

Business. Life. Location.

Investor Meeting Q3 2022 May 24, 2022

Bob Palmes

VP Business Development G.L. Wilson Building Co.

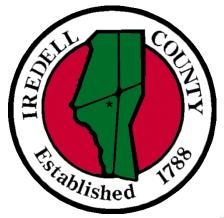
2021-2022 Iredell EDC Chairman





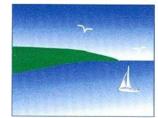
VISIONARY INVESTORS











SOUTH
IREDELL
COMMUNITY
DEVELOPMENT
CORPORATION



WELLS FARGO

LEADERSHIP INVESTORS

























Business. Life. Location.

Investor Meeting Q3 2022 May 24, 2022

6 Key Pillars

Existing Industry
New Business Development
Product Development
Workforce & Talent
Marketing & Communications
Collaboration & Community



Business. Life. Location.





187 PROJECT INQUIRES



69 ACTIVE PROJECTS



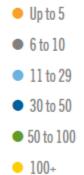
2,993
POTENTIAL
JOBS

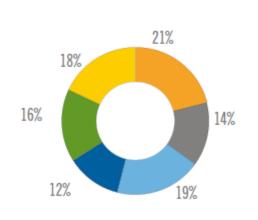


\$4.2 B
POTENTIAL
NVESTMENT



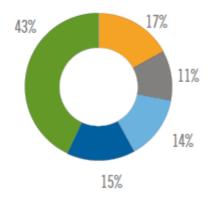
ACREAGE



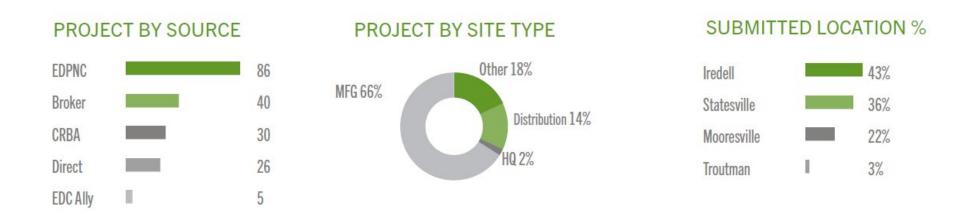


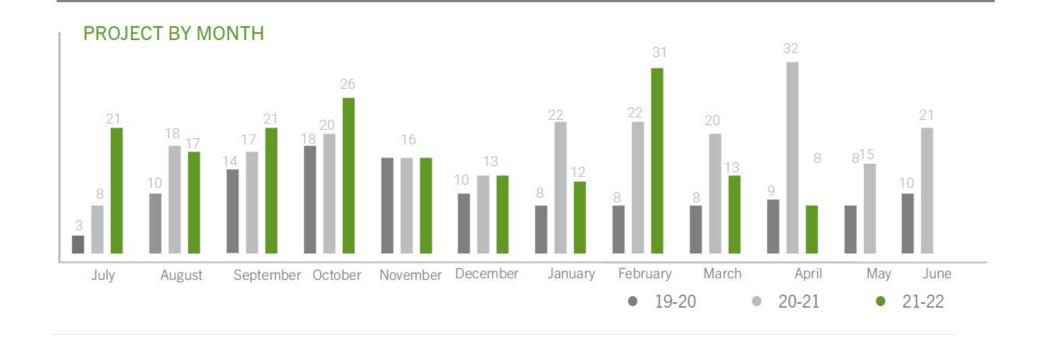
BUILDING SF





Business Development—Project Activity







New & Expanding Announcements



- Battle Copacking
- BestCo
- C.R. Onsrud
- Jeld-Wen, Inc.
- Keselowski Advanced Manufacturing
- Liburdi
- Origin Food Group
- Sherwin-Williams



17 Projects



1,189New Jobs



\$574 M
Investment



3 MSquare Feet Occupied

Product Development

- Public & Private Sector Partners
- Development & Market Shovel-Ready Sites
- Speculative Building Development





