

# MOORE COUNTY ECONOMIC DEVELOPMENT PARTNERSHIP

Building More Than The Economy



Quarterly Progress Report  
March 31, 2023



## From Our President

I couldn't be more pleased to present this Quarterly Progress Report with a brand new look under our new name of Moore County Economic Development Partnership (MCEDP). Inside this report you'll find information about the numerous projects and initiatives we've advanced over the last three months.

This quarter, we worked to update our website to provide more resources and information to prospective and existing businesses in a more user-friendly format at [www.moorecountyedp.org](http://www.moorecountyedp.org). I believe this new website will help us put our best foot forward as an economic development agency committed to advancing our mission to increase economic prosperity and improve the quality of life in Moore County. I encourage you to check out our new website and let us know what you think.

With a staff of three now, we've been able to provide more support to existing businesses and we successfully recruited a new manufacturer to the Town of Aberdeen. Bulldog Pipe, which manufactures high-density polyethylene pipe, will invest \$6.8 million and bring an estimated 55 new jobs to our community as they open their 2nd manufacturing facility in the US.

As we continue to see historically high levels of business interest in Moore County with 55 new business leads year to date, we remain focused on identifying business parks throughout the county. This quarter, we worked with officials in Robbins, Carthage, Aberdeen, Southern Pines, and Moore County to identify new business park sites and conduct site planning.

We also worked closely with our partners at the Moore County Chamber of Commerce, Sandhills Community College, and Moore County Schools to schedule and plan multiple workforce development meetings that will be held this calendar year. These meetings have been scheduled in response to the feedback we received from local businesses in the 2022 Moore County Employer Survey.

This quarter we were pleased to host the North Carolina Department of Transportation, elected officials, and community leaders for a dinner at the Pinehurst Resort. Our Moore 100 members also received a tour of FirstHealth's Comprehensive Cancer Center and we raised \$21,000 at our 11th annual Progress Cup golf tournament.

It's an exciting time to be in economic development and I hope you enjoy reading about the initiatives we've advanced in the last three months in this Quarterly Progress Report!

Natalie D. Hawkins, PMP  
President  
Moore County Economic Development Partnership

## Inside This Report

- Business Recruitment, Retention & Expansion
- Site Development
- Workforce & Community Development
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# Business Recruitment, Retention, & Expansion

Moore County Economic Development Partnership (MCEDP) continued to respond to historically high levels of business interest in Moore County in the 3rd quarter of FY 2023 with **25** new business leads. Year to date, MCEDP has responded to **55** business leads, which is consistent with last year's record high number of leads.

## Industry Visits

This quarter, MCEDP staff visited three Moore County businesses and is currently assisting two of these businesses with their expansion efforts that are estimated to create **90** new jobs and nearly **\$5.5 million** in capital investment.

## Entrepreneurship Task Force

MCEDP has reorganized our Entrepreneurship Task Force to facilitate an Entrepreneurship Summit on **November 14th** at the Fair Barn from 5:30-8:30pm. The task force consists of 14 local partners and entrepreneurs and the summit is co-sponsored by the Moore County Chamber of Commerce and the Small Business Center at Sandhills Community College.

## Recruitment Win

This quarter, we were pleased to announce the recruitment of a Missouri based manufacturer, **Bulldog Pipe**, to the Town of Aberdeen. After assisting the company with finding a suitable building, MCEDP staff worked with various agencies to submit a Building Reuse Grant application and was successful in helping Bulldog Pipe obtain a **\$125,000** grant and a total of **\$436,445** in state incentives.

### Project Announcement Bulldog Pipe (Aberdeen)

Estimated Investment  
**\$6.8 Million**

Estimated Jobs  
**55**

*"We embrace and support new industries like Bulldog Pipe in our community." - Aberdeen Mayor Robbie Farrell*

## Duke Energy Small Business Grant

This quarter, MCEDP received a \$110,000 grant from the Duke Energy Foundation for small business grants in Moore County. \$100,000 was passed to the Moore County Chamber of Commerce for grant administration and MCEDP retained \$10,000.

## Project Activity January – March 2023

MCEDP continues to see larger and larger projects looking at Moore County for building sites. This past quarter, over 1/3 of business leads were for projects with an estimated capital investment of over **\$200 million**. Four of those leads had an estimated employment of over **1,000** employees and three leads were over **\$1 billion** in capital investment each.

**25**

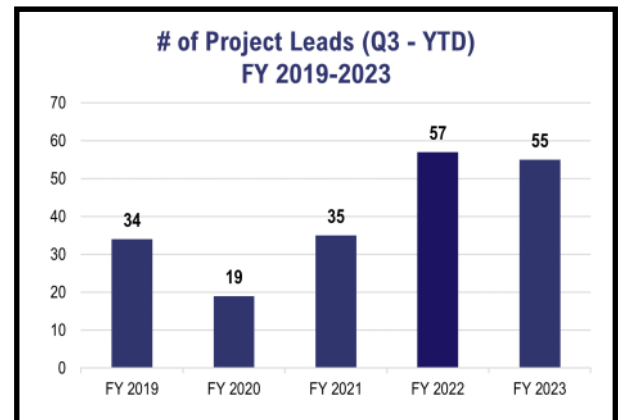
New Business  
Leads

**\$212**  
million

Median Capital  
Investment

**200**

Median # of  
New Jobs



## Active Projects at March 31, 2023



170+ Jobs



188,000+ square feet



\$14+ million investment

# Site Development

MCEDP remains focused on identifying and preparing sites in Moore County for business development with very little inventory to meet demand. In fact, **55%** of the time we have received a business lead this fiscal year, we were unable to respond due to a lack of suitable sites or buildings to meet the client's needs.

