- Coordinated donation of IRWIN Tools products to Cornelius & Huntersville Fire Departments
- Completed private-sector fundraising campaign
  - Coordinated consultant's work on campaign
  - Called on more than 100 companies & announced three-year pledges = $601,574
- Planned legislative dinner
- Introduced new three-town occupancy permitting checklist & communications plan
- Announced Clearwater Manufacturing (existing company) as 2010 Advanced Manufacturing Awards winner (Best Innovation Project)
- Planned & conducted LNREDC board member retreat

Investor Spotlight

ElectriCities is a not-for-profit government services organization that consolidates many of the administrative, technical, legal and legislative services needed by municipally-owned electric utilities. ElectriCities is a membership organization including public power communities in North Carolina, South Carolina and Virginia. ElectriCities also provides management services to the state's two municipal power agencies - North Carolina Municipal Power Agency Number 1 and North Carolina Eastern Municipal Power Agency.

ELECTRICITIES

Thank you, LNREDC investors.

Advanced Disposal
American Asset Corporation
American Tire Distributors
Aquesta Bank
AT&T
BB&T
Blue Harbor Bank
Boatsman Gillmore & Associates
Carolina Weekly
Cashion's Quik Stops
Champion Tire and Wheel
Chick-Fil-A at Northcross
Childress Klein Properties
Cool Coyotes
Curtis Screw Co., Inc.
Davidson Chocolate Co.
Davis Capital Group (DCG)
Deborah Young Studio
Duke Energy
ECS Carolinas, LLP
ElectriCities of NC
EnergyUnited
Fifth Third Bank
Forbo Siegling, LLC
Garfinkel Immigration Law Firm
Glenwood Development
Griffin Brothers Companies
Ingersoll Rand
JD Goodrum General Contractors
JJ Wade Agency, Inc.
Lake Norman Chamber of Commerce
Lake Norman Hampton Inn
Lake Norman Woman Magazine
Market Force, Inc.
Max Daetwyler Corporation
McAulay, Sarah
The McIntosh Law Firm, P.C.
McLeod Corporation & Holiday Marina
Microban International Ltd.
Midas Spring Water
Newell Rubbermaid
NorthLake Mall
NorthStone Country Club
Ovation Wireless Management
Payroll Plus
Peoples Bank
Piedmont Bank
Piedmont Natural Gas
Prairie Packaging
Presbyterian Hospital Huntersville
PSI Control Solutions
Republic Services
Regions Bank
Scale Finance
Smith, Mike
The Knox Group
The Park – Huntersville
Wachovia/Wells Fargo

*Since inception, Lake Norman Regional Economic Development Corporation (LNREDC) has brought **over $165.5 million** in new capital investment and **more than 1,032 new jobs** to the region by recruiting new businesses and helping existing industries expand.*

www.lakenormanregion.com

Lake Norman Regional Economic Development Corporation (LNREDC) Board of Directors

Officers
Mike Griffin, Chairman
Griffin Brothers Companies
David Gilroy, Vice-Chairman
Town of Cornelius
Adam Boatsman, Secretary-Treasurer
Boatsman, Gilmore & Associates

Directors

Kris Krider	**Town of Davidson**
Addison Causey	**Lake Norman Chamber**
Tim Dreffer	**Town of Davidson**
Jeff Edge	**Charlotte Chamber**
Greg Ferguson	**Town of Huntersville**
Tim Holder	**EnergyUnited**
Velvette Jones	**Presbyterian Hospital Huntersville**
Ron Julian	**Town of Huntersville**
Craig Norfolk	**ElectriCities**
Richard Pascolini	**Ingersoll Rand**
Michael Phillips	**PSI Control Solutions**
Kevin Pote	**Wachovia/Wells Fargo**
Anthony Roberts	**Town of Cornelius**

Ex-Officio Members

Sally Ashworth	**Visit Lake Norman**
Bill Russell	**Lake Norman Chamber**

LNREDC Staff

Jerry Broadway	**Executive Director**
Charity Pitman	**Associate Director**

Upcoming LNREDC Board Meeting Dates:
January 20
February 17
March 17

LAKE NORMAN REGION
NORTH CAROLINA
LAKE NORMAN REGIONAL ECONOMIC DEVELOPMENT CORPORATION

Economic Development Report

October/November/December 2010

Lake Norman Regional EDC Celebrates Big Campaign Success…

Mike Griffin and Craig Norfolk, LNREDC Campaign Co-Chairs, announce capital campaign success at November Board Retreat

"A 169 percent increase in number of investors over the previous year and 122 percent increase in dollars raised is an incredible accomplishment," say Mike Griffin and Craig Norfolk, LNREDC Campaign Co-Chairs for the organization's "Charting the Waters to Economic Growth" capital campaign. Investors pledged $601,574 for the 2010-2013 timeframe.

