



Existing Business Program

LEDA understands the importance of retaining and expanding existing business. As a result, a full time Existing Business Manager is on staff to devote full attention to the businesses in Lincolnton and Lincoln County. Through the established Existing Business Program, LEDA is able to offer a great resource to our businesses.

The Existing Business Program is a comprehensive program that focuses solely on the retention and expansion of existing industry in Lincoln County.

Existing Industry Committee: The Existing Industry Committee is a committee dedicated to the retention and expansion of existing industry in Lincoln County. This committee meets throughout the year to refine and improve current programs, develop new programs, and discuss new ideas and opportunities pertaining to existing industry.

Visitation Program: Annual visits and tours of Lincoln County industrial facilities provide an opportunity for LEDA to establish and maintain rapport and solid working relationships with our existing businesses. It further fosters a better understanding of businesses and their products. The insight and information received during company visits can be used to identify supplier linkages, create new intra-county business relationships, and increase our understanding of the Lincoln business community. Most importantly, it provides the company with the opportunity to learn more about LEDA and our commitment to retaining and expanding our existing industries.

Before a company visit, background information pertaining to that company will be compiled. This information will be verified and updated prior to or during the visit. During the visit, the visitation team will give an overview of economic development efforts in Lincoln County and the City of Lincolnton. The Existing Business Manager, Chair of the Existing Industries Committee or the Executive Director will administer the visitation survey with the attending company official(s). During this process, concerns and opportunities for the company will be revealed and discussions will ensue. After the survey is completed, there will be a brief unstructured period to discuss the county and city in general or other relevant topics. The company visit will not exceed one hour. A copy of the latest LEDA Corporate Profile will be left with company officials for future reference. When possible, the visitation team will take a tour of the industrial facility.

Following the visit, the Existing Business Manager will review the visitation survey. Company requests for assistance or information will be immediately acted upon. A thank you/follow up letter will be sent within 7 days of the visit.

The visitation team of two or three individuals will visit companies based on one of the following established categories: twenty largest employers, manufacturers, distributors, banks, key small businesses and LEDA private members. In addition, the Existing Business Manager or the Executive Director may visit other companies as needed.

Industry Appreciation Week: Each year LEDA coordinates Industry Appreciation Week in Lincoln County. This is a weeklong celebration to thank industries and international industries for their presence and commitment to the Lincoln community. No Industry Appreciation Week is ever the same. Each year there is something new and different to see and do.

Typically the hi-light of Industry Appreciation Week is the industrial open house day(s). Each year during this celebration one or more Lincoln County industries, will host an open house for the community. This provides the Lincoln community with a rare opportunity to see first-hand the manufacturing process of locally made products. A Chip & Putt Contest along with a celebration luncheon has been added mid-week and one of everyone's favorite is the International Dessert Tasting on Friday topping off a week long celebration. LEDA recognizes we are truly in a global society. This is an opportunity for county and city officials along with the LEDA Board of Directors and representatives from Lincoln County's international companies to network. This informal setting is a wonderful opportunity for all to learn about the norms and cultures of Lincoln County's international industry.

Existing Industry Directories: LEDA maintains and provides a Manufacturers & Distributors Directory, Motor Sports Directory and Transportation Directory for Lincoln County. These comprehensive directories are used as an information source and are especially useful to Lincoln County existing industry.

Industry of the Year: The Lincoln County Industry of the Year Award is presented annually to the industry that has had the greatest positive impact on the community. The award is based on a set of criteria: Positive Impact – The industry must have made a positive impact in the County of Lincoln within the last year. Community Involvement – The industry must be involved with the Lincoln community through direct financial, time and/or other significant contributions. Business Performance: The industry must be a leader in their field and have produced a positive performance during their last fiscal year. Standard of Conduct: The industry must maintain the highest standards of conduct in working with the community, government, other businesses and their own employees.

The LEDA Board of Directors will select the Lincoln County Industry of the Year. The award will be presented at the Lincoln-Lincoln County Chamber of Commerce annual banquet.

