

OWNER FINANCING AVAILABLE

FOR SALE
OR LEASE



EBERHARDT & BARRY

PROPERTY VIDEO: <https://vimeo.com/241847219/709c5a9c3b>



MAJOR PRICE REDUCTION

Manufacturing / Distribution Facility

145,636± Square Feet - 12.7± Acres

109 McNeill Road

Sanford, Lee County, North Carolina 27330

REDUCED SALES PRICE: ~~\$795,000~~ \$599,000

LEASE RATE: \$1.65/PSF

(Net of Roof Repairs/Structural Maintenance)

FOR MORE DETAILS CONTACT:

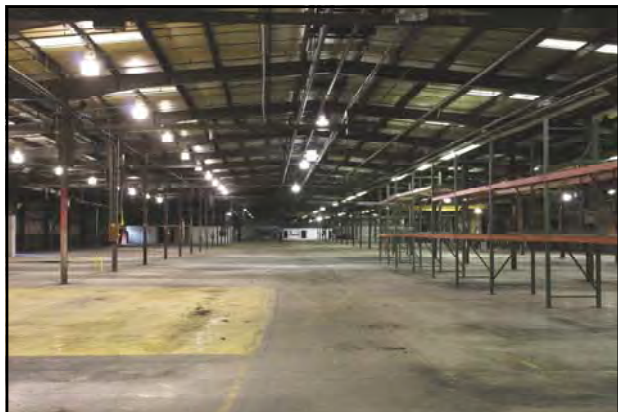
Revised 6/18/18

ARTHUR P BARRY III - EXCLUSIVE AGENT
abarry@cbcworldwide.com
Coldwell Banker Commercial Eberhardt & Barry Inc.
www.cbcmacon.com

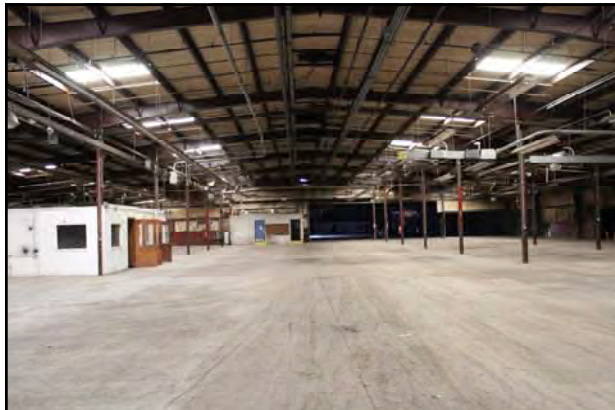
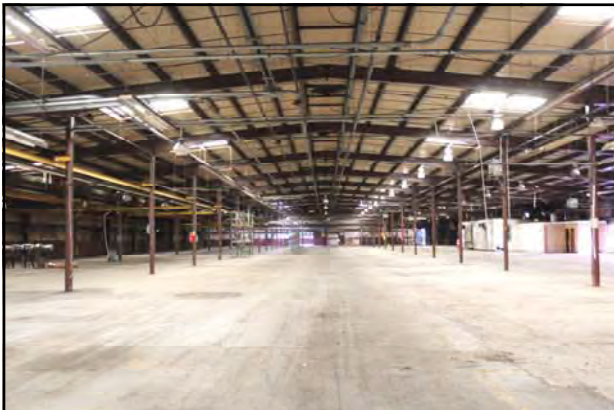
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|------|--------------|-----------|--------------|
| Main | 478-746-8171 | Toll Free | 800-926-0990 |
| Fax | 478-746-1362 | Cell | 478-731-8000 |

990 Riverside Drive
Macon, GA 31201

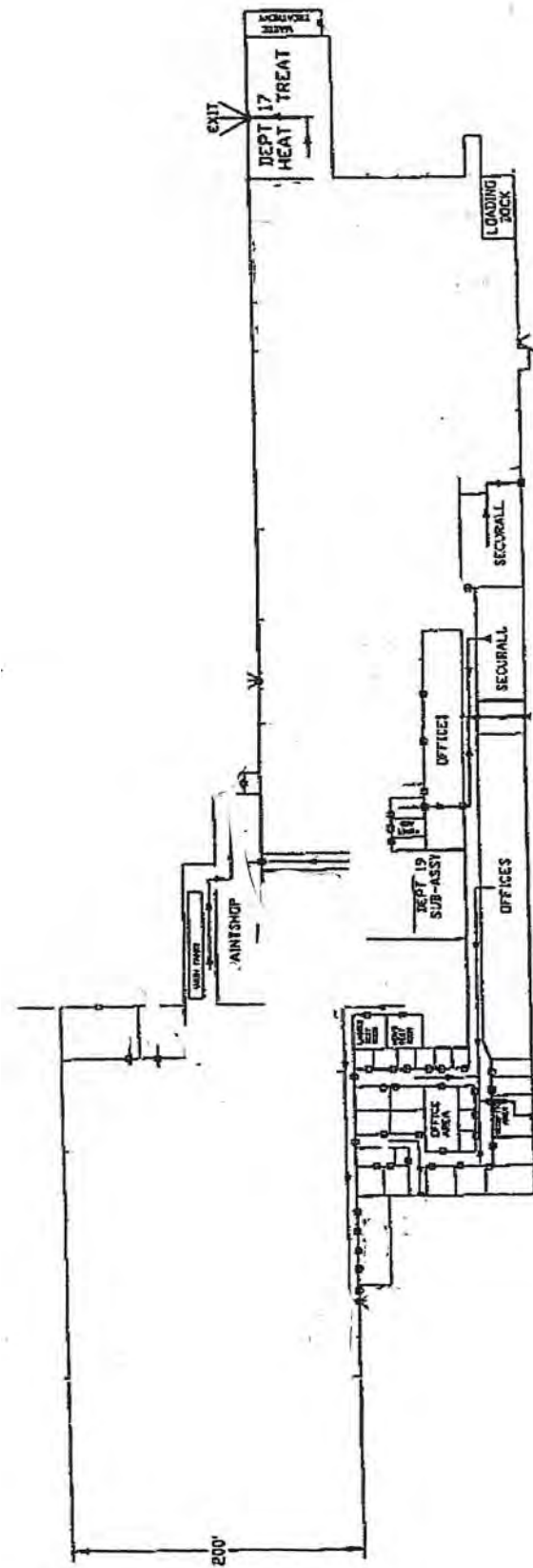
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|------------------------------|---|
| PROPERTY VIDEO: | https://vimeo.com/241847219/709c5a9c3b |
| LOCATION: | Subject property is located north of Sanford off Highway 1. |
| BUILDING INFORMATION: | 145,636± SF Manufacturing/Distribution - 1,500± SF Office |
| ACREAGE: | 12.7± Total Acres - Two tracts (6.45 & 6.25 Acres) |
| CRANES: | <ul style="list-style-type: none"> • 3-Ton bridge crane at internal loading dock. • Twin 550 lb. rail systems turning 420'. |
| CONSTRUCTION: | Pre-engineered metal |
| FOUNDATION: | 6' reinforced concrete |
| FIRE PROTECTION: | Fully sprinkled, wet system |
| YEAR BUILT: | 1976 |
| CEILING HEIGHT: | Original building - 24' clear center; 18' side; 20' side eave newer section. |
| COLUMN SPACE: | 30' X 60' |
| HVAC: | Heating and air conditioning in office. |
| FIRE PROTECTION: | Fully sprinkled |
| TRUCK LOADING: | <ul style="list-style-type: none"> • Six (6) loading docks (all have a 48" dock height): <ul style="list-style-type: none"> - One (1) with overhead door measuring 94 X 132 with internal dock. - One (1) with overhead door measuring 94 X 108 - Three (3) with overhead door measuring 94 X 96 - One (1) with overhead door measuring 51 X 72 • Seven (7) drive-in doors |
| RAIL: | Active rail on the eastern boundary (CSX) |
| PARKING: | 64 asphalt parking spaces; over 100 gravel parking spaces on north lot. |
| ELECTRICAL: | Duke Power - 1500 KVA 480y/277 and 75 KVA 480y/277 volt service |
| UTILITIES: | <ul style="list-style-type: none"> • Water/Sewer: City of Sanford Water & Sewer - Water Main: 8"; Sewer: 8" (located on Imperial Drive) • Gas: PSNC Energy, a SCANA Company; served by 4" service fed by 6" main. • Telephone: Windstream • Internet/Cable: Charter Communications |
| ZONED: | L1 - Light Industrial |
| PROPERTY TAX BILL: | \$21,764.79 (2017) |
| ASSESSED VALUE: | Land: \$125,000 • Building: \$1,370,600 |