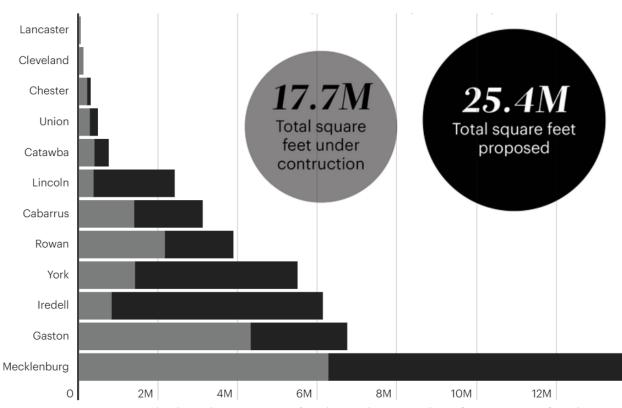




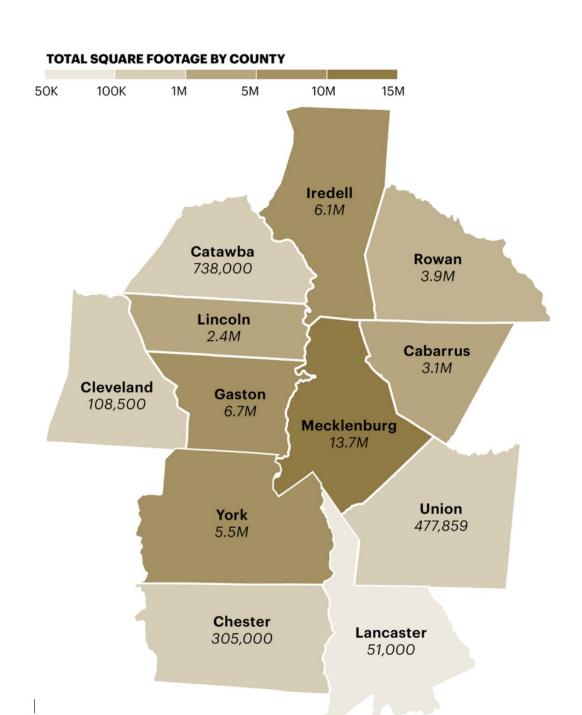
Charlotte Region Development

BREAKDOWN BY COUNTY

■ Under construction ■ Proposed



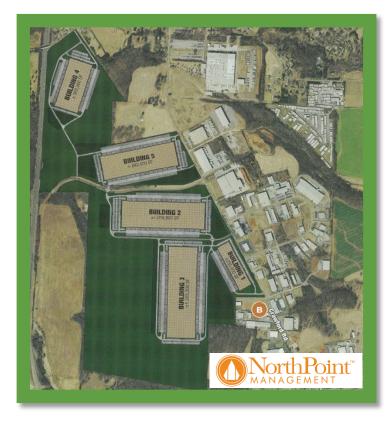
Source: Chuck McShane, Director of Market Analytics, Carolinas, for CoStar; As of April 29, 2022



Product Development

NC Park 40 | 77

- Northeast Quadrant I40 / I77
- Industrial Development
- 5 Buildings, totaling 3.2 M sf
- Northpoint Development, Kansas City, MO



Statesville Logistics Center

- Northwest Gateway, Exit 54, Hwy 77 / 21
- Industrial Development
- 1 Building 1.4 M sf
- TPA Group, Atlanta, GA



Lot 1B MBPE

- Mooresville Business Park East
- Industrial Development
- 1 Building, 111K 180K sf
- G.L. Wilson Building Company, Statesville.



Product Development

North Charlotte Commerce

- Deerfield Business Park, Mooresville
- Industrial Development
- 700,000 sf
- Strategic Real Estate Partners, Atlanta, GA





77 North Logistics Center

- Highway 21 at Exit 42, Troutman 159 acres
- Industrial Development
- 2 Buildings, totaling 1.7 Million sf
- \$150 Million Investment
- TPA Group, Atlanta, GA

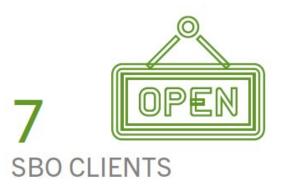
Existing Industry & Retention

- Industry Leaders Councils
- ReVamp
- Referrals









Workforce & Talent

- Iredell Industry & Education Alliance
- Teachers in Industry
- Training & Upskilling the Workforce



Edge Factor



- Career awareness digital e-learning platform
- 10K students (21-22 School-year)
- 24 participating companies in Iredell Hubb
- Connecting students, parents and companies



Community College Day— Weinig Holz-Her

- Innovative industry training and showroom
- Automation in the wood working industry
- Hosted 15+ community college students
- Local industry engage future talent

Marketing & Communications



View this email in your browser



Living Income Standard 2022: Iredell County

Provided by NC Budget and Tax Center on May 11, 2022 — If you have ever wondered how Iredell County compares to other North Carolina counties in terms of living income and household expenses, we have insight to share from a recent study conducted by the North Carolina Budget and Tax Center. The North Carolina [...]

Read article in browser »

EnergyUnited names executive as CEO of cooperative

Provided by Lake Norman Media Group on April 28, 2022 — Thomas Golden has been named the next CEO of EnergyUnited. The announcement was made Thursday by the energy cooperative's board chairman and president Dr. Max Walser, following the conclusion of a nationwide search. "Over the course of his illustrious career in the energy industry, [...]

Read article in browser »

Charlotte Ranks 4th: These are the cities everyone wants to move to right now, according to a top relocating company

Provided by Yahoo Finance, Tristan Bove, on May 2, 2022 — Two years into the pandemic, people continue to hunt for greener pastures in more affordable towns better suited to a pandemic-era lifestyle than big coastal cities. The pandemic scrambled the calculus for most home hunters as to what they should prioritize when buying or renting a [...]

Read article in browser »

City of Statesville Receives "Advancing Technology Award"

Provided by Iredell EDC on May 16, 2022 — The North Carolina League of Municipalities Local Leadership Foundation (NCLM) recognized the City of Statesville's Advanced Metering Infrastructure (AMI) initiative during its annual conference this April held in Wilmington, NC. The City of Statesville was represented at the award ceremony by council members Fred Foster, Amy [...] Road artirle in hrowser »



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20%
Increased
Newsletter
Subscribers



20,000+
Users
Iredelledc.com



Collaboration & Community





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brand in Angust 202...
"The Pearl innocation disc ica will be construin an a ea of Ch rlot e formerly known as at oklyn ...hich, for years, was 'a lity within a city' where thriving Afric n American beginnerse. faith communities and familier lived, 1.0 ked a..d played," Atriu... -ay-. "Brooklyn was also ne-tled nea, Good Samariran Hosaital (Good Sa. "I'n Charlores Third Ward n African American hospital with roots to Acrium Health that was comprised of hundred; of doc ors, nurses and healtr care workers ...ho took _reac price in caring for their community. In the 15 508 a...(160- urban .enewal overtook this area and approximately 1 GCG families we e displaced andre tha., 2-0 busine se and 12 churcines were dest.oyed.

"wany mi, ht say this area of town a...d it, rich histo y have been la "ely ove.l.oked, said_angene A. Woods, p.e.iden and CE of Arriu Health.

Over the next 15 years the mixed-use innovation district called The Fearl is projected to create more than 5,500 onsite jobs and more than 11 500 jobs in the Charlotte region

Has grown to more than 700 globally since moving.