Milestone Achievement Award: LEDA will present Milestone Achievement Awards each year to manufacturers and distributors located in the City of Lincoln and Lincoln County. The purpose of the award is to recognize and thank local industry for their past, present and future commitment to the city and county.

Manufacturers and distributors operating in the City and County are eligible for the award. Awards will be presented to industry on their fifth year anniversaries (5, 10, 15, 20, etc.). Milestone Achievement Awards will be presented during an annual luncheon in honor of the recipients.

Industrial Managers Association: LEDA manages all operations of the Industrial Managers Association (IMA). The IMA of Lincoln County is a non-political organization with the purpose of furthering the social, economic, and cultural growth of

Lincoln County. Members are comprised of the top management in Lincoln County Industry. The IMA provides these leaders with the opportunity to foster working relationships between and among industry and at the same time work together to better Lincoln County.

The IMA meets every-other month starting in February. During these lunch meetings, members discuss industrial issues ranging from ergonomics to OSHA regulations. Each year the group will hold at least one meeting at a member facility. This provides members with the opportunity to learn more about one another's manufacturing processes.

The IMA, while focusing on important industrial issues, also enjoys having time to relax and socialize. An annual golf outing, holiday social and forklift rodeo are just a few examples of some of the group's activities. Recent trips have included an exclusive behind the scenes tour of Dale Earnhardt Incorporated and a trip to the BMW facility in Greer, S.C.

Incentive Grants: LEDA coordinates and implements Lincoln County and the City of Lincolnton's Industrial Development Incentive Grant Program. LEDA is on-hand to walk existing industry through the grant process from beginning to end. Beginning with assistance filling out the application to presenting the grant request to the Board of County Commissioners and City Council, LEDA is there to make the process smooth and simple for existing industry.

Retention & Expansion: Each year LEDA works collectively and individually with existing industry to aid in retention and expansion projects. LEDA makes it a top priority to be existing industry's one-stop resource for anything and everything.

There is no limit on the services we provide to our existing industry. When a company comes to us for assistance, if we do not immediately know the answer, we will be able to either provide a contact or research and find the answer ourselves.

LEDA has numerous allies that collectively work together to make Lincoln County the natural place for industry. From the Employment Security Commission to the North Carolina Community College System to the city and county to utility companies and many, many more, LEDA has an abundance of resources to aid in assisting our industrial base.

Examples of Assistance to Lincoln County Existing Industry:

- ◆ Prepare Press Releases and Communication Assistance
- ◆ Transportation Assistance
- ◆ Procurement Information
- ◆ Workforce Development Training Information
- ◆ Employment Issues
- ◆ Utility Issues
- ◆ Zoning and Permitting Assistance
- ◆ Liaison to Lincolnton and Lincoln County Officials and Departments
- ◆ Provide Information and Contacts to the City and County
- ◆ Provide Information and Contacts to State and Federal Departments

- ◆ Incentive Grants
- ◆ Public Hearing Presentations

How are we doing? Just ask our existing industries!

“We brought our Board of Directors here (Lincolnton) because we wanted them to see the future of The Timken Company. This sets the Lincolnton plant as the lead of The Timken Company in terms of automotive technology.”

James Griffith, CEO, The Timken Company

“It’s (Lincolnton) a great place to do business. It’s set up perfectly for manufacturing, with a good supply of employees, and it’s in a good place geographically for distribution.”

Alex Calabrese, President and COO, RSI Holding Corp.

“Because of LEDA’s assistance and support, LeeBoy has decided to expand its Lincoln County site and not pursue other opportunities elsewhere for its continued growth.”

Kelly Majeskie, President and COO, V.T. LeeBoy

“LEDA promotes a “Pro Industry” image for Lincoln County with focus for new industry and existing business.”

David Lee, General Manager, Robert Bosch Tool Corp., Lincolnton Manufacturing Division

**LEDA’s top priority is the retention and expansion of existing industry.
The success of Lincoln County’s existing industry is our business.**