## Northern Moore Site Identification

This quarter, MCEDP received Golden LEAF consultants' recommendations for business park sites in the Town of Robbins and Town of Carthage under the SITE grant MCEDP obtained last year valued at **\$15,000**. In total, the consultants identified **five** potential sites in Robbins and **four** sites in Carthage with development potential.



MCEDP staff met with representatives from both communities to review each of the sites identified in their towns. Town officials agreed with MCEDP's top priority sites and we are currently working with both towns on how they can proceed with site acquisition and development.

## NC's Southeast Site Identification

In addition to EDPNC's initiative to identify potential mega sites in NC (1,000+ acres), the NC's Southeast (NCSE) has launched its own initiative to identify sites greater than 100 acres in its 20-county area. This quarter, MCEDP staff identified several potential areas throughout the county that have potential for industrial or business park development and forwarded those sites to NCSE consultants for analysis and review.

*"We are excited about the possibility of creating new business parks in northern Moore County to help bring capital investment and jobs to these communities." - Natalie Hawkins*

## Iron Horse Industrial Park

This quarter, MCEDP executed a Joint Development Agreement with Moore County and the Town of Aberdeen to secure **\$400,000** in funding for the purchase of the 73-acre parcel in the Iron Horse Industrial Park. Funding was provided by both jurisdictions in the form of a loan of \$200,000, bearing a 4% annual interest rate.

MCEDP was under contract to close on the site prior to March 31, 2023. However, closing did not take place as scheduled due to our inability to obtain the needed access easement from Carolina Road.

MCEDP staff are currently evaluating alternative means of accessing the property to be able to proceed with closing at a future date.

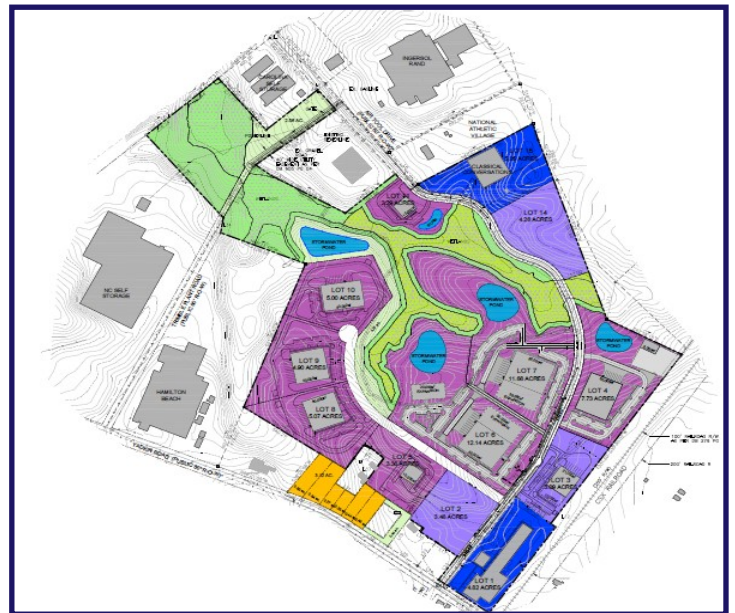
To retain grant funding for the purchase and future site development of the 73-acre parcel, MCEDP requested an extension to June 30, 2024 for the **\$1.2 million** state appropriation and an extension until April 6, 2024 to begin land clearing activities with the **\$167,760** North Carolina Railroad Grant.

*"While we're disappointed we were not able to purchase the 73-acre parcel as planned, we're looking at alternative ways to access the site that will allow us to proceed with closing in the future."*

*- Natalie Hawkins*

## Southern Pines Corporate Park

This quarter, MCEDP continued to work with LKC Engineering to refine the site plan for the Southern Pines Corporate Park using the **\$20,700** NCSE grant obtained last year. Based on this planning, the site could accommodate **9 lots** with buildings ranging from **10,000 to 80,000 square feet** on approximately 50 developable acres.



*Concept Plan for Southern Pines Corporate Park*

This quarter, MCEDP staff also met with planning staff from the Town of Southern Pines to identify ways to subdivide the property to create individual lots that MCEDP can help market to prospective businesses.