We nave been bles ed nin so nany taient employees over the years," aid Nucreusas Founde Dr. Robert Hender on. A. we con' n' e 'o er.w. ... con' n e to find great people and we know that ...e couldn's have come to a be ter location

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A viaci mi.or Partn_rship

In Chano, e groper mult ple survier ace making overlapping investments in the new Med S hool Innovation District recently renamed Wake Forest Bassiss is lo ating new Wake Forest School of medicine a past Westord Science and Technolo y, develope. If innovation districts "out we're here now to begin a ne., chapte, to chirtory and hono, this special place is we empowe the neighborhoods around it, wai 'h are shaped by di.erse people and perspectives, coied in inclusivity and belonging, and illed with endless potential.

That so. c. of 'trategy is in keeping with Cha lotte Mayo. Vi Lyte.' Racial equity .niviati.e, as mo.e than \$200 million in problic and 2. ivate funds it being raised to address four focus areas, the digital di:ide (broadband and internet access): de :eloping cor.idors of opportunity growing employer c. mic...ent to rac al e., i.y; and directing some \$85 m Ilion to... rd J...nson C. S...ic. University.

"both the City of tha lotte and Mecklenburg Conty have appro.ed significant public invert entitat will be implified by an additional \$1.5 billion in private in.es....ents," said Thoma: Osha, executive vice president for Wexto d S ie.ce Technology and board chrir of the Clobal ticute on Innovation Discrett "all with the hared goal of creating an innovation ecosystem tha, is prounded in .esearch and academics, ...ill include corpo.ate innovator., incubate new idea a rorr the country (including Winston S. lem 2 will and businesses, attractiven use funding and so le develop The Pearl Loa. Attrium and Wake Five 3. prowto by increase, particularly ministry—and

attributes are ampufied for necovation, community

When I into viewed Ocha in 102 he old me he Ons for I asked him what he mons i r ab ut 35 disterent dynamic 'when so uting c ...munitie for p tentia inno ation distric s from pisera inidi demographics and ross regi nat rodu t to Tki pil'ty, was e-picity and arosies such as tressence or c fee shows He ais a id the afford to aty crist

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IREDELL

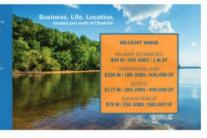
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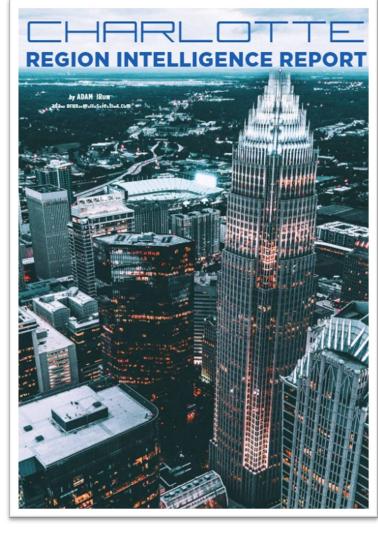
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Atriu... and iRCAD levder rare or rain, crea e a public private partnership t heip underwrite the training center, start up his s. Pinancia, and te hnolo. "c mr" trues as have a ready peers o wred ir is a metuading if, science technology firms, they said with the p tential for the HO t opusa. IRCAD will at o hap bring to other educators,

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Site Selection magazine May Issue



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Iredell Ready



Iredell Workforce Partners

- Centralina Workforce Development Board
- Greater Statesville Chamber of Commerce
- Iredell County EDC
- Iredell-Statesville Schools
- Mooresville-Graded School District
- Mitchell Community College



Vision

Attract, train, and retain an educated and skilled workforce that advances Iredell County's economic prosperity.



Mission

To cultivate career exploration, promote lifelong learning opportunities, and close the skills gap for Iredell County employers.





Strategic Priorities

- Preparing the Pipeline
- Strengthening Industry & EducationPartnerships
- Aligning Curriculum to Industry
- Creating Relevant Learning
- Upskilling & Reskilling the Workforce



Year 1 Priorities

- System Development
- Access to real time information
- Leverage board members, industry and workforce partners