"We especially want to thank our campaign leadership team," says Norfolk, "for helping us reach out to new investors and educate others about how economic development brings new jobs and capital investment to our community through new and existing companies in Cornelius, Davidson and Huntersville. Ben Sharpe (BB&T), Velvette Jones (Presbyterian Hospital-Huntersville), Kevin Pote (Wells Fargo), Cathy O'Nan (Aquesta Bank), Ralph Daetwyler & Walter Siegenthaler (Max Daetylwer Corp.), Charles Knox (Knox Realty), Angela Swett (Image Promotions, Inc.), Greg Ferguson (Town of Huntersville), and Leamon Brice (Town of Davidson) served on the leadership team and support LNREDC as company investors.

Griffin Brothers Companies Donates Services

Commerce Station, a business park owned by the three towns of Cornelius, Davidson and Huntersville, is being transformed. Over the last two months, volunteer firemen conducted three controlled burnings to demolish the old structure on the property and Griffin Brothers Companies removed 934 tons of debris from the site for recycling at no cost to the three towns. The demolition site is being cleared for ABB, the new international manufacturing company recruited by LNREDC, to begin construction of its new cable facility in 2011. "We're happy to provide our company's expertise to help Cornelius, Davidson and Huntersville make the way for new jobs and capital investment at the business park," says Mike Griffin, LNREDC Chairman. "As taxpayers, we all benefit from a tax base grounded more heavily in business than residential. We all need to do our part to support LNREDC so we can keep existing companies here and develop property for company expansions and prospects," he adds. "It's a win for all of us."

2010 Lake Norman Regional EDC Milestones

PROJECTS: 332 new jobs, $98.4 million capital investment

- **ABB** project at Commerce Station
  - 100 new jobs & $90 million capital investment
- **SAERTEX USA** existing industry expansion
  - 178 new jobs & $6.5 million capital investment
- **Irwin Tools** existing industry expansion
  - 16 new jobs
- **Curtis Screw** existing industry expansion
  - 10 new jobs & $1.2 million capital investment
- **Huber Technology** existing industry expansion
  - 6 new jobs & $435,000 new capital investment
- **Grogan Associates** existing industry expansion
  - 22 new jobs & $375,000 new capital investment

PRODUCT DEVELOPMENT

- Commerce Station
  - Completed sewer project
  - Revised Covenants
  - Installed new signage
  - Drafted revisions to Interlocal Agreement
- Bailey Road Business Park
  - Coordinated site readiness analysis and master plan development
  - Assisted with sewer service analysis
- Davidson East
  - Coordinated site readiness analysis and master plan review

BUSINESS RETENTION AND EXPANSION

- Made 136 existing industry visits/follow ups via the BRE program
  - Made *248 additional contacts* with external resources to assist companies
  - Created first LNREDC investor directory
  - Facilitated industry tour for LNREDC board of directors & town board members
- Conducted three company executive roundtable events & partnered with Lake Norman Chamber of Commerce on a fourth event
- Facilitated 5 fast track permitting meetings & 1 focus group
- Facilitated NCDOT update luncheon

MARKETING

- Participated in 7 marketing activities to market region
  - International Food show
  - Advanced manufacturing show
  - Ingersoll Rand supplier showcase
  - Consultants event in Atlanta
  - Consultants event in New York
  - Boat tour of Lake Norman for Motorsport International Association with the CRP
  - Interface Carolinas
- Facilitated October ElectriCities tour of Lake Norman region properties
- Presented to NC Department of Commerce staff on Lake Norman region
- Assisted with brokers tour planning
- Doubled the number of LNREDC website property listings (increased from 62 to 123)
- Added section on LNREDC website for small commercial and retail properties
- Placed Lake Norman region sites and buildings on the state website
- Updated LNREDC website content with current information

COMMUNICATIONS

- Developed quarterly Dashboard for LNREDC investors
- Hosted advisory board event for investors
- Met individually with more than 30 investors and potential investors
- Established program to visit all LNREDC investors during the year

MISCELLANEOUS

- Recruited three new private sector members for the LNREDC board
- Met with NC elected representatives in Washington, DC
- Assisted with Senator Burr's visit to the Lake Norman region
- Hosted two economic development webinars for three towns' development staff