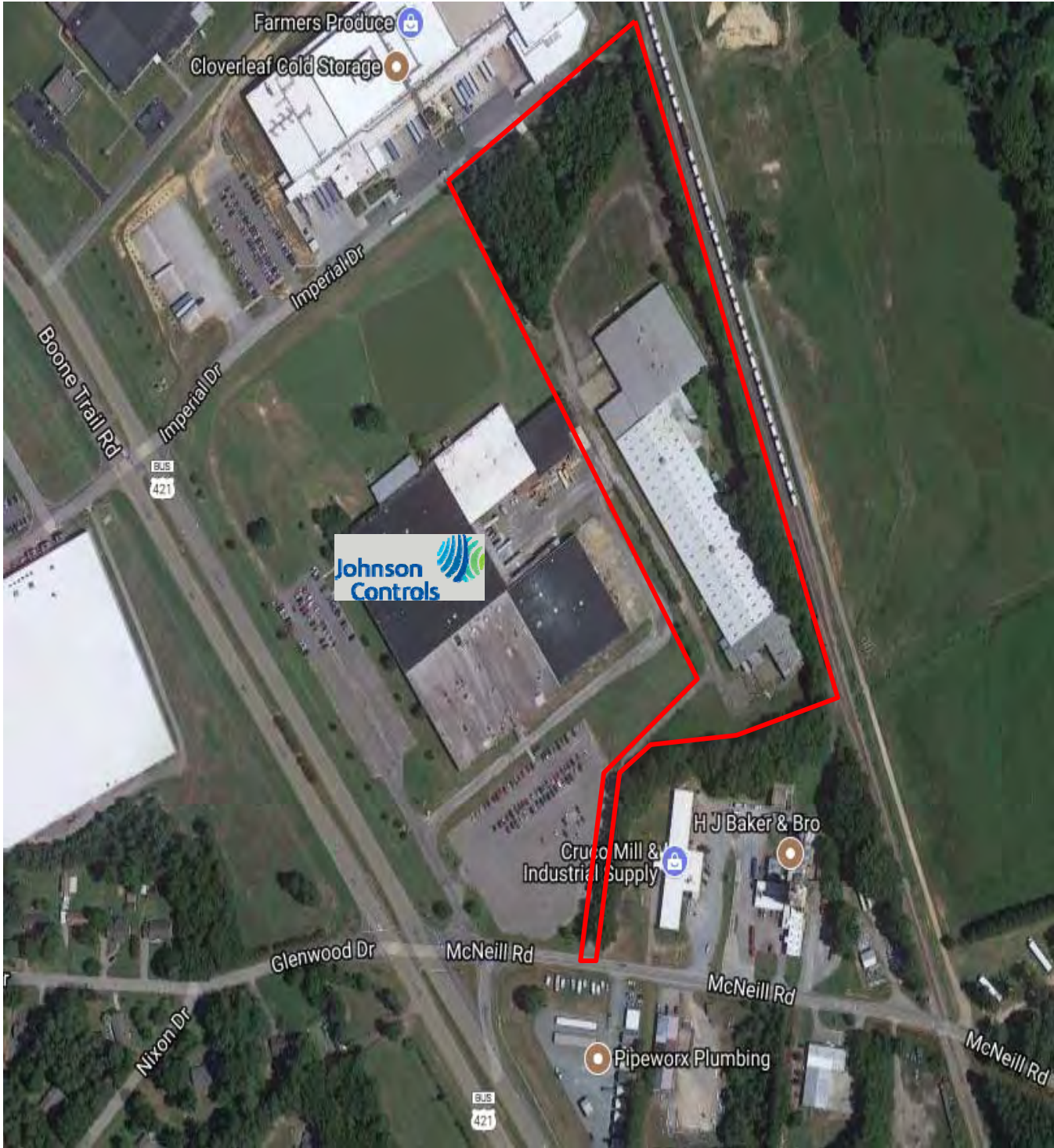


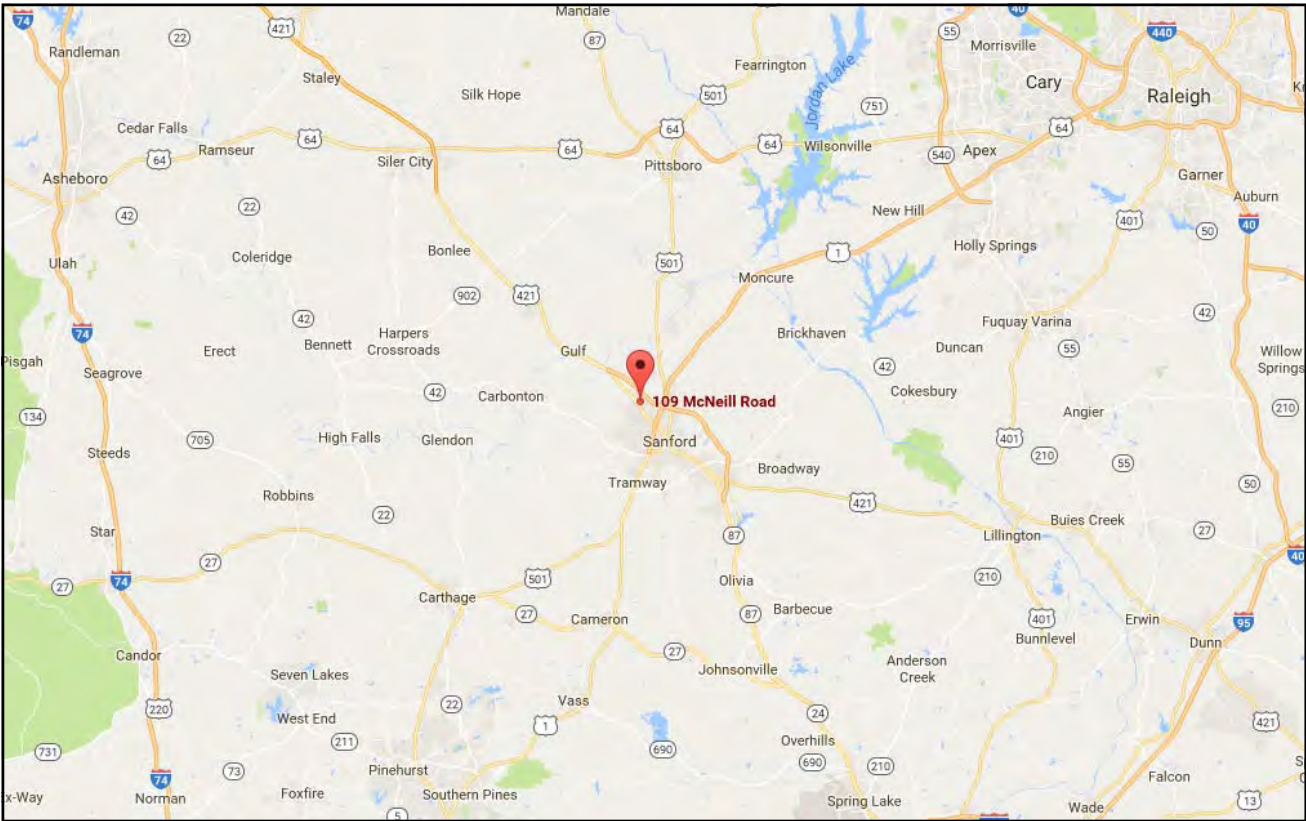
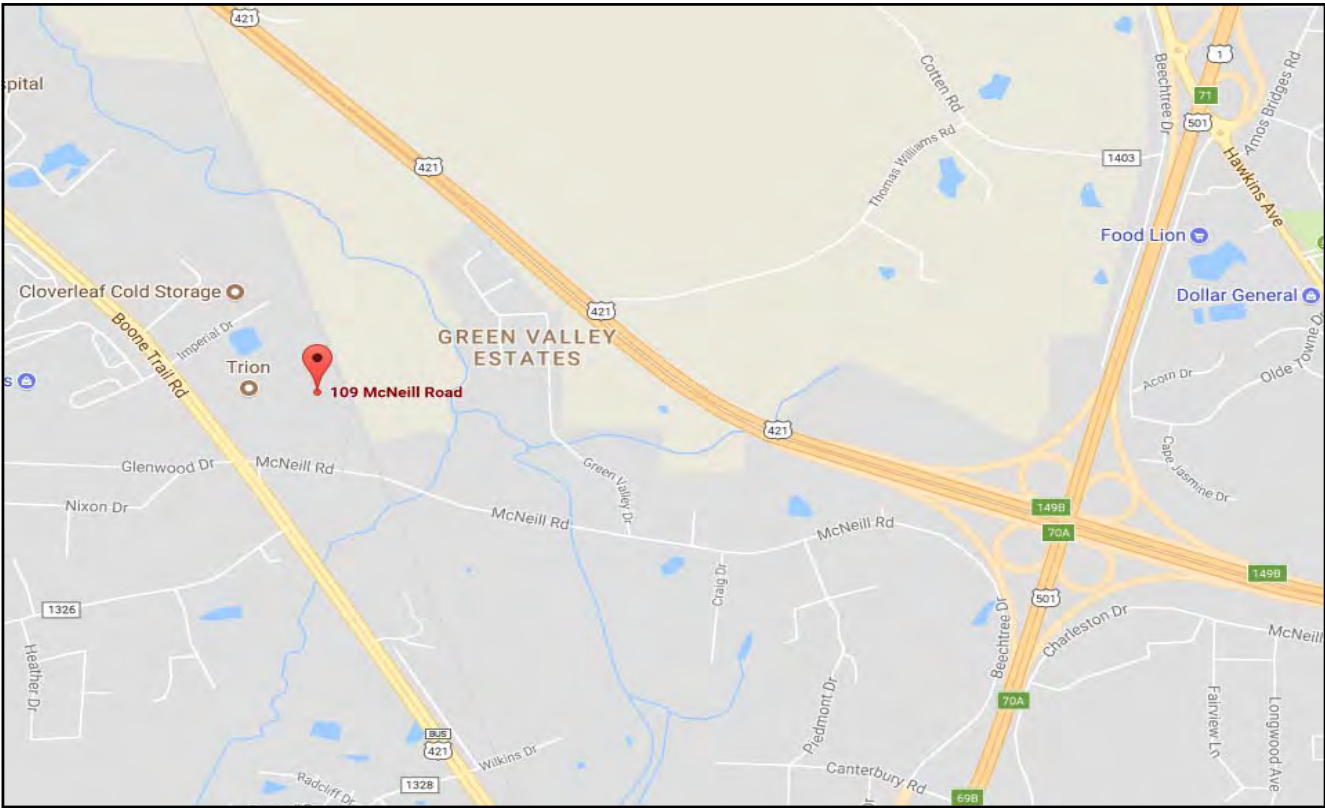












Sanford Area Growth Alliance Financial Incentive Information

State and local financial incentive programs are designed to support long-term, sustainable investment in our community. Lee County, the City of Sanford, and the Town of Broadway have economic growth and development policies that allow flexibility to create an incentive plan based on the particular needs of the project. Each of these jurisdictions is required by law to conduct separate public hearings for and vote independently on each incentive investment grant consideration.

A summary of the community's financial incentive parameters follows:

1. The impact of a project, both positive and negative, on existing Sanford – Broadway – Lee County businesses and the overall economy will be a part of the consideration by each jurisdiction in determining whether or not to offer a financial incentive.
2. Financial incentives will not be offered to any business or business unit of a company presently operating in another county of North Carolina for the exclusive purpose of recruiting that business or business unit to relocate to Sanford – Broadway – Lee County. However, companies expanding due to facility obsolescence may be considered.
3. Any company receiving a financial incentive must commit to continue operations without seasonal variations that cause its number of jobs to fall below required levels for the duration of the incentive agreement period.
4. New or expanding businesses must create new jobs in Sanford – Broadway – Lee County to be considered for a financial incentive. Businesses will be required to show proof of job creation and be subject to regular annual audits for verification.
5. Each job counted towards the financial incentive must be a fulltime employee defined as a person employed at 35 hours or more a week with a salary or wage package that includes health benefits. The average weekly wage must be at or above the county average weekly standard wage as determined by the NC Department of Commerce. These new jobs must be positions reported monthly by the company to the state's Department of Commerce, Division of Employment Security (form NCUI – 101).
6. Both new and existing businesses must create new investment in Sanford – Broadway - Lee County to be considered for a financial incentive. The table below lists different investment and job creation thresholds that qualify and their respective grant periods. The investment must be verified as taxable property under North Carolina law by the Lee County Tax Office. The Tax Office will calculate the incentive on the net increase in total taxable property value.