Iredell Ready Survey

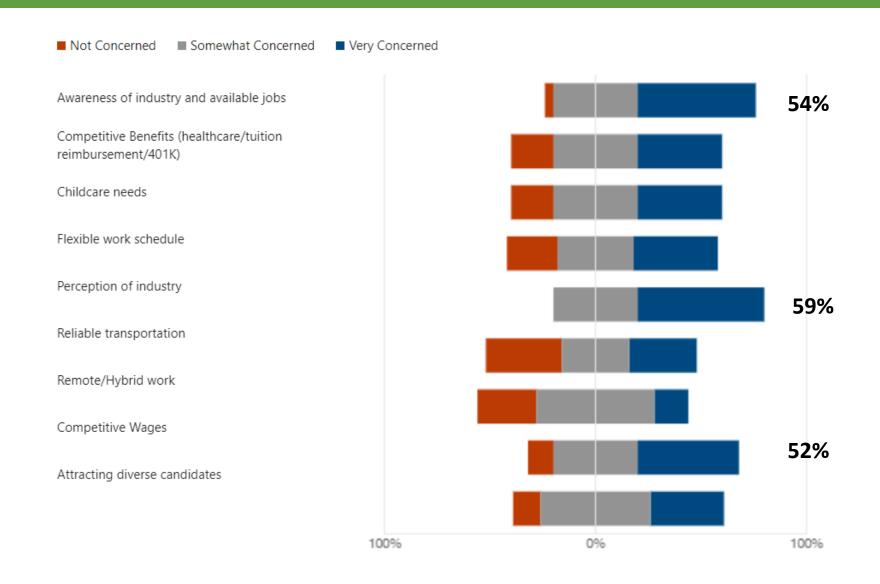




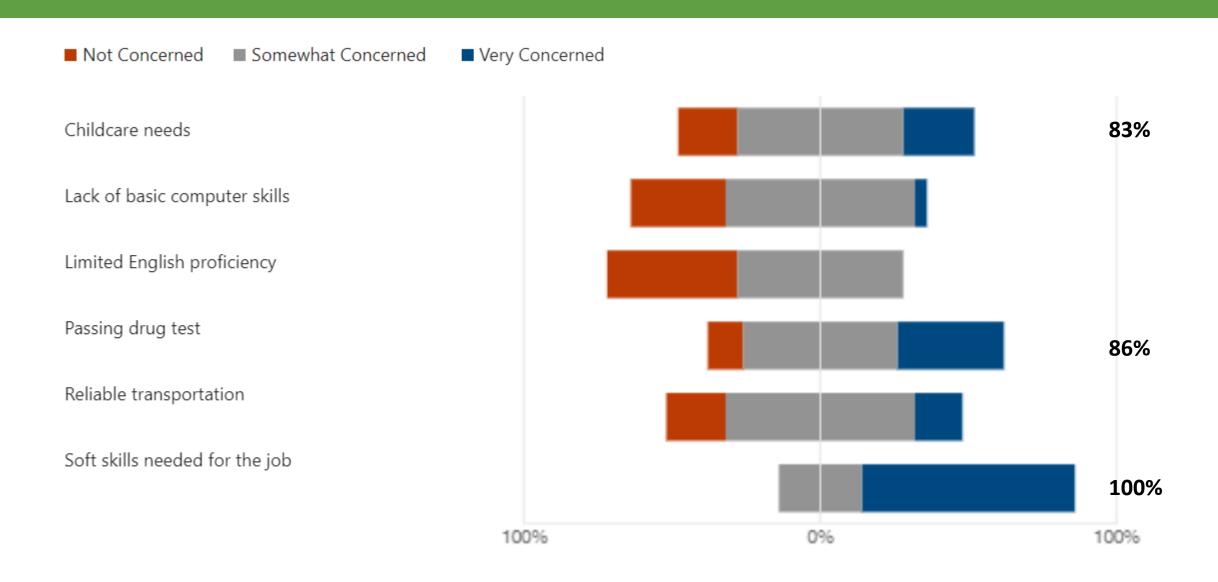
"The Talent"



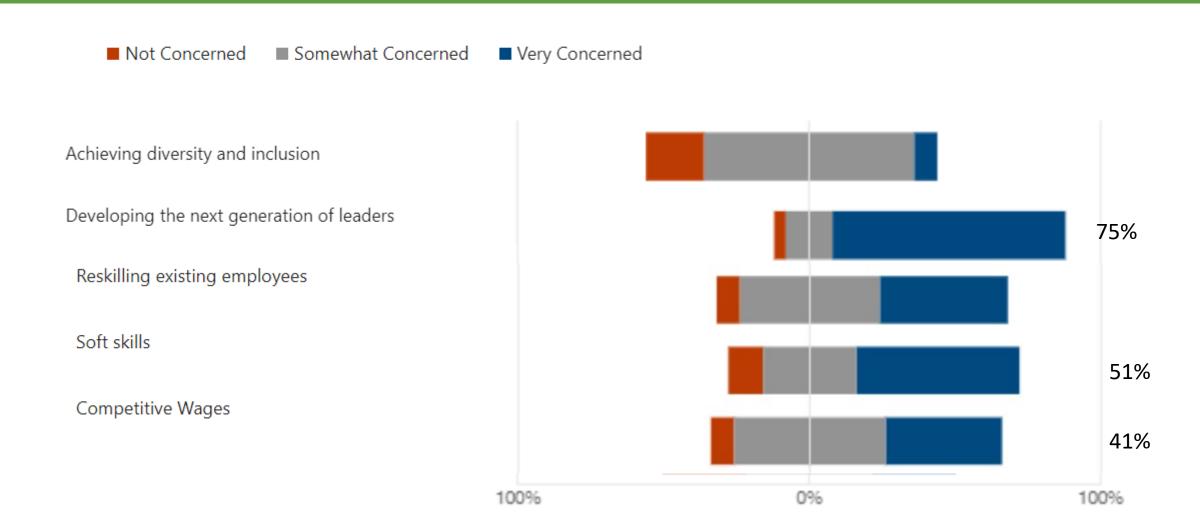
Which of the following are concerns for recruiting talent to Iredell?



What are the concerns you have with hiring candidates in Iredell?

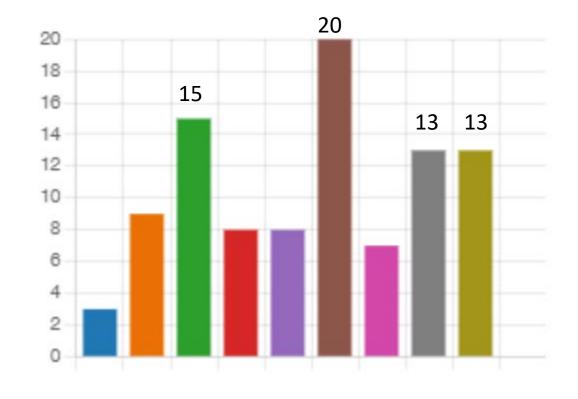


Which of the following are concerns about your existing workforce?



Which qualities are the most difficult to find in your existing workforce?

