Schwarz Properties

Darrell Frye, Member at Large
Chairman, Randolph County
Commissioners

Clyde Phillips, Past Chairman
James River Equipment

Vicki Caudle
Mayor, Town of Ramseur

Bob Crumley
Crumley Commercial

Scott Darr
JL Darr & Son, Inc.

Dr. Stephen Gainey
Randolph County School System

Shelley Greene
Randolph Community College

Megan Guinee
The Timken Company

Bucky Jernigan
Mayor, City of Randleman

Hal Johnson
County of Randolph

Kay Lail
Sapona Plastics, LLC

Lynn Newkirk
Pallet Express

Karen Scotton
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David Smith
Mayor, City of Asheboro

Fred Smith
Randolph Electric
Membership Corp.

Bert Lance-Stone
Mayor, City of Archdale

Filmore York
Mayor, Town of Liberty

Local Government Partners

Randolph County	Ramseur
Archdale	Randleman
Asheboro	Seagrove
Franklinville	Staley
Liberty	Trinity

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