#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.

**32%**

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

**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.

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**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.

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**Sourcing Qualified Talent & Training**

**workforce » utilities » grants**

**training » permitting**

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

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