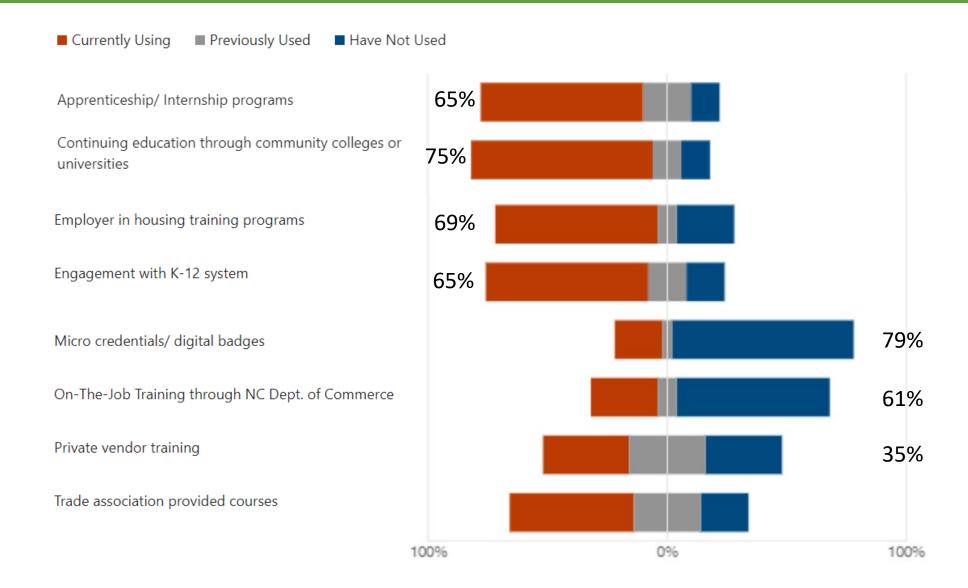
	Adaptable to change	3
•	Communication	9
•	Critical thinking	15
•	Leadership	8
	Professionalism	8
•	Responsibility and self-discipline	20
•	Responsibility and self-discipline Teamwork	20 7
•		
•	Teamwork	7



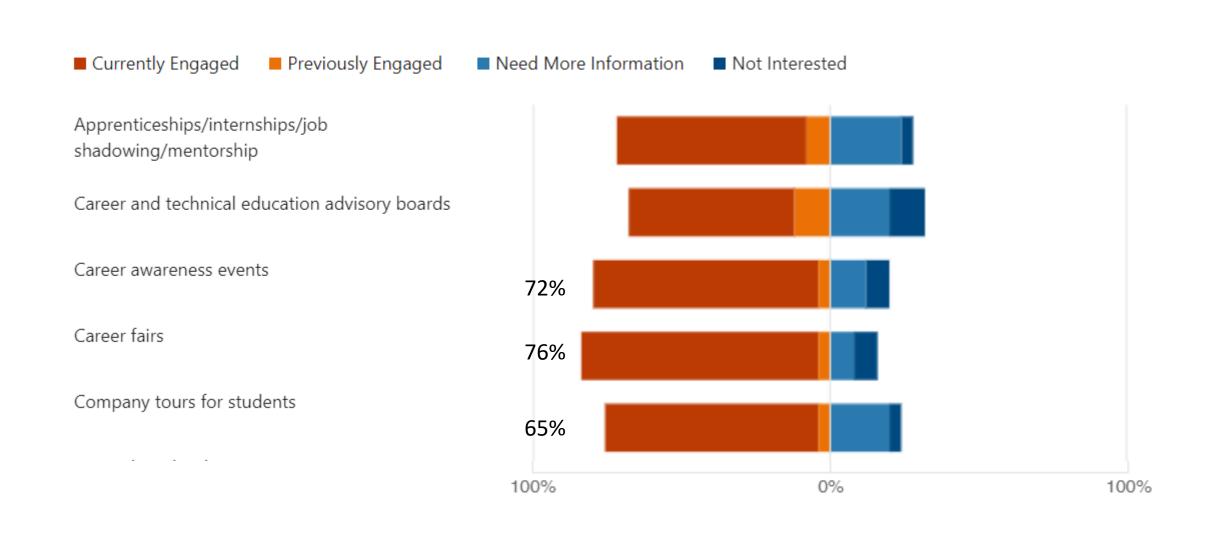


Pipeline Development

Which tools are you using to develop your workforce pipeline?

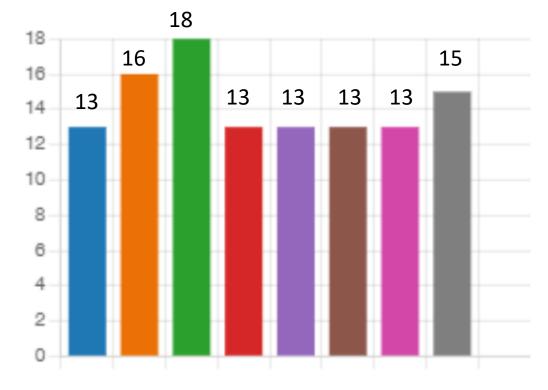


Which workforce programs have you engaged with in Iredell County?



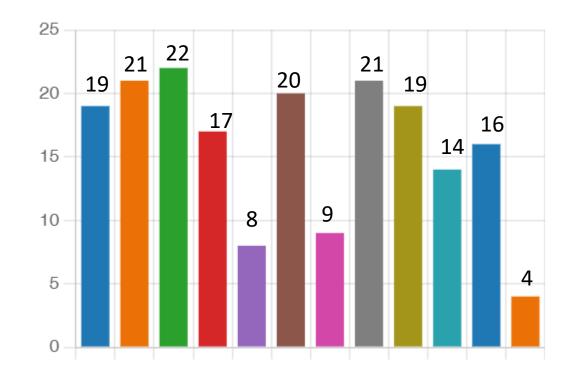
Please <u>select all that apply</u> for the greatest challenges for partnership between workforce partners and industry.

