



Quarterly Progress Report December 31, 2022

Message from the Director

Moore County Partners in Progress (PIP) continues to advance our mission to increase economic prosperity and improve the quality of life in Moore County. Inside this report you'll find information about the projects and initiatives we've advanced over the last three months.

This quarter, we were involved in a number of activities related to **product development**, which is one of our key areas of focus for FY 2023. We executed an agreement to acquire a 73-acre site in Iron Horse Industrial Park; we evaluated potential industrial sites in and around Robbins and Carthage; and we worked with consultants to obtain due diligence reports and concept plans for the Southern Pines Corporate Park. We also worked with Montgomery County economic development staff to submit the Montgomery-Moore Mega Park to state consultants for evaluation.

We continued to support existing employers with **industry visits** and held an appreciation luncheon for Moore County manufacturers to celebrate **National Manufacturing Day** in collaboration with the Moore County Chamber of Commerce, Sandhills Community College, and other partners.

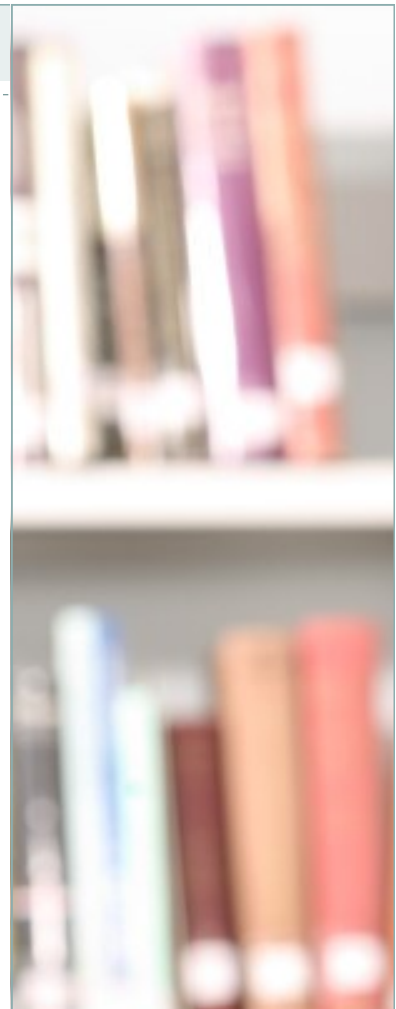
Over the last three months, PIP staff have actively worked with several businesses looking to locate in Moore County. We helped identify sites and buildings; we submitted incentive applications to the NC Department of Commerce; and we provided information and resources to prospective clients.

One of the things I'm most proud of this quarter is to see the **USGA Greenkeeper Apprenticeship Program** enroll its inaugural class of 21 students at Sandhills Community College. I worked with USGA staff and many others over several months last year to provide them with the resources and information they needed to get this program off the ground.

We also recruited for our new **Business Development Director** position this quarter. After reviewing over 40 applications and interviewing candidates, we hired a very qualified professional, Darryn Burich, who will be a wonderful addition to our team.

It's an exciting time to be in economic development and I hope you enjoy reading about the progress we've made at Partners in Progress in this Quarterly Progress Report!

Natalie D. Hawkins, PMP
Executive Director
Moore County Partners in Progress



INSIDE THIS REPORT

Business Recruitment, Retention & Expansion	2
Workforce & Community Development.....	4
Administrative Items	5
Quarterly Performance Indicators.....	6

SPECIAL POINTS OF INTEREST

- Site Development
- USGA Greenkeeper Apprenticeship Program
- Rural Transformation Grants
- Quarterly Performance Indicators

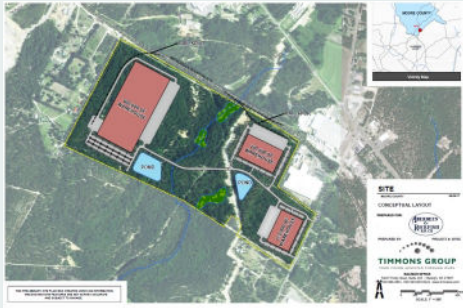
BUSINESS RECRUITMENT, RETENTION & EXPANSION

Site Development

To increase site availability and make Moore County sites more competitive in attracting tenants, PIP continues to advance several site development projects.