7. Financial incentives will not be paid in advance of business investment or job creation in Sanford – Broadway – Lee County.
8. Requests for public infrastructure which benefit the business and the entire community may be considered as an alternative to or in combination with a financial incentive. An incentive investment, grant or low interest loan from the State of North Carolina which requires a local match will be considered separately from a tax-based investment grant. The local unit of government reserves the right to deduct the match from the total incentive amount.
9. All financial incentives shall be paid pursuant to a written financial incentive agreement between Sanford - Broadway - Lee County and the recipient business. Provisions shall be included in every financial incentive agreement to ensure the unit of government, pursuant to NCGS 158-7.1(h), recaptures sums appropriated or expended in the event the business fails to adhere to its job creation, agreed-upon investment and continuous operations at any time during the contract period.
10. Claw-back provisions may include termination of the contract, proration of future cash payouts, and/or repayment of financial incentives already issued to a business.
11. The guideline schedule for incentive investment by Sanford – Broadway – Lee County is below:

| Level One | Investment Threshold | New Jobs | Incentive Grant Amount and Period |
|-------------------|----------------------|----------|---|
| New Business | \$3 Million | 10 | 5 years, 50%, 40%, 30%, 20%, 20% based on new value |
| Existing Business | \$1 Million | 10 | 5 years, 50%, 40%, 30%, 20%, 20% based on new value |
| | | | |
| Level Two | Investment Threshold | New Jobs | Incentive Grant Period |
| New Business | \$20 Million | 20 | 5 Years: 50%, 50%, 50%, 40%, 30%, new value added |
| Existing Business | \$10 Million | 20 | 5 Years: 50%, 50%, 40%, 30%, 30%, new value added |
| | | | |

12. Projects which do not meet all of these guidelines will still be considered. Please contact the Growth Alliance staff to discuss any project.



Demographic and Income Profile

Lee County, NC
 Lee County, NC (37105)
 Geography: County

Prepared by Esri

| Summary | Census 2010 | 2017 | 2022 |
|---------------------------------|-------------|--------|----------|
| Population | 57,866 | 60,024 | 61,616 |
| Households | 22,058 | 22,833 | 23,426 |
| Families | 15,507 | 15,875 | 16,209 |
| Average Household Size | 2.58 | 2.58 | 2.59 |
| Owner Occupied Housing Units | 14,674 | 14,517 | 14,843 |
| Renter Occupied Housing Units | 7,384 | 8,316 | 8,583 |
| Median Age | 37.2 | 38.4 | 39.4 |
| Trends: 2017 - 2022 Annual Rate | Area | State | National |
| Population | 0.52% | 1.10% | 0.83% |
| Households | 0.51% | 1.06% | 0.79% |
| Families | 0.42% | 0.95% | 0.71% |
| Owner HHs | 0.45% | 1.00% | 0.72% |
| Median Household Income | 2.16% | 1.93% | 2.12% |

| Households by Income | 2017 | | 2022 | |
|--------------------------|----------|---------|----------|---------|
| | Number | Percent | Number | Percent |
| <\$15,000 | 3,163 | 13.9% | 3,198 | 13.7% |
| \$15,000 - \$24,999 | 3,039 | 13.3% | 2,893 | 12.3% |
| \$25,000 - \$34,999 | 2,352 | 10.3% | 2,129 | 9.1% |
| \$35,000 - \$49,999 | 3,494 | 15.3% | 3,063 | 13.1% |
| \$50,000 - \$74,999 | 4,333 | 19.0% | 4,200 | 17.9% |
| \$75,000 - \$99,999 | 2,752 | 12.1% | 3,074 | 13.1% |
| \$100,000 - \$149,999 | 2,533 | 11.1% | 3,116 | 13.3% |
| \$150,000 - \$199,999 | 762 | 3.3% | 1,158 | 4.9% |
| \$200,000+ | 405 | 1.8% | 595 | 2.5% |
| Median Household Income | \$46,512 | | \$51,752 | |
| Average Household Income | \$60,800 | | \$70,730 | |
| Per Capita Income | \$23,521 | | \$27,273 | |

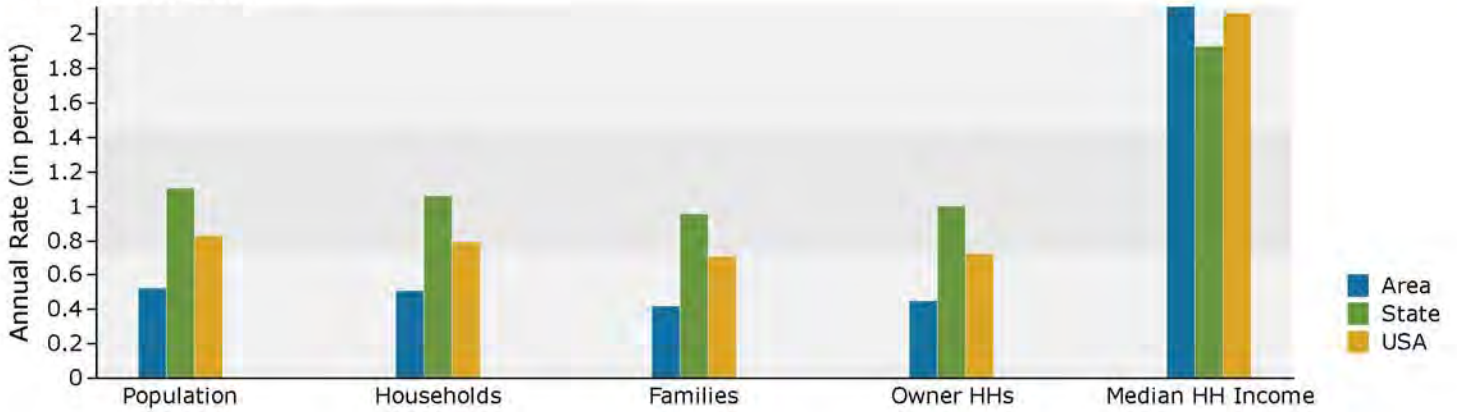
| Population by Age | Census 2010 | | 2017 | | 2022 | |
|-------------------|-------------|---------|--------|---------|--------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| 0 - 4 | 4,221 | 7.3% | 4,053 | 6.8% | 4,049 | 6.6% |
| 5 - 9 | 4,055 | 7.0% | 4,082 | 6.8% | 4,068 | 6.6% |
| 10 - 14 | 4,125 | 7.1% | 3,988 | 6.6% | 4,218 | 6.8% |
| 15 - 19 | 3,883 | 6.7% | 3,646 | 6.1% | 3,812 | 6.2% |
| 20 - 24 | 3,417 | 5.9% | 3,596 | 6.0% | 3,349 | 5.4% |
| 25 - 34 | 7,505 | 13.0% | 7,917 | 13.2% | 7,719 | 12.5% |
| 35 - 44 | 7,717 | 13.3% | 7,704 | 12.8% | 8,037 | 13.0% |
| 45 - 54 | 8,167 | 14.1% | 7,697 | 12.8% | 7,475 | 12.1% |
| 55 - 64 | 6,839 | 11.8% | 7,705 | 12.8% | 7,866 | 12.8% |
| 65 - 74 | 4,361 | 7.5% | 5,734 | 9.6% | 6,437 | 10.4% |
| 75 - 84 | 2,578 | 4.5% | 2,754 | 4.6% | 3,377 | 5.5% |
| 85+ | 998 | 1.7% | 1,148 | 1.9% | 1,209 | 2.0% |

