

FRANKLIN COUNTY ECONOMIC DEVELOPMENT COMMISSION

Thursday, August 14, 2008 at 8:00 a.m.

VGCC Multi-Purpose Room - Louisburg

AGENDA

- I. Welcome – Chairman Shane Mitchell
- II. Review/Approval of Minutes from July 10, 2008 Meeting – Chairman Shane Mitchell
- III. Legislative Update – Senator Doug Berger/Representative Lucy Allen
- IV. Update on 401 Steering Committee – Gary Cunard
- V. Economic Development Activity Update – Ronnie Goswick
- VI. Existing Industries Update – Richie Duncan
- VII. Follow-up on Business Information Forms – Richie Duncan
- VIII. Update on Direct Mail Marketing – Richie Duncan
- IX. Update on Commercial Brokers Reception – Chairman Shane Mitchell
- X. Company Visits Update – Mark McArn, Stephen Barrington
- XI. Triangle North Franklin Update – Don Lancaster
- XII. Shell Building Update – Mike Leonard
- XIII. Other Business – Chairman Shane Mitchell
- XIV. Adjourn – Chairman Shane Mitchell

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Minutes

The Franklin County Economic Development Commission was called to order at 8:00 a.m. by Chairman Shane Mitchell on August 14, 2008 in the multi-purpose room at VGCC in Louisburg.

In attendance were Chairman Shane Mitchell, Commissioners: Lyn Buffaloe (County Commissioner), Leelan Woodlief, Scott Hammerbacher (Planning & Inspections), Bryce Mendenhall (Public Utilities Director), Bobbie Jo May, Mark McArn, Angela Harris (County Manager), Lucy Allen (NC Representative), Boyd Sturges (Town of Louisburg), and Brenda Robbins (Administrator, Town of Youngsville). Also, in attendance were Ronnie Goswick (Economic Development Director), Richie Duncan (Existing Industry Coordinator), Lori Duke (Admin. Support Specialist), Todd Tucker (Economic Dev. Representative-Progress Energy), Keith Shearon (Candidate-NC Senate), and Gary Cunard (The Franklin Times). Absent from the meeting were Commissioners: Mike Leonard, John Barnes (Franklin County Chamber, Chairman), Mayor Karl Pernell (Mayor of Louisburg), Joyce Cooke, Elic Senter (Mayor of Franklinton), Don Lancaster (County Commissioner), Pat Young (Planning & Inspections Director), Marsha Strawbridge (Mayor of Bunn), Doug Berger (NC Senator), and Margaret Nelms (Mayor of Centerville).

The second item on the agenda was the review and approval of the minutes from the July 10, 2008 meeting. Commissioner Mendenhall made the motion to approve the minutes, with Commissioner Robbins seconding. The motion passed unanimously.

The third item on the agenda was the Legislative update given by Representative Lucy Allen. Representative Allen said that one of the major issues the General Assembly has dealt with recently is the bonuses being cut for teachers in N.C. public schools. Teachers who were due to receive a \$1,500 bonus will receive \$1,053 instead. The state would need \$134.2 million to fully fund the bonuses, but when the budget was adopted last month, the General Assembly limited spending to \$94.3 million for bonuses. Representative Allen said she hopes the Governor will be able to do something to help with this.

Before moving on to the next agenda item, Chairman Mitchell said he'd like to welcome Todd Tucker, who is our Economic Development representative with Progress Energy, to the meeting. He will be invited to future meetings also. Mr. Tucker said he looked forward to

attending future meetings, and he mentioned that Tanya Evans is the Community Relations Manager for Progress Energy, and her office is Henderson.

The fourth item on the agenda was an update on the 401 Steering Committee by Gary Cunard. Mr. Cunard said he is making progress with the committee, however, he noted he hasn't had as much time to work with Warren County. He hopes to have a more detailed report at the September meeting.