Iron Horse Industrial Park

This quarter, PIP obtained an appraisal for the 73-acre parcel in Iron Horse Industrial Park in Aberdeen and executed an offer to purchase the property for the appraised value of \$584,000. The purchase contract is contingent upon PIP receiving \$400,000 from Moore County and/or the Town of Aberdeen and Aberdeen Coca-Cola Bottling, Inc. providing an access easement to the site from Carolina Road. Under the terms of the contract, closing on the 1st publicly controlled industrial site in Moore County should take place on or before March 31, 2023.



To get the industrial park ready for clients, PIP has also secured funding to construct an industrial access road and clear +/- 40 acres of the property. In total, project costs are nearly **\$1.8 million**.

Proposed Funding Sources

Moore County	\$200,000
Town of Aberdeen	200,000
NC's Southeast Grant	241,300
NC Dept of Transportation Grant	200,000
NC Railroad Grant	168,000
Timber Sales	48,000
PIP - State Appropriation	713,000
TOTAL	\$1,770,300

Southern Pines Corporate Park

Last quarter, PIP executed a \$20,700 grant agreement with NC's Southeast and engaged consultants to conduct due diligence and site planning for the Southern Pines Corporate Park on US Hwy 1 North. This quarter, PIP obtained a good "bill of health" on the property and received the following due diligence reports on the 100-acre site:

- Phase 1 Environmental Site Assessment
- Wetlands Delineation
- Endangered Species Report

In addition, PIP worked with property owners, brokers, engineers, and Town of Southern Pines planning staff on updating the conceptual development plan for the site. Based on this planning, the site could accommodate **10-12 lots** with buildings ranging from **10,000 to 50,000 square feet** on approximately 50 developable acres. The conceptual development plan and other associated planning documents should be completed prior to March 31st.

Northern Moore Site Identification

In October, work began under the Golden LEAF Foundation SITE grant for industrial site identification in northern Moore County.

While the scope of the grant was initially limited to sites in and around the Town of Robbins, the exploration



areas were expanded to include all northwestern Moore County and the Town of Carthage.

In November, PIP staff and representatives from the site selection team toured and analyzed a dozen potential industrial sites in northern Moore County for topography, soils, presence of wetlands/floodplains, and access to critical infrastructure. The Golden LEAF's SITE Identification Grant is valued at **\$15,000**. PIP expects to have the consultant's recommendations by March 31st.

"We continue to be very focused on identifying and preparing industrial sites for development with very little inventory to meet the demand we are seeing." - Natalie Hawkins

Montgomery-Moore County Mega Park

This quarter, PIP worked with representatives from Montgomery County to submit the 3,000-acre Montgomery-Moore Mega Park (the Heart of NC MegaPark) to a statewide mega site identification process being conducted by the Economic Development Partnership of NC (EDPNC). The site is located in both Moore and Montgomery counties and is situated north of NC Hwy 24/27 and south of Spies Road.

Created as a partnership between Moore County and Montgomery County, the Heart of NC Mega Park, Inc. was incorporated as a separate non-profit in November 2010. In 2014, both counties entered into an Interlocal Development Agreement to work together with the non-profit board to develop the business park. However, the corporation was dissolved in February 2021 after a lack of development activities.

While the Heart of NC Mega Park did not make the top three sites in NC selected by site consultants for further evaluation, PIP staff has requested a meeting with the consultant team to obtain their insights on the site's potential viability.



National Manufacturing Day

On October 7th, Partners in Progress, the Moore County Chamber of Commerce, and Sandhills Community College celebrated National Manufacturing Day by hosting an appreciation luncheon.



Over 30 manufacturers, local elected officials, and community partners participated in the event. At the luncheon, host organizations shared information about the resources available to support the local manufacturing industry and participants networked with fellow colleagues. Manufacturers also highlighted some of their company's accomplishments. Following the luncheon, elected officials, community partners, and other dignitaries took a tour of Meridian Kiosks' headquarters and production facility on their 13-acre campus in Aberdeen.

