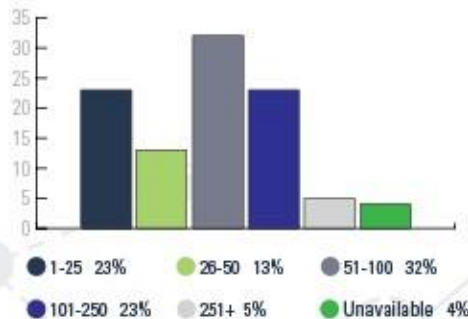


2018 PROGRAM HIGHLIGHTS

The highlights provide a glimpse of the activities during the first year of the Existing Industry Program.

56 The number of industry visits to build stronger relationships and connect companies to resources.

Existing Industry Visits by Employee Count



**Information is provided as available, not all companies disclosed employment numbers.*

32%
EXPANSION

32% of companies visited were in some stage of expansion planning, from considering to executing an expansion which involved capital investment and job creation.

In two expansion projects, the Existing Industry Program coordinated a pre-meeting for each company with appropriate departments from Mecklenburg County, the City of Charlotte and other impactful organizations to assess any potential issues given the parameters of each project. These meetings helped provide the companies with a roadmap of what to expect as they navigate their expansion projects.

#1 concern facing industries **Sourcing Qualified Talent & Training**

OPPORTUNITIES PROVIDED TO INDUSTRY

State Trade and Export Promotion Grant

Through the Existing Industry Program, a manufacturer received a STEP grant from the SBA and the Economic Development Partnership of North Carolina. The grant provided \$5,000 to offset travel and booth costs associated with exhibiting in an international trade show.

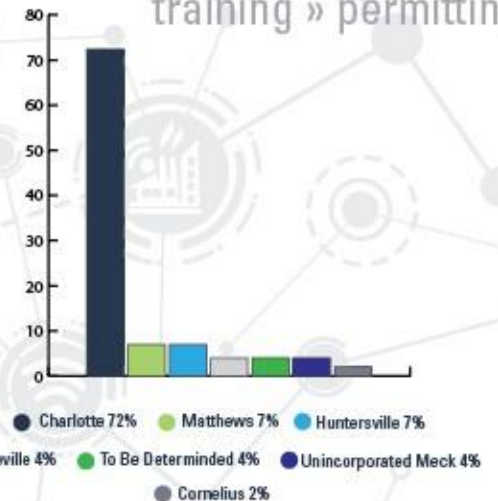
Front-line Supervisor Training with Community Partner CPCC

Connected by the Existing Industry Program, six manufacturers in Mecklenburg County were able to participate at no cost in sending an employee to a pilot program to support front-line supervisors. This training program, developed, delivered and sponsored by CPCC, was valued at \$1,100 per employee participating in the program.

workforce » utilities » grants

53 The number of ally and partner meetings the Existing Industry Program engaged with in order to build a stronger collection of resources to support industry.

training » permitting



**Some companies were in the process of determining where to relocate their operations during growth.*



MECKLENBURG COUNTY
Office of Economic Development

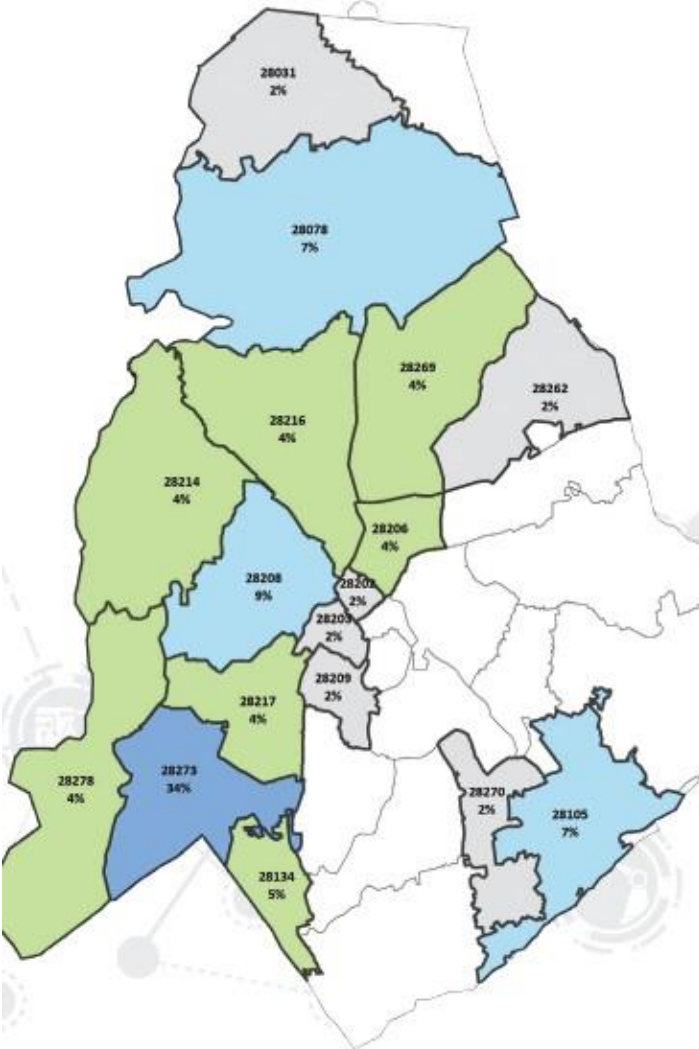
[Existing Industry Program]

2018 PROGRAM HIGHLIGHTS

Mission Statement:

The mission of the Existing Industry Program is to establish and maintain close relationships with key employers in the County, to become the "first phone call" when employers are considering growth and expansion, and to provide ongoing support for existing industries in Mecklenburg County.

Industry Visits by Zip Code:



Companies Visited by Industry Sector

Food & Beverage | Chemical

Textile | Plastics

Advanced Manufacturing

Print/ Packaging | Recycling

Equipment Manufacturing

Machinery | Distribution

Metals | Pharmaceuticals

What's Next 2019!?

Continued outreach to the manufacturing community, including annual visits of companies engaged in 2018 and connecting with companies not yet exposed to the benefits of the Existing Industry Program.

Per the results of the Existing Industry Programming Survey, the Existing Industry Program will begin to implement initiatives that can support companies and the manufacturing community across the county. Each initiative will be built with feedback from companies on what provides them with the most value to their operations in Mecklenburg County.

Monthly email blasts to provide information on valuable opportunities for companies. These may include resources, safety awards programs, updates on grants, connections to talent sourcing, etc.

Social media initiatives to recognize companies across Mecklenburg County on their achievements (expansions, awards, new product lines, etc.) and to help educate the community on the presence and role of manufacturing in the county.

CONTACT:

Gretchen Carson

Existing Industry Manager
Office of Economic Development
Mecklenburg County

Office: 980.314.2758

Email: gretchen.carson@mecknc.gov



Mecklenburg County
Office of Economic Development

600 East 4th Street | 2nd Floor - Suite 226
Charlotte NC 28202
mecknc.gov | 980-314-2758