The fifth item on the agenda was an update on economic development activity by Ronnie Goswick. Mr. Goswick said his office recently sent out information on the Watson Farm for a very large project. This company is looking worldwide for a location. Mr. Goswick said his office has also had an inquiry from an existing industry that is looking to expand. We are competing with other states, and he hopes he will be able to report more details on this expansion at the next meeting. Mr. Goswick said that he has been serving as Interim Airport Director since May, which keeps him very busy. Mr. Goswick said he appreciates the assistance that other County departments have given with the airport. Commissioner Buffaloe said that 35 applications were received for the Airport Director's position, and they selected six (6) to interview. The top three (3) will be chosen and reviewed with the Airport Commission, and then an offer will be made. Mr. Goswick said that one (1) more full-time person has been hired at the airport as an Airport Operations Specialist. Mr. Goswick said that at the August 4th County Commissioner's board meeting, an EDC update was presented, and the following was discussed:

- Commercial valuation ratio to tax base estimate
- Unemployment – US, NC, Regional and County
- New corporations from April-June 2008
- Job growth
- Investment and jobs – 2006 through 2008
- New projects – investment and jobs – 2nd qtr. 2006 to current
- Retail projects – investment and jobs – 2nd qtr. 2006 to current
- Expansion projects – investment and jobs – 2nd qtr. 2006 to current

Ms. Duncan noted that there have been more retail developments, but the projects in the slide presentation are ones that EDC was involved with in some manner.

The sixth item on the agenda was the existing industries update given by Richie Duncan. Ms. Duncan said that Stay-Right Precast recently purchased 150 acres next to its current facility on US 1 in Franklinton. They now have 217 acres for development, and will be the largest of their facilities once development is completed. Ms. Duncan said she met with representatives of Eaton Corporation on August 13th and toured the facility. Eaton is posting jobs internally to let any of its Raleigh employees have a chance to apply, if they should want to locate to Franklin County. If they do not fill all the positions internally, then they will post externally. Ms.

Duncan said that Dr. Howard Ye has opened a new dental clinic in Louisburg in the Franklin Plaza, and is having an open house on Saturday from 10 a.m. to 2 p.m. Also, the Chamber is hosting a Business After Hours at Franklin Regional Medical Center this evening.

The seventh item on the agenda was the follow-up on the Business Information Form given by Chairman Mitchell. Chairman Mitchell said that since the form was presented and approved in April, the EDC office has not had any forms returned to them. All the municipalities were in agreement for using this form, but it appears this is not being done. Commissioner Robbins said that the Town of Youngsville will make sure this is being done in the future.

The eighth item on the agenda was an update on direct mail marketing given by Richie Duncan. Ms. Duncan said that the EDC office has mailed out a direct mail marketing piece to a group of forty-nine Information Technology & Instruments companies, which included a Franklin County Snapshot, N.C. Magazine (supplement that profiled the County) and a cover letter. The cover letter asked that they contact Ms. Duncan, via email, within 10 days of receipt of the letter to find out what incentives Franklin County can offer them for locating to Franklin County.

The ninth item on the agenda was an update on a commercial brokers reception given by Chairman Mitchell. Chairman Mitchell said he talked with Ronnie Goswick and Richie Duncan about how many companies locate in the County as a result of commercial brokers. We should use them as a tool to get the word out about what Franklin County has to offer i.e. land, buildings, etc. York Properties, the broker for Hunter Place, has agreed to talk with us about the possibility of holding a reception at Hunter Place, so we can meet and talk with brokers about the County, and what we have to offer. Commissioner McArn said that it is difficult to get brokers together, and when John Kerr of York Properties held a similar event in Granville County, he basically had to offer \$100 to each broker to get them to come. Commissioner McArn said that Benny Finch, Economic Development Director in Vance County, does just the opposite – he goes to the broker. He joined “Triangle Commercial Properties Exchange”. Mr. Finch can send out an email of the properties they have available to a commercial broker. Ms. Duncan, Mr. Goswick and Commissioner McArn will work together on this, and give a report at the next meeting.