- Information about industry to workforce partners
- Accessing the right point of contact in industry
- Awareness of training opportunities for job seekers
- Competition for talent between local businesses
- Right point of contact at the workforce partner
- Navigating resources through workforce partners
- Opportunities to connect with workforce partners
- Understanding the workforce needs of industry
- Other



Select the <u>opportunities</u> you think are important to expose students through the K-14 system to your company.

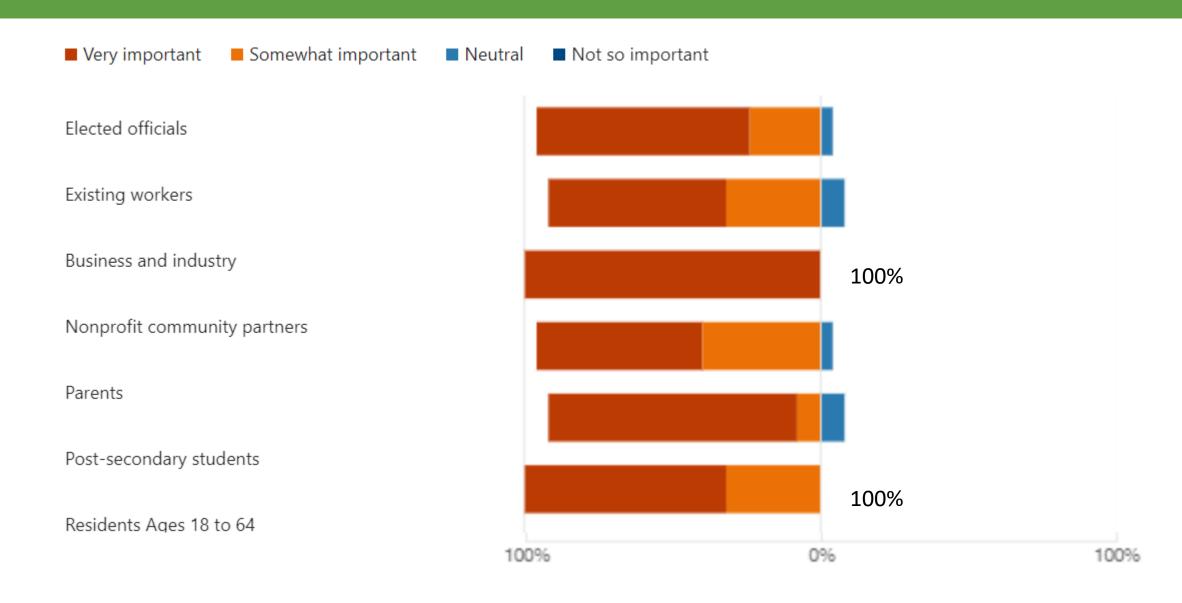
- Virtual interview & tours
- Apprenticeship/internships/job shadowing
- Career awareness events
- Career fairs
- Classroom projects
- Classroom visits
- Consistent presence and involvement on campus
- Company tours
- Curriculum and course alignment
- Mock interviews
- Showcasing industry through digital media
- Other



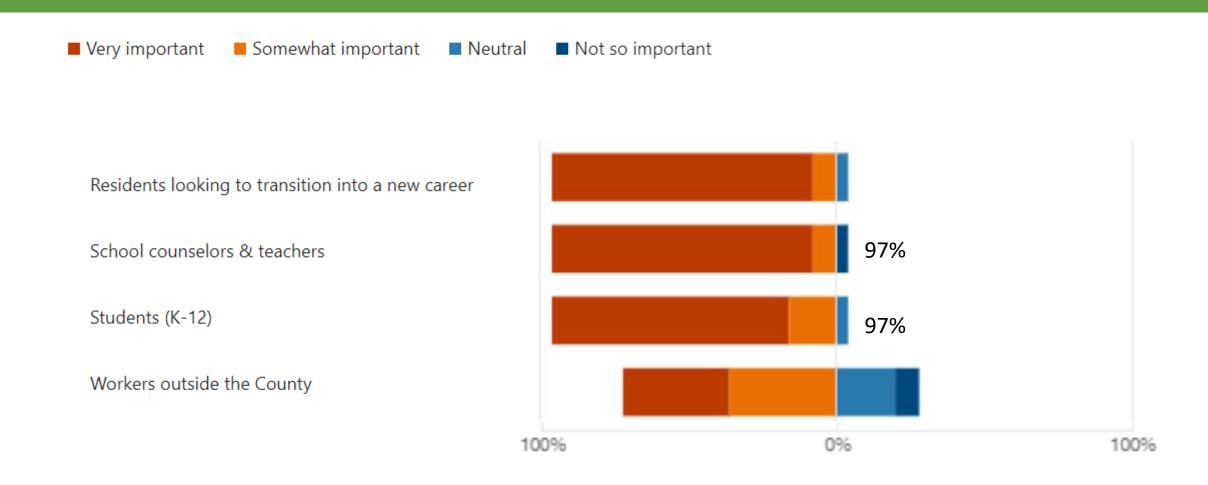


The Audience

Scale the level of importance of these primary audiences for Iredell Ready.

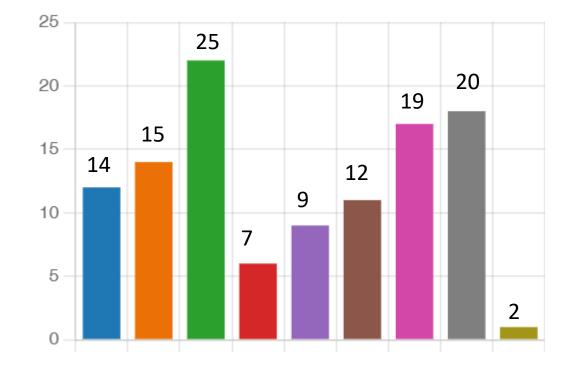


Scale the level of importance of these primary audiences for Iredell Ready.