| Race and Ethnicity | Census 2010 | | 2017 | | 2022 | |
|----------------------------|-------------|---------|--------|---------|--------|---------|
| | Number | Percent | Number | Percent | Number | Percent |
| White Alone | 38,688 | 66.9% | 39,259 | 65.4% | 39,595 | 64.3% |
| Black Alone | 11,565 | 20.0% | 11,728 | 19.5% | 11,820 | 19.2% |
| American Indian Alone | 407 | 0.7% | 494 | 0.8% | 558 | 0.9% |
| Asian Alone | 489 | 0.8% | 712 | 1.2% | 888 | 1.4% |
| Pacific Islander Alone | 20 | 0.0% | 39 | 0.1% | 51 | 0.1% |
| Some Other Race Alone | 5,286 | 9.1% | 6,088 | 10.1% | 6,727 | 10.9% |
| Two or More Races | 1,411 | 2.4% | 1,704 | 2.8% | 1,977 | 3.2% |
| Hispanic Origin (Any Race) | 10,576 | 18.3% | 12,042 | 20.1% | 13,457 | 21.8% |

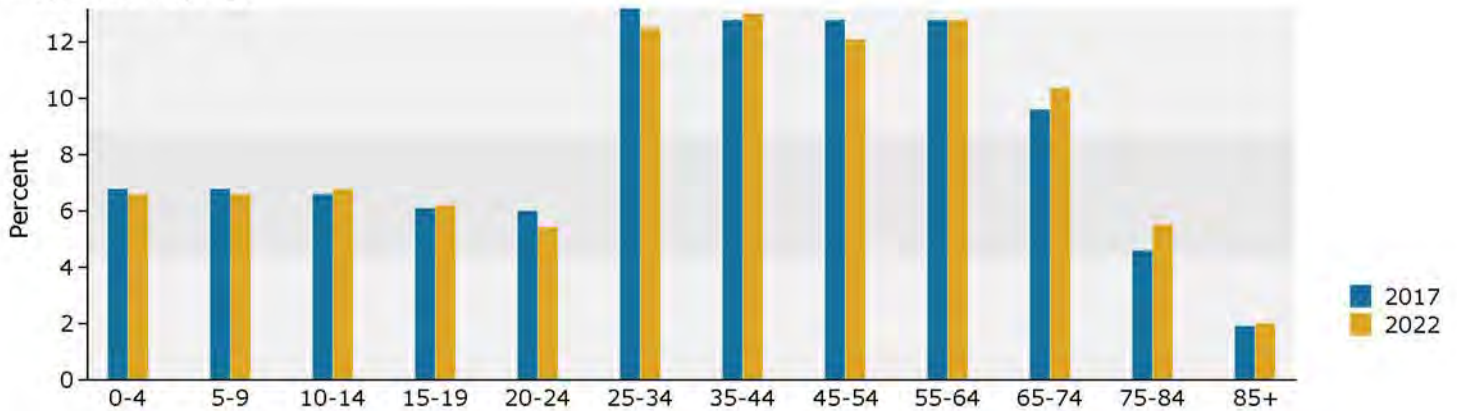
Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022.

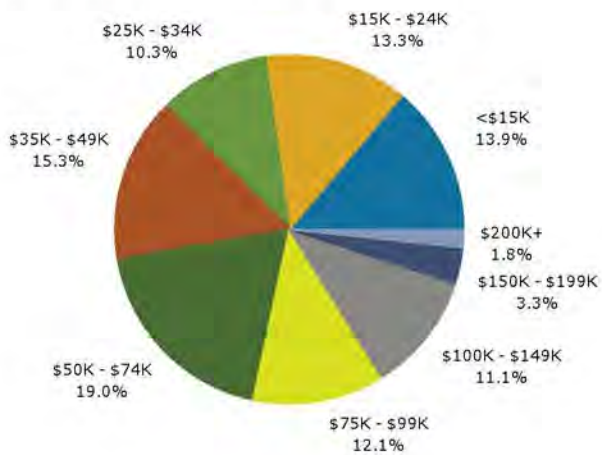
Trends 2017-2022



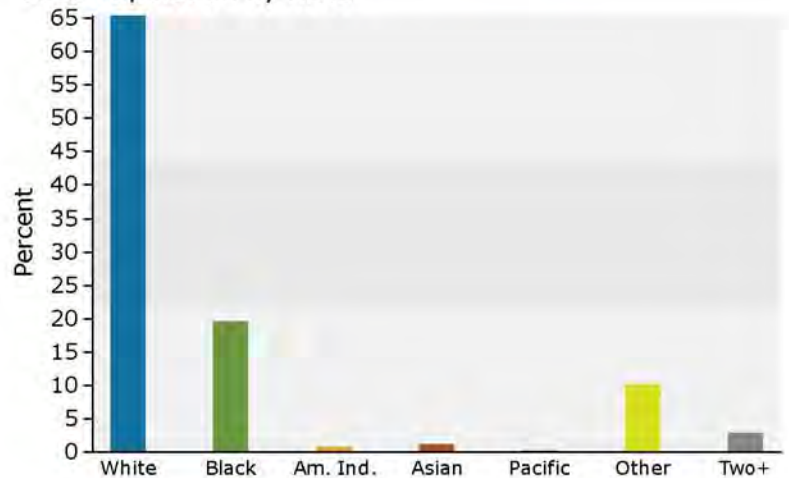
Population by Age



2017 Household Income



2017 Population by Race



2017 Percent Hispanic Origin: 20.1%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022.



RALEIGH EXEC JETPORT

Since opening its doors in October 2000 — originally as the Sanford-Lee County Regional Airport — Raleigh Exec has made a significant impact on aviation in the Research Triangle Region. Designated as a reliever for Raleigh-Durham International, the jetport is home to corporate aircraft, aviation-related businesses, recreational aviators and an active flying club.

The airport covers an area of 700 acres at an elevation of 246 ft above mean sea level. It has one asphalt paved runway, designated 3/21, which is 6,500 by 100 ft with a parallel taxiway and weight capacity of 100,000 pounds. Located just off U.S. 1 at exit 76 (Farrell Road), the jetport is just 15 miles from the Triangle Parkway I-540, providing easy access to the Research Triangle Park.

Raleigh Executive is an asset to the Economic Development in Sanford-Lee County. Contributing \$32.17 million dollars to the economy in 2015, and supplying over 50 jobs. Currently Raleigh Exec has 120 aircraft based customers.

Conveniently accessible to the Central Carolina Enterprise Park, Triassic Business Park and Lee County Industrial Park, home to global leaders like Pfizer, GKN Driveline and Caterpillar. Also 35 minutes drive time from the Research Triangle Park, Raleigh, Durham, Chapel Hill and Pinehurst.