Industry Visits

This quarter, PIP visited four Moore County manufacturers: BRS Aerospace, Epic Enterprises, Spiritus Systems, and Reliance Packaging. These visits are held to obtain a better understanding of the needs, opportunities, and challenges of our local businesses so PIP can identify



resources and partners to help them be successful.

As a direct result of our visits, we were able to provide two of the companies

with leads on a building and site for expansion and one company is investigating the state's Economic Gardening program to explore new markets.

Made in Moore Campaign

Throughout the month of October, PIP, the Moore County Chamber of Commerce and Sandhills Community College promoted the local manufacturing industry on social media with the Made in Moore Campaign.



During this campaign, PIP highlighted a handful of manufacturers on our LinkedIn and Facebook pages and shared information about products made right here in Moore County.

WORKFORCE & COMMUNITY DEVELOPMENT

USGA Greenkeeper Apprenticeship Program

This quarter, Sandhills Community College enrolled **21** students into the USGA Greenkeeper Apprenticeship Program (GAP). Last year, PIP staff played a role in facilitating the creation of the program by bringing together representatives and resources from the USGA, Sandhills Community College, Pinehurst Resort, other local golf courses, and ApprenticeshipNC.



Students in the program will receive 224 hours of classroom training and 1,500 hours of on-the-job training from January to December 2023. Upon completion of the program, students will receive a wage increase from \$15 per hour to \$17 per hour and a nationally recognized credential. A second cohort and yearlong program will begin in June 2023.

Carthage Downtown Revitalization Grants

This quarter, PIP staff chaired the selection committee for the Carthage Century Committee that awarded **\$24,500** in Carthage Downtown Revitalization Grants to eleven small businesses in the downtown area. These grants were made possible by a Hometown Revitalization Grant from the Duke Energy Foundation to help recognize the value that small businesses bring to creating vibrant downtowns.

Individual grants ranged from \$1,300 to \$2,345. Recipients will use grant funding to cover the costs of modifying physical space inside stores; acquiring new technology; installing awnings and blinds; painting storefront exteriors; and installing new signage and lighting.

Vass and Carthage Rural Transformation Grants

In December, the Towns of Vass and Carthage were awarded a total of **\$1 million** in Rural Transformation Grants from the NC Department of Commerce in the 2nd round of funding.

The Town of Vass's **\$650,000** grant will assist with sidewalk connections from Vass-Lakeview Elementary School to Sandy Ramey Keith Park and eventually to the downtown district. Pedestrian improvements will also include bike racks, benches, micro libraries, activities for children, public art, and landscaping/trees.



The Town of Carthage's **\$350,000** grant will support the completion of a Downtown Corridor Plan to develop a final conceptual design plan for improvements related to aesthetics, safety, landscaping, grade improvements, the integration of accessible sidewalks, and the construction of new sidewalks from the Courthouse Square to McReynolds Street.

Workforce Housing

This quarter, PIP staff attended a meeting in Washington, DC with former US Deputy Secretary of Housing and Urban Development and developers to discuss a potential workforce housing project in Moore County. PIP staff also participated in two meetings of the Tri Cities group, facilitated by the Triangle J Council of Governments, and provided information to elected officials on ways to use zoning as a means to create affordable housing in Moore County.



ADMINISTRATIVE ITEMS

Moore 100 Members Meeting

On October 27th, PIP held a Moore 100 Members Meeting at the Carolina Hotel featuring John Silverman of Midland Atlantic Properties, the developer of the Morganton Park South development in Southern Pines. Approximately 100 attendees heard about the plans for the **\$80 million** development that includes more than **268,000 square feet** of property that will add over **500 jobs** to the local economy.

Retailers locating in Morganton Park South include Target, Dick’s Sporting Goods, Golf Galaxy, HomeGoods, Five Below, and Starbucks. These and other stores should open in 2024.



Moore 100 Meetup

In December, PIP held a Moore 100 Meetup at the Southern Pines Growler Company. A dozen members enjoyed an evening of networking. **Do you know someone interested in joining Moore 100?** Call us at 910-246-0311.