The tenth item on the agenda was the company visits update given by Commissioner Mark McArn. Commissioner McArn visited Cornerstone Support Group, Inc., which has two locations. One location is Cornerstone Facilities, which is located at 104 Green Street in Franklinton, and the second location is the Philling Station, which is located at 2 S. Main St. in Franklinton. The two business combined make up a total of 8,000 square feet, with 60 part-time employees and 10 full-time employees. Cornerstone Facilities is a contractual janitorial business, and has been in business since 1993. They serve UNC Chapel Hill, Franklin County and Warren County schools. The Philling Station is a sandwich shop/restaurant, and opened for business in 2008. Commissioner McArn asked Phillip Young, owner, what he liked about Franklin County. Mr. Young said the County is at the

forefront of growth, and there is a growing sales opportunity. He said the County should keep working on improving schools also. Commissioner McArn asked if there are any suppliers or buyers that could benefit by being in Franklin County. Mr. Young said that Phoenix Cleaning Solutions, which is a cleaning supplier, may be looking for lower rent. They are currently located in Wake County. Commissioner McArn said that in the next few weeks he will be targeting retail businesses, and asked if anyone had any suggestions they'd like to share about the company profile form. Commissioner Mendenhall suggested that maybe we could possibly change question #5 to read "What areas do you feel Franklin County can improve on?" Ms. Duncan said that since we would like to target more planes/jets for our airport, maybe we could add a question if they are interested in aviation, charter services or if they have planes/corporate jets.

The eleventh item on the agenda was an update on Triangle North Franklin by Commissioner Lancaster. In Commissioner Lancaster absence, Chairman Mitchell said that we are waiting for the plans to come back for the final phase of the new road. Also, at the last regional Triangle North meeting, the group approved to seek funding through the USDA for this road project.

Next, in the absence of Commissioner Mike Leonard, Ronnie Goswick gave an update on the shell building. Mr. Goswick said that he is working with the airport to promote the shell building and to keep the area landscaped nicely and the grass cut. He said we want to make sure that we get the right company to locate at the shell building because that will set precedence for the rest of the industrial park.

In other business:

- Chairman Mitchell said that at our September 11th meeting, Pam Wall, Executive Director for Triangle Tomorrow, will be present to make a presentation about "Research Triangle Regional Reality Check". This is a program of the Research Triangle Regional Partnership that engages leaders from around the region in discussions about growth and where this growth will need to take place. The meeting will be held in the Training Room at Wake EMC in Youngsville.
- Commissioner Mendenhall said that we are in the process of installing a sewer force main down Lane Store Road in Franklinton. Also, in an effort to improve the Hunter Place pump station, a force main is being installed on Holden Road in Youngsville. We have also asked for bids for the US 401 sewer outfall line located south of Louisburg.
- Commissioner Robbins said that her office has issued 17 residential permits, and there has been a lot of activity in the Youngsville area. Car Builders is working on the three (3) buildings across from Griffin's Restaurant on Main Street. Also, the Mayhew Brothers are working on remodeling the building located next to the police department. Several new businesses have opened: Union Bank, Toney Ace Hardware, Franklin Auto Service & Tires, Total Nails, Ship-on-Site, Fox's Pizza, Rainbow Gardens,

Heritage Cleaners and Subway. CVS Pharmacy has applied for a permit, as well. They will be locating at Youngsville Crossing shopping center. Also, the land beside Atlas Self-Storage on US 1 is being cleared for office space.

- Boyd Sturges said that Advanced Metal Processing, which is located on T. Kemp Road in Louisburg, is in the process of expanding. Advanced Metal Processing processes sheets, extrusions, turnings, cables, foils, heavy coating metals, etc. and fully prepares the metal for the secondary recycling industry. Mr. Sturges said it is amazing what they do, and if you haven't visited the facility, you should do so. Also, they are a "green" company, and all their processes are clean enough that they are not required to obtain a permit from the EPA. Richie Duncan said she has toured the expansion, and that AMP has already added two (2) new jobs and will be adding more jobs later.
- Angela Harris said that open house for the new Franklin County Animal Shelter will be August 16th from 11:00 a.m. to 3:00 p.m.

With there being no further business, the meeting was adjourned.