What are industry's greatest challenges to reach students and parents?

- Access to information about local careers for students
- Awareness of tools/opportunities for industry to reach students & parents
- Awareness of career pathways for students
- Ltd offerings of pathways for students to my sector
- Difficult navigating w/ too many points of entry
- Ltd. opportunities to engage with students and parents
- Positioning company as a choice employer for graduates
- Right approach to connect with students and parents
- Other





Strategic Priorities

- Preparing the Pipeline
- Strengthening Industry & Education
- Aligning Curriculum
- Creating Relevant Learning
- Upskilling & Reskilling the Workforce

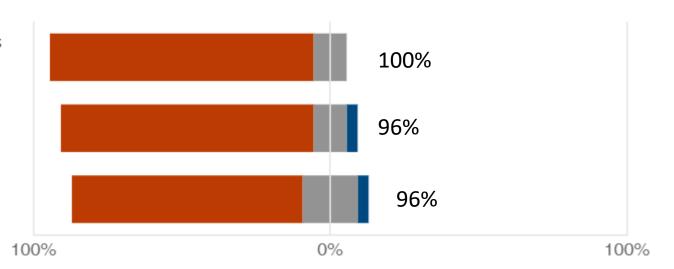
"Preparing the Pipeline" please share your opinion of these priorities.



Developing a trained pool of applicants for employers for the current and future workforce needs

Aligning curriculum to key industry sectors that have been identified through the Centralina Regional...

Promoting career pathways through exploration and inspirational opportunities



"Strengthening Industry & Education Partnerships" share your opinion of these priorities.

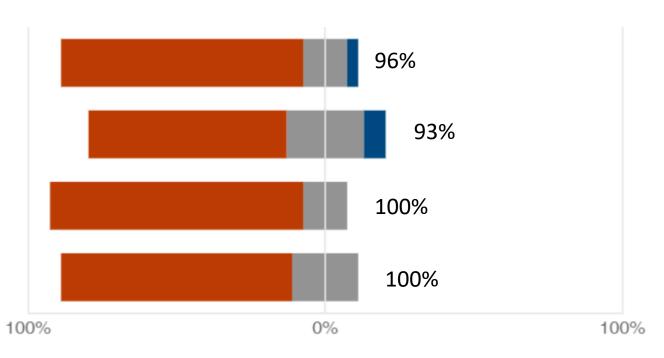


Creating opportunities for students, teachers, parents, and counselors to connect inside and outside of the...

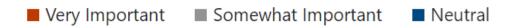
Cultivating participation between the public, private, and academic communities through board...

Identifying opportunities for collaboration on events and program development

Identifying opportunities with industry and nonprofit communities to close the gaps to support residents t...



"Aligning Curriculum to Industry Needs" please share your opinion of these priorities.

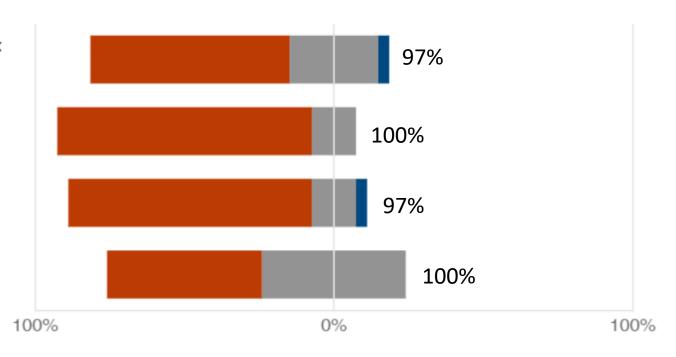


Aligning curriculum across the pipeline focused on six key industry sectors

Responding to real-time job market needs and ensuring sustainable employment

Developing certificate, degree, and credential programs beneficial local industry

Aligning local goals and metrics to meet state and national goals



"Creating Relevant Learning Opportunities" please share your opinion of these priorities.

