

October 7, 2013

Brian Gruesbeck
Town of Pittsboro Manager
635 East Street
Pittsboro, NC 27312

Dear Brian:

The Chatham Economic Development Corporation (CEDC) is a 501(c)3 nonprofit organization whose mission is to build on the county's strategic location between the Triad and Triangle, and position Chatham County as the preferred location for emerging growth companies.

Chatham EDC's track record over the past three years is impressive. Since July 2010, the EDC has worked with 371 businesses at various stages of development. These businesses have created 1,374 jobs, with an annual payroll value of \$37.7 million, and have invested \$159.3 million in new capital – *all during the worst economy since the Great Depression.*

While we are excited with CEDC's success, challenges remain. Most notably, the value of all commercial and industrial property in Chatham County in 2012 is approximately \$750 million, less than 10 percent of the total taxable property value. Further, over half of the labor force participants in the county commute to other counties for employment, and approximately \$.64 of every dollar residents spend is spent outside the county. And despite its best efforts, there has been a net reduction in the number of private sector jobs as traditional industries (most notably chicken processing, which employed over 2,000 people in the county in 2008) have continued to shed jobs.

Chatham EDC's Board is ready to capitalize on their successful track record and address head on these challenges. To do so, the Executive Committee has taken a hard look at programs, priorities, and resources to ensure that CEDC is best prepared to respond to the economic growth we believe Chatham County will experience as the global economy continues to improve. The result is a tightly focused initiative to address the current and future economic development needs of our community.

We are enclosing a copy of CEDC's proposed five-year plan. Once implemented, CEDC believes it can accomplish these measurable goals:

- 2,000 new primary jobs with an average wage of \$33,000/year
- \$200 million in new capital investment

Before CEDC finalizes this *draft*, however, it is critical that your input is obtained. To help secure candid feedback, they have retained Convergent Nonprofit Solutions to conduct an Opportunity Analysis. As part of their work, Convergent representatives will conduct *confidential* interviews in the weeks ahead. They will be seeking your thoughts and opinions on CEDC, its accomplishments, and its five-year work plan. **Convergent is seeking information – not money.**

Over the next week, CEDC staff member Ben Townsend will contact you to schedule a convenient time for a 45- to 60-minute interview with a Convergent representative. Your opinion is vitally important to us and to the future economic development needs of our community. We hope you will make yourself available for this important interview.

Thank you in advance for your time.

Sincerely,



Wade Barber
Barber & Barber



Bill Milholen
Basic Machinery



Joe Glasson
Former EDC Chair



Walter Petty
Chatham County Commissioners



Keith Hurand
Newland Communities



Tim Smith
Preston Development Company



Jerry B. Wood, III
Brookwood Farms Barbecue

Enclosure



A Five-Year Strategic Initiative to Spur Economic Growth in Chatham County

Our Mission

The Chatham Economic Development Corporation (EDC) is a 501(c)3 nonprofit organization whose mission is to build on the county's strategic location between the Triad and Triangle, and position Chatham as the preferred location for emerging growth companies. The EDC's policy-driven approach leads to a focus on targeted attraction, retention, and entrepreneurship to improve the lives of Chatham County residents. Chatham EDC supports infrastructure improvements and preservation of Chatham's strong quality of place.

Our History

Chatham EDC's track record over the past three years is impressive. Since July 2010, the EDC has worked with 371 businesses at various stages of development. These businesses have created 1,374 jobs, with an annual payroll value of \$37.7 million and have invested \$159.3 million in new capital:

	FY11 Actual	FY12 Actual	FY13 Actual
Number of businesses assisted	78	120	173
Number of new jobs created	197	491	686
Value of jobs created (measured by annual payroll)	\$7.1M	\$13.1M	\$17.5M
Total Capital investment by new and expanding businesses	\$19.0M	\$117.15M	\$23.16

Our Plan

The Board of Directors of the Chatham Economic Development Corporation is developing a five-year plan to build on our recent successes and address the remaining barriers. The plan is comprised of five strategic initiatives to aggressively grow our local economy:

- A. Product Development
- B. New Business Attraction + Recruitment
- C. Existing Business Retention + Expansion
- D. Entrepreneurship
- E. Workforce + Education

Five-year goals are as follows:

- Create 2,000 new private sector jobs
- Target an average wage of \$33,000
- Realize \$200 million in private capital investment
- Assist 200 new and existing businesses annually

Our Strategies

A. Product Development

- Continue working on the certification for the Chatham-Randolph Megasite
- Further collaborate with Chatham Investors LLC in the development of Chatham Park
- Pursue the feasibility of developing a large site in Moncure with dual rail potential
- Establish a Chatham Development Fund

<i>Annual Budget</i>	<i>\$175,000</i>
<i>Five-Year Budget</i>	<i>\$875,000</i>

B. New Business Attraction + Recruitment

- Continue marketing Chatham County to prospective targeted companies
- Extend the marketing efforts to further develop the Central Carolina Business Campus
- Work with County employees to promote the formation of an infrastructure planning committee
- Explore options to further streamline the County's permitting application process

<i>Annual Budget</i>	<i>\$150,000</i>
<i>Five-Year Budget</i>	<i>\$750,000</i>

C. Existing Business + Expansion

- Continue conducting retention and expansion visits
- Assess the needs and concerns of the existing industries in Chatham County
- Inform existing businesses of the opportunities that Chatham EDC and our network offer
- Attend the County's pre-application meetings as they relate to expansion projects

<i>Annual Budget</i>	<i>\$100,000</i>
<i>Five-Year Budget</i>	<i>\$500,000</i>