# Workforce & Community Development

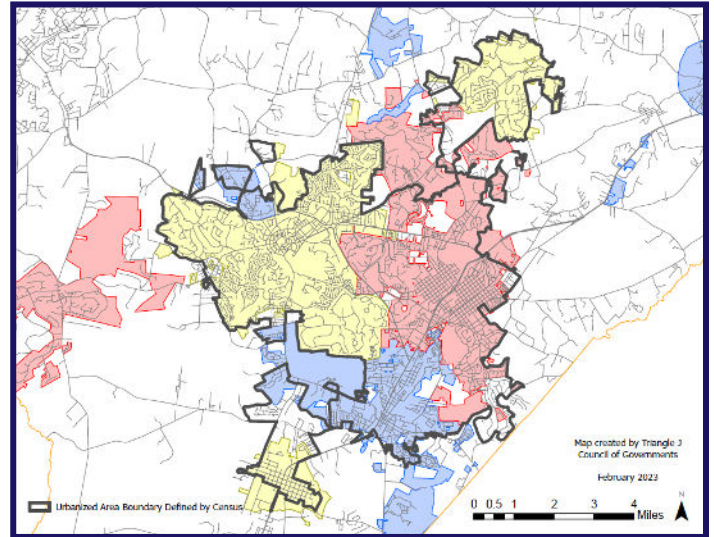
## Metropolitan Planning Organization

This quarter, MCEDP participated in meetings facilitated by the NC Department of Transportation (NCDOT) and the Triangle J Council of Governments (TJCOG) to discuss the formation of the federally mandated Metropolitan Planning Organization (MPO) in southern Moore County.

With continued population growth, an area in southern Moore County has collectively exceeded 50,000 in population according to the 2020 U.S. Census. As a result, this area is now classified as an urban area for federal transportation planning purposes and is required to establish an MPO. This area includes the communities of Pinehurst, Southern Pines, Aberdeen, Whispering Pines, Pinebluff, Taylortown, and some unincorporated area of Moore County.

Local government leaders have until June 30th to establish the MPO's geographic boundary as well as determine the members of the MPO. Members of the MPO will also need to identify what organization will serve as lead planning agency by the end of the 2023 calendar year. Formation of the MPO will allow local jurisdic-

tions to access federal funding for transportation planning and will facilitate NCDOT prioritization of transportation projects in Moore



*Urbanized Area Boundary Defined by US Census*

## Workforce Development Meetings

This quarter, MCEDP collaborated with others to schedule and begin planning several meetings for local employers, community leaders, and workforce development partners.

### Manufacturers Breakfast (April 26th)

Workforce partners will host a breakfast and share information with manufacturers on how companies can establish internship, pre-apprenticeship, and apprenticeship programs.

### Promoting Educational Attainment in Moore County with myFutureNC (May 3rd)

Local leaders will hear from myFutureNC about the State's goal of 2 million credentials by 2030 and discuss ways Moore County can help close the educational attainment gap.

## National Manufacturers Day Celebration (October 6th)

MCEDP will co-host a breakfast, informational meeting, and industry tours for Moore County Schools students as we celebrate National Manufacturers Day.



## Recruiting & Retaining a Multi-Generational Workforce (October 11th)

MCEDP will co-host two informational meetings being organized by the Moore County Chamber of Commerce where Dr. Melissa Furman will share strategies for employers to recruit & retain a multi-generational workforce.

## Legislative Efforts

On March 29th, MCEDP staff met with Moore County's representatives in the NC General Assembly in Raleigh to advance the NC Economic Development Association's (NCEDA) legislative agenda and support funding requests for local infrastructure needs.



# Administrative Items

## About Us

Moore County Economic Development Partnership 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.

## Our Staff

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## Upcoming Meetings & Events




### Moore 100 Members Meeting

Plans for Pinehurst No. 10 & the 2024 U.S. Open Championship  
June 21, 2023 (4:00pm)  
Carolina Hotel, Pinehurst

## Quarterly Performance Indicators

For the quarter ended March 31, 2023, MCEDP is on track to meet or has already met most annual goals established for FY 2023, with Moore 100 membership lagging the established goal level of 50 members and a 75% retention rate.

Category	FY 2023 Staff Performance Goals	FY 2023 Goal	FY 2023 YTD Actual (Q3)
Business Visits	# of in-person business visits	12	11
Moore 100	# of Moore 100 members	50	28
	Moore 100 retention rate	75%	61%
Financial	Actual revenues as a % of budget	>100%	78%
	Actual expenditures as a % of budget	<100%	22%
Satisfaction	% of employers who agree MCEDP provides responsive services	80%	98%
	% of employers who agree MCEDP provides a high level of service & support	80%	97%

Goal Status			
On track to meet annual goal		Not on track to meet annual goal	
		Met annual goal	

## NCDOT Board Dinner

On February 7th, MCEDP hosted over **100** members and staff of the NC Department of Transportation (NCDOT), elected officials, and community leaders for a dinner at the Pinehurst Resort.

## Moore 100

On March 1st, MCEDP hosted a Moore 100 Members Meeting at the **FirstHealth Cancer Center**, where CEO Mickey Foster shared information about the new facility and members received a private tour.



## Progress Cup

On March 21st, MCEDP held its 11th annual Progress Cup Tournament at Pinehurst No. 7. In total, MCEDP raised over **\$21,000** to support economic development in Moore County. A big thank you goes to this year's sponsors including Pinehurst Resort, Cooper Ford, Heritage Flags, and Tharanco Lifestyles—Dunning Golf.