The airport offers full services, including Jet A and 100LL aircraft fuel, complete aircraft maintenance, avionics repair, pilot weather services, flight schools, secure hangars with limited-access gates, car service, courtesy and rental automobiles, and catering.

More information can be found at www.RaleighExec.com or call 919-776-2939.

Sanford Area Growth Alliance
PO Box 519 | Sanford, NC | 27331
919-774-8439



The task of economic development in Lee County once rested on the shoulders of just one man.

And that man, Hal Siler – who was also the face of Sanford's Chamber of Commerce for parts of three decades – had a profound impact on the economic landscape of the community.

"Hal Siler was our chamber executive and the lead recruiter for new business," said SAGA Economic Development Executive Director Bob Joyce, who now coordinates Lee County's economic development efforts. "His 25-year record of success here is unmatched by any other similar size community in America."

Siler and the other leaders who held the post – including Scott Swindell and Bob Heuts – collectively recruited an impressive and lengthy list of industries and business to the area and helped

existing industry expand. But in a global economy, the modern economic development effort is a complex and nuanced puzzle requiring more than just a good location and a ready work force. Today, high levels of coordination, communication and sophistication are the bare requisites. In the Sanford area, that work is done by a team with a new face, a new mission and new home, driven by strategically-integrated goals and objectives.

The creation of the team had its genesis back in 2008 when a committee of private citizens, called "The Second Century Project," recognized the need for a broad-based effort to actively promote Lee County. Second Century privately raised \$125,000 to lay the groundwork for a comprehensive marketing campaign to create state-wide and regional awareness of Lee County's quality of life.

Joyce and the team of nearly 50 people involved in Second Century also developed a business plan for the area. And Kirk Bradley, a Second Century Project leader, said that without the work, it's doubtful Sanford and Lee County would be positioned as well as they are today.

"Besides the Well-Centered brand, our community got a complete assessment of where we stood from an economic development standpoint—the good, the bad and the ugly," Bradley said. "A third party provided an objective scorecard of where we ranked on important quality of life metrics. This provided impetus to galvanize our business community into action to make our community more competitive and to create an entity that could drive it forward."

The project's two phases involved a community branding strategy and a multi-year marketing campaign; teams of community leaders outlined specific economic development goals and "key deliverables" for the community, many of which since been achieved.



Hal Siler, known as a Sanford historian, also served as Economic Development Director for 25 years.

DEVELOPMENT STORY

One of the most significant of those deliverables became the largest initiative birthed from Second Century: the realization that one public/private, non-profit enterprise for Lee County's economic development could drastically shift the area's marketing and growth potentials. A merger of the Lee County Economic Development Corporation (EDC) and the Sanford Area Chamber of Commerce, the leaders envisioned, would improve funding, coordination and leadership of economic development efforts and support long-term sustainable growth.

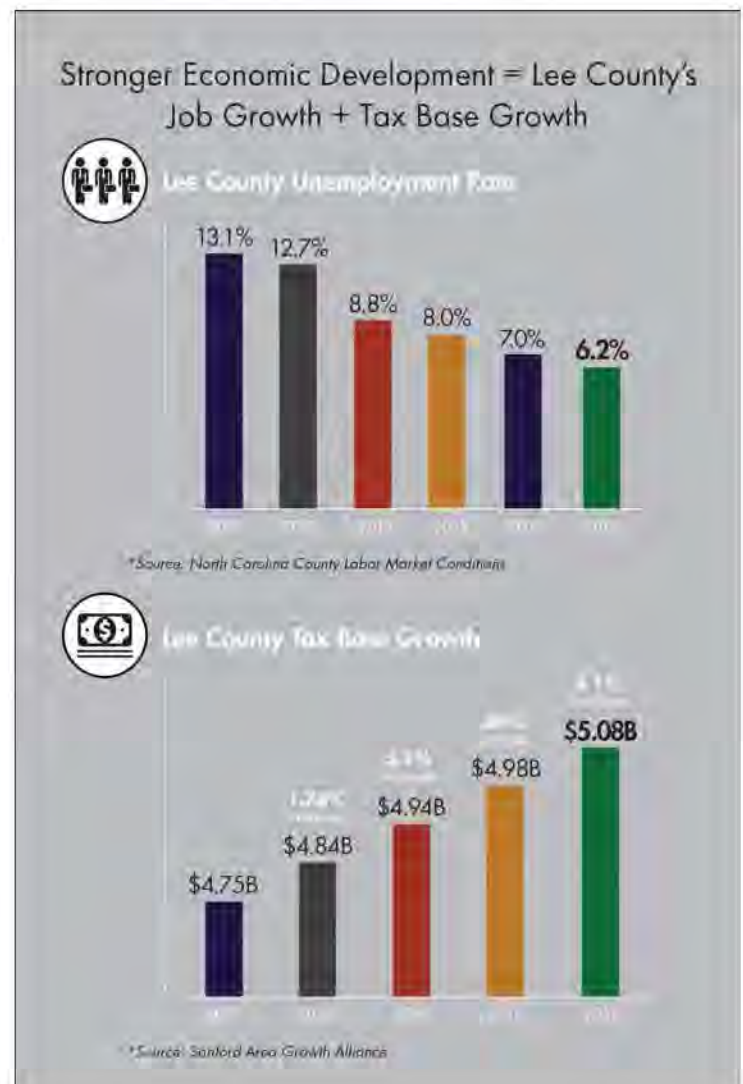
After a campaign to jump-start funding, the Sanford-Lee County Partnership for Prosperity was created and a detailed program of work was developed for the partnership to execute. This program of work focused on goals in nine vital areas: New Business Recruitment; the Marketing of Lee County; Education Workforce and Leadership Development; the Retention and Expansion of Existing Business; Small Business and Entrepreneur Development; Visitor Services; Enhancement of Quality of Life; Product and Infrastructure Development; and Agriculture Development.

"Building blocks were put in place that focused on school facilities and workforce development," Bradley said. "But Bob Heuts's retirement made it apparent that our community needed a different economic development approach. Most importantly, we needed an organization with more horsepower in terms of funding and head count. The elected leadership and civic leadership came together to create that organization—a true public-private partnership for the good of our community."

The partnership hired professional staff (including Joyce, who had been the chamber's top executive) and morphed into the Sanford Area Growth

Alliance, commonly known as SAGA. Now utilizing the talents of a staff of seven, SAGA's work is governed by a local board of directors and its stakeholders and investors. It includes a separate chamber of commerce and visitors services group, along with working committees and scores of volunteers.

"The formation of this organization is the culmination of seven years of hard work by literally hundreds of community leaders from all parts of this community," Joyce said.





SAGA CEO Joy Thrash, who became the organization's leader last May, said its strength comes from the public-private partnership and collaboration.

"SAGA's greatest achievements include moving into the renovated Buggy Factory and being fully staffed, so we can more actively fulfill our program of work," she said. "This can be achieved with our

fully-functioning economic development, chamber of commerce and visitor services all housed under one entity, one roof."

Obviously, Thrash says, SAGA is the culmination of many hands focused on one work. It's evidence of many partners – the city, county, Town of Broadway, EDC, Chamber, private investors – joining forces to achieve one goal.