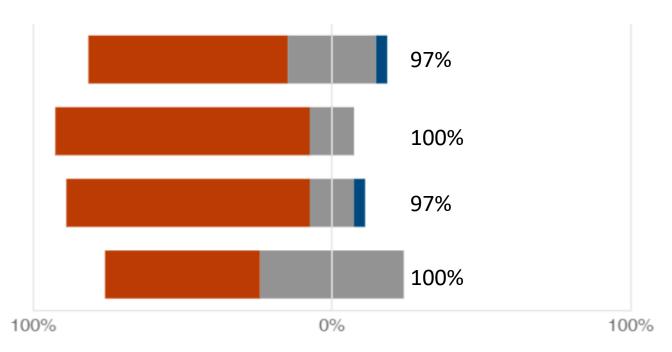


Aligning curriculum across the pipeline focused on six key industry sectors

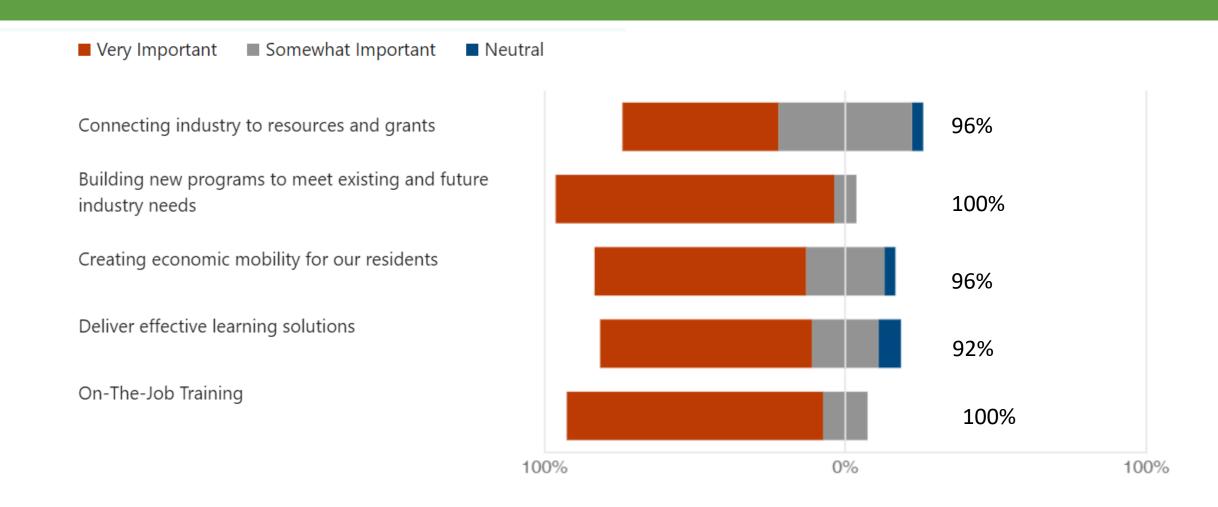
Responding to real-time job market needs and ensuring sustainable employment

Developing certificate, degree, and credential programs beneficial local industry

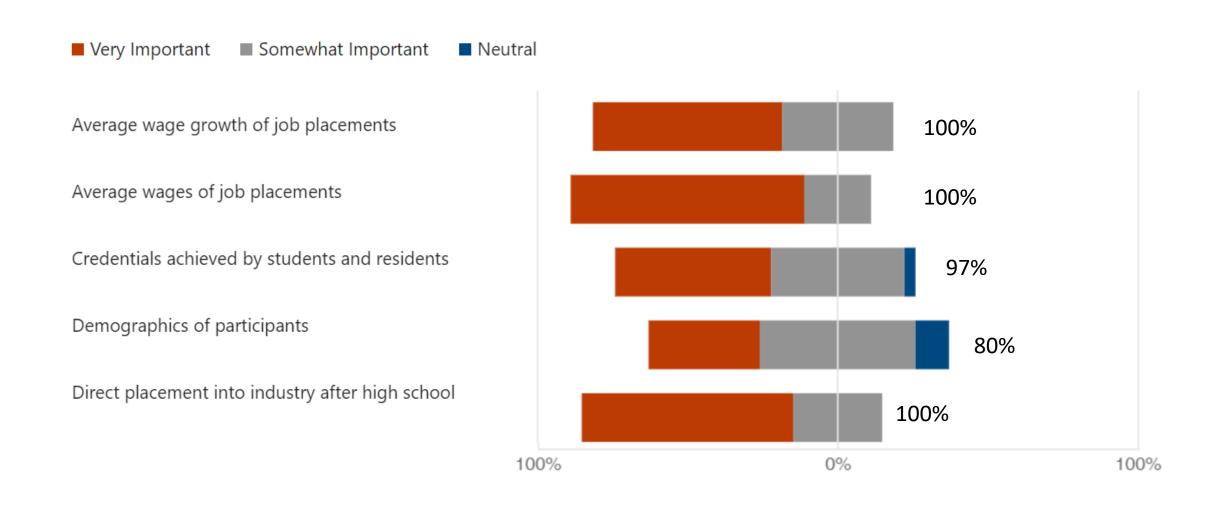
Aligning local goals and metrics to meet state and national goals



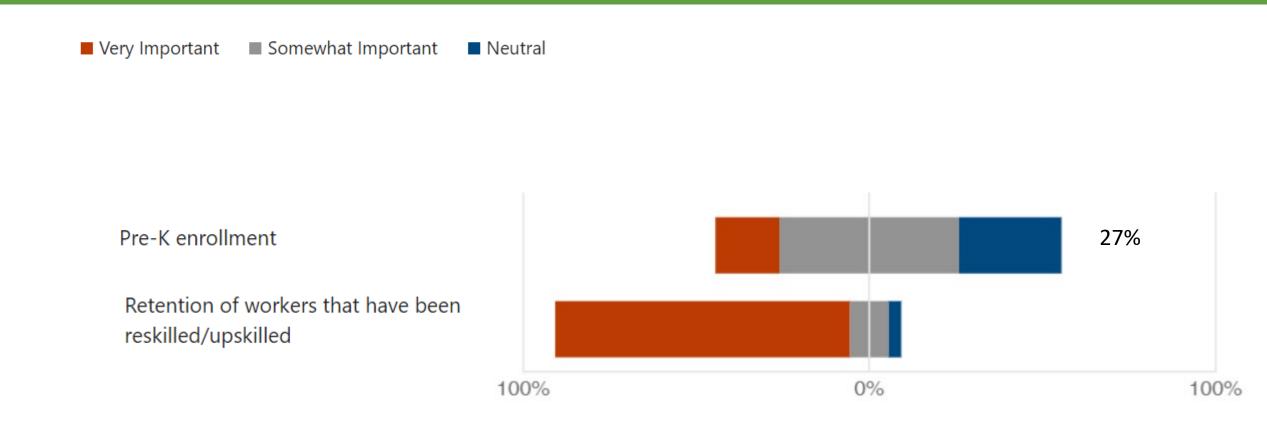
"Upskilling & Reskilling" please share your opinion of these priorities.



Metrics to track and measure success of the initiative.



Metrics to track and measure success of the initiative.



How would you like to engage with Iredell Ready?

- Designate a representative from company
- Showcased as a featured employer
- Engage in planning of workforce initiatives
- Financial support
- Attend quarterly meetings
- Other