Triangle Business Journal Corridors of Opportunity

On November 30th, PIP staff participated on the Triangle Business Journal Corridors of Opportunity panel at the Carolina Hotel. The sold out event brought 300 business and community leaders together to hear about topics including population growth, infrastructure needs, housing, and other economic development activity in Moore County.

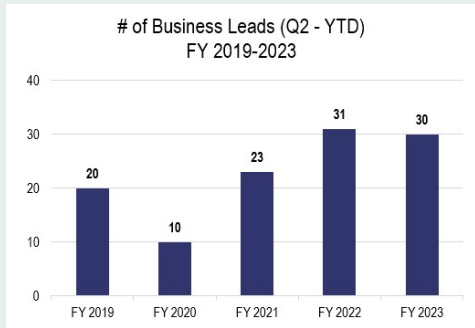
Welcome To Our New Staff Member

This quarter, PIP staff and members of the Executive Committee interviewed candidates for the NEW Business Development Director Position. **Darryn Burich** accepted our offer of employment in December and will join the PIP team on February 6th. Darryn has served as the Director of Planning & Inspections for the Village of Pinehurst the last three years after a 20-year career in the planning department at the City of Oshkosh, Wisconsin. He has significant experience with new industrial park development, revitalization of existing buildings and managing complex grants.



BUSINESS LEADS & ACTIVE PROJECTS

For the first six months of the fiscal year, PIP responded to a total of 30 business leads, which is consistent with the number of leads this time last year.



This quarter, PIP **actively worked with five (5) clients** to identify and secure facilities ranging from 20,000 to 70,000 square feet in Moore County. At December 31st, four (4) projects remained active that represent 175 jobs, 200,000 square feet, and \$22.5 million in investment.



175 Jobs



200,000 square feet



\$22.5 million investment

PROJECT WINS

This quarter, we had **two project wins** with company expansions/locations in Moore County:

1. **Project Crawfish**—Southern Pines Brewing Company (Carthage)
2. **Project Fire**—Squickmons Engineering & Automation (Aberdeen)

These two projects represent approximately \$4-5 million in investment and 25 new jobs.

ABOUT US

Moore County Partners in Progress is a not for profit public/private partnership for economic development in Moore County, NC.

Our **mission** is to **increase economic prosperity and improve the quality of life** for Moore County's citizens through the creation of quality jobs and capital investment in our communities.

UPCOMING MEETINGS & EVENTS

Moore 100 Members Meeting

March 1, 2023 (4:00pm)
NEW FirstHealth Cancer Center

Progress Cup Golf Tournament

March 21, 2023 (9:00am)
Pinehurst No. 7

15 Chinquapin Rd, 2nd Floor
PO Box 5885
Pinehurst, NC 28374

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QUARTERLY PERFORMANCE INDICATORS

For the quarter ended December 31, 2022, PIP is on track to meet or has already met annual goals established by the PIP Board of Directors for FY 2023.

Category	FY 2023 Staff Performance Goals	FY 2023 Goal	FY 2023 YTD Actual (Q2)
Business Visits	# of in-person business visits	12	8
Moore 100	# of Moore 100 members	50	50
	Moore 100 retention rate	75%	100%
Financial	Actual revenues as a % of budget	>100%	45%
	Actual expenditures as a % of budget	<100%	14%
Satisfaction	% of employers who agree PIP provides responsive services	80%	98%
	% of employers who agree PIP provides a high level of service & support	80%	97%

Goal Status	
On track to meet annual goal	Yellow
Met annual goal	Green
Not on track to meet annual goal	Red

OUR PARTNERS

Moore County Partners in Progress is proud to partner with these economic development agencies to help existing businesses succeed and recruit new businesses to Moore County.



PROGRESS CUP GOLF TOURNAMENT

Our 11th annual **Progress Cup** will be held at Pinehurst No. 7 on **March 21st**. The tournament will be a best ball format with a shotgun start at 9:00am. We'll award prizes and have tee gifts for players. To reserve a spot for your team, email econdev@moorebusiness.org.