CENTRAL CAROLINA **ENTERPRISE PARK**

One of the Sanford Area Growth Alliance's biggest successes stories so far is perhaps better known outside Lee County than in it.

Central Carolina Enterprise Park, a 700-acre site for industrial development located off Colon Road in Lee County, is one of 11 state certified sites in North Carolina and the state's fourth largest. In the economic development game, CCEP is one of the county's most valuable assets, and for good reason: in at least 80 percent of SAGA proposals, CCEP is currently being pitched as a target site to site consultants inquiring on behalf of their clients, a product marketed to small, medium and large campus-type users.

Donnie Oldham, president of Sanford Contractors, calls CCEP "a great industrial site."

"Its location makes it attractive to a variety of potential industry," he said. "CCEP is in close proximity to U.S. 1, the Raleigh Exec Jetport and

Central Carolina's Community College's Innovation Center, which offers industrial training."

CCEP's story testifies to the effective collaboration between private and public interests. Private investment worked closely with the City of Sanford and Lee County to bring CCEP to fruition; the city and county have contributed more than \$10 million in its formation. That investment included building a road connecting Colon Road and Clyde Rhyne Drive; providing water and sewer service and extensions; extending Broadplex 10GB per second ultra-high speed fiber service to the site; installing a walking path; providing grants to support image setting (including road improvements, signage, lighting and landscaping), supporting power and natural gas service installation; and offering flexible, project-oriented incentive policies competitive with surrounding counties.

Many factors point to CCEP's success, but location is a top draw, according to developer Kirk Bradley.

DEVELOPMENT STORY



Central Carolina Enterprise Park is a 700-acre site for industrial development located off Colon Road in Lee County.

“Being seven minutes away from the Moncure Megasite and less than 40 minutes from two other Megasites in tandem with being located adjacent to U.S. 1, makes CCEP close to many drivers of economic development that are unique to the State of North Carolina and the Southeast,” he said. “Site selectors are becoming increasingly aware of this rare combination of economic development assets.”

Adjacent to U.S. 1, CCEP is only a 15-minute drive to I-540, making both RDU International Airport and Raleigh’s urban core accessible in 30 minutes. And Lee County’s own Raleigh Executive Jetport is just five minutes from the CCEP entrance.

Perhaps the best benefit of CCEP is its proximity to the 2,285-acre piece of land known as the Moncure Megasite, described by Bob Joyce as one of the best-located, shovel-ready megasites in the U.S.

“Location within easy commuting distance of Research Triangle Park is the primary attribute

of this site,” Joyce said. “The site also boasts ease of development because of its relatively flat topography, and being serviced by rail, highway, abundant water and sewer capacity as well as electric power make it shovel-ready.”

With a sizeable Original Equipment Manufacturer (OEM), comes suppliers; only seven minutes away, CCEP could easily deliver supplier space.

Joyce says the potential benefits of CCEP to the City of Sanford and Lee County are immense. This project will build the city’s and county’s tax base, attract new jobs and retain existing jobs; at full build-out and occupancy and with continued city and county support, CCEP is positioned to deliver more than \$200,000,000 in tax base growth for the community as well as 2,000+ jobs in the next 10 years.

A competitive economic development product, CCEP enables the City of Sanford and Lee County to compete in the marketplace for top industrial, manufacturing and distribution projects.



REVITALIZATION EFFORTS

INFRASTRUCTURE, REGION FRESH FOR

When drought hit a decade ago, communities throughout the state struggled to conserve water. Nearby Raleigh, for example, imposed some of the more stringent rules: vehicles could only be washed on weekends and lawns could be watered just one or two days each week. There were even limits on how swimming pools could be refilled.

But it wasn't only the immediate crisis that felt so ominous. With new people flowing into the Triangle every day, many worried that water shortages could become more severe over the years and even

cripple local cities, perhaps forcing businesses considering the area to go somewhere else.

Water rationing was everywhere, it seemed.

Except in Sanford.

As the Triangle was drying out, Sanford was flush with water. The only problem was convincing locals. Larry Thomas, who was the City of Sanford's public works director at the time, recalls the panic.

"We tried to get it across to the public that we had plenty of water," says Thomas, who retired in 2008, the year after the water crisis hit its depth. "A lot of towns would be rationing water and we were saying, 'We've got plenty — and, it's being recycled.'"

How could Sanford have so much water?

Thomas credits community visionaries, who made tough decisions decades ago that laid the foundation for success.

In the case of water, it was building a new, state-of-the-art processing plant way out in the country. The current system pulls water out of the Cape Fear River, from a location where it's most plentiful, and can move 12 million gallons per day through a filtration facility that was built with plenty of room to expand.

And in a stroke of good fortune, another advanced, expandable facility built about the same time treats wastewater and returns it to the Deep River roughly 11 miles upstream from the filtration plan, preserving water in a sort of endless recycling loop.

Thomas isn't quite sure whether that loop was planned or not. In any case, it means that





WORKFORCE PREPAREDNESS

PREPARED WORKFORCE

Education, so goes the mantra, is the essence of economic development. Without a well-trained and educated workforce, a community can't thrive. And without an unwavering commitment to education, a workforce can't be sustained.

Intentional efforts, like the four Central Carolina Community College (CCCC) bonds approved by Lee County voters in November 2014, have aided in the existing success of workforce development efforts by both the Lee County K-12 school system and by CCCC. But Dr. Pamela Gibson Senegal, CCCC's vice president of economic and

community development, says other "bold" moves set Lee County apart when it comes to education's contribution to economic development.

"Our region has taken bold steps to ensure that our workforce is prepared by investing in the CC Works program and by supporting bonds that enable CCCC to continue to grow and evolve," she says.

GRADUATING WITH MORE

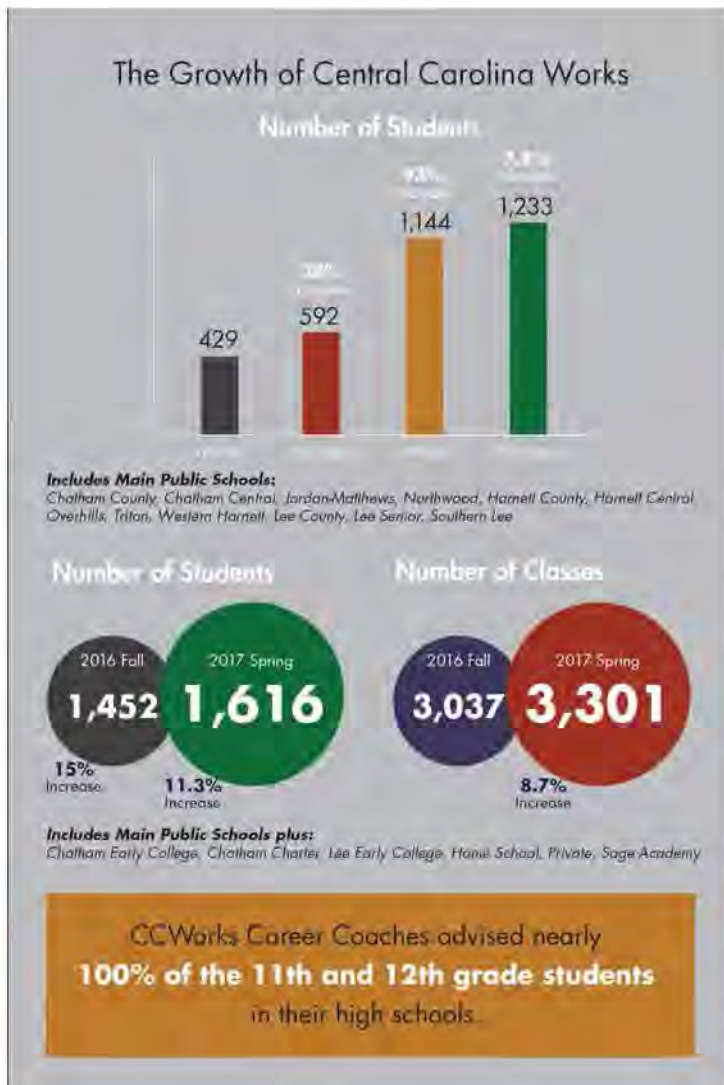
Dr. Andy Bryan, superintendent of Lee County Schools, understands this as well, and he's adopted that relationship between education and economic development as part of his mission: Bryan wants to see every high school student in Lee County graduate with more than just a diploma—with that "more" being either college credits or internship experience.

Located on CCCC's campus, Lee Early College helps that happen. More than 280 students participate in the program, enabling high schoolers the opportunity to complete an Associate of Arts, Associate of Science or Applied Associate of Science degree by the time they graduate from high school.

The community college and Lee County Schools partnered to deliver this. If Dr. Bryan has his way, this program will only continue to grow and encourage more minority, first-generation and low-income students to pursue their academic dreams.

INDUSTRY SERVICES MAKING STRIDES

Cathy Swindell, the director of industry services for CCCC, is also in the business of preparing people for success. While some colleges were



ENSURES THRIVING ECONOMY

reconsidering their vocational training programs, CCCC bolstered its efforts.

It's paid off. Many of the high-demand curriculum programs, such as Computer Integrated Machining, Industrial Systems Technology and Electronics Engineering Technology, are chock full of students. Some students even get hired before completing their degrees, Swindell says.

She and her team also meet the needs of local industries by striving to promote a business' success through low- or no-cost quality industry training.

"The goals of any project undertaken by CCCC's Industry Services Office are to foster and support job growth, technology investment, and productivity enhancement," she said.

Industry training's impact on the economy is substantial. CCCC and its students added \$229.4 million in income to the college's service area economy in fiscal year 2012 – 2013, according to a statewide economic impact study. The same study indicates \$229.4 million equals 3.4 percent of the Gross Regional Product. The total income includes the college operations impact, student spending impact and alumni impact.

Julian Philpott, chairman of the CCCC Board of Trustees, isn't surprised by those economic benefits.



Industry training's impact on the economy is substantial.

"The Economic Benefit Fact Sheet on CCCC verifies that every dollar invested in CCCC provides a significant return to CCCC's students, the taxpayers in the service area, and the citizens of North Carolina," he said.

The referenced CCCC report also shows this: for every \$1 spent in education, (1) \$2.30 is gained in lifetime income for the student; (2) \$8.10 is gained in added state income and social savings for society; and (3) \$3.70 is gained in added taxes and public sector savings for taxpayers.

"From both an economic impact and an investment standpoint," Philpott said, "CCCC has clearly demonstrated that it continues to provide outstanding value to its students and the community it serves."

INNOVATION, THE WAY FORWARD

Many of CCCC's industrial training programs are offered at the Dr. Paul Howard and Dr. Barbara James Innovation Center on the Sanford campus.

At about 30,000 square feet, the Howard-James Innovation Center is central to the workforce preparedness equation. A state-of-the-art industrial training center, the center benefits companies like Caterpillar, Coty Inc., 3M, GKN, Olympic Steel and Tyson Foods with its top-notch industry training capabilities.

"We work with industry to assess needs and develop appropriate training programs," Swindell said. "From computer skills to process-related needs, we can train current or new employees to respond."

As of March, the Howard-James Innovation Center has served 34 unique organizations, instructed 3,637 trainees and provided 7,890 hours of



specialized training to the central Carolina area, according to CCCC.

And this training provides a continuous pipeline of skilled workers, significantly impacting the Sanford Area's economic growth.

MAKING IT OFFICIAL

Lee County, like most across the state, says it is dedicated to growing a highly-trained and educated workforce. Yet local leaders wanted to make that a tangible reality.

Through a collaboration between CCCC, Lee County Schools and the Sanford Area Growth Alliance (SAGA), Lee County earned its certification as a NCWorks Certified Work Ready Community by The North Carolina Chamber Foundation – one of just 22 North Carolina counties to do so.

Being certified demonstrates to either relocating or expanding companies that Lee County is committed to developing a skilled workforce, according to Bob Joyce, economic development executive director for SAGA. The collaborative team which worked on the certification has partnered with more than 80 businesses who now accept the certification.

Workforce development does not happen by accident, leaders say. Growing a trained workforce is due to the efforts of many on a mission – advisors like Senegal, Bryan, Swindell and Philpott – all working to improve our community's education, training and innovation programs, positioning Lee County on the cusp of something great.

CENTRAL CAROLINA

Sometimes, it takes the efforts of an entire community to make a substantive change. A perfect example is the Central Carolina Works Program (CC Works), offered by Central Carolina Community College.

Private and public organizations collaborated to make CC Works a reality and continue to do so today. The Golden Leaf Foundation teamed with entities in Chatham, Harnett and Lee counties and worked as one community to ensure the take-off of this worthy initiative.

And the effort has proved more than worth it.

The 3-year-old CC Works offers high school dual enrollment, which means enrolled students can earn college credits for courses that also count toward their high school diploma—most frequently on their high school campus. This means high school juniors and seniors can earn one year plus of college credit expense-free through the North Carolina Career and College Promise program.

CC Works Committee Chairman Kirk Bradley says the growing number of students engaged in CC Works is a testament to its relevance.

"I've been very pleased with the success of CC Works," said Bradley, a local property developer. "Getting advisors hired and trained by CCCC into the high schools with the sole mission of educating the students and their families, as well as the faculty and staff of Lee County School System (LCSS), on the benefits of Career and College Promise was the key to the success.



**WORKFORCE
PREPAREDNESS**

CCCC PROGRAMS **OPPORTUNITIES TO**

WORKFORCE DEVELOPMENT BOARD

Through the Workforce Innovation Opportunities Act (WIOA), the Triangle South Workforce Development Board assists with training programs that are tailored to meet the needs of employers and job seekers through its business, adult, displaced worker, and youth programs.

- On-the-job training assistance
- NCWorks customized training
- Skill re-training of workers
- Training grant opportunities

COLLEGE AND CAREER READINESS

College and Career Readiness programs help students develop the basic and academic skills needed for the workplace and/or postsecondary education.

- English as a Second Language
- High School Equivalency Diploma (formerly GED)
- Workplace focused literacy

