

## Program Focus Areas

Existing Business Activity ~ Business Recruitment ~ Product Development

### Project Averages



**85**  
 JOBS



**56**  
 THOUSAND  
 SQUARE FEET



**11**  
 ACRES



**\$3**  
 MILLION  
 INVESTMENT

### Project Activity Stats



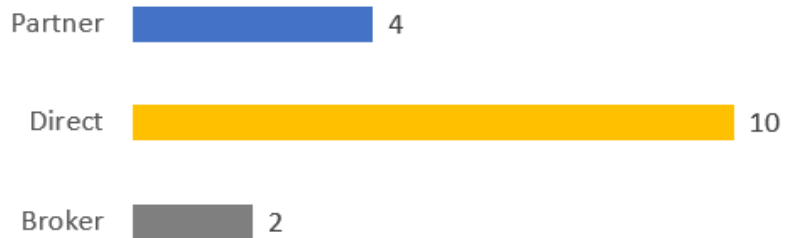
Active Projects



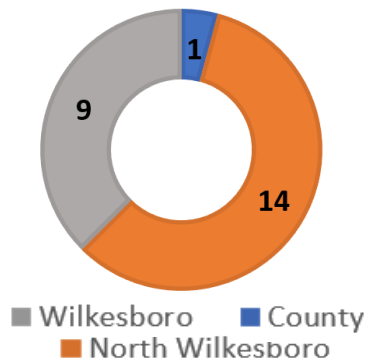
Projects Added

The EDC is engaged with 16 active projects which consists of 7 New and 9 Existing Businesses. There was 1 recruitment visit. There were 3 missed opportunities this month due to building size requirement and not having shovel ready site.

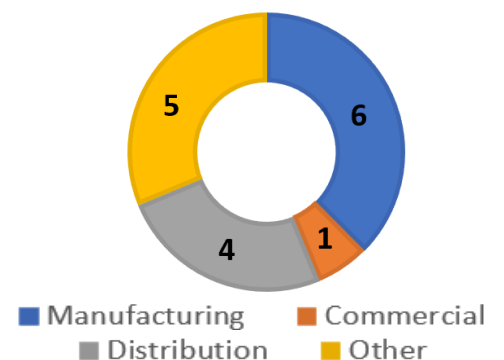
### Projects by Source



### Projects by Location



### Projects by Type

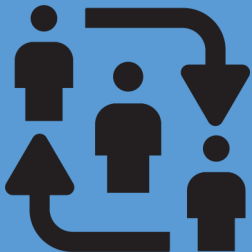


## Existing Business Activity



**5**

UNIQUE VISITS



**2**

FOLLOW UP VISITS

## Meetings



**14**

PARTNER MEETINGS



**5**

PRODUCT DEVELOPMENT



**12**

SOLUTIONS PROVIDED

## Wilkes EDC Held Annual Meeting

The Wilkes EDC held its Annual Meeting at the Stone Center. The new [Action Plan](#) was revealed, providing a roadmap for growth in Wilkes over the next three years. The [2019 Wilkes EDC Entrepreneurship Grant](#) recipients were recognized and Jeff Mang from [Jeld-Wen](#) shared information about their company in North Wilkesboro and plans for future growth.

## AREA DEVELOPMENT Topics of Interest

### Quantifiable, Physical, and Intangible Location Factors

Labor availability is generally the number-one concern of growing companies that need to locate a facility in a new location. Therefore, a company's site selection team needs to determine which regional markets can satisfy that need. A regional market analysis will identify growing markets that provide the best chance to connect with customers and suppliers and gain the workers needed for success. Data points include population growth, GDP growth, unemployment levels, income growth, and poverty reduction, just to name a few. [Read more....](#)

## The 3 Cs of Successful Site Selection: Company, Culture, and Community

What is the "soul" of your company? Many corporations and corporate executives have a firm understanding of what is at the heart of their company: culture. Mission and vision statements, codes and ethics, employees and employee handbooks all serve as windows into the "soul" or internal culture of a company. And the impact of culture on a company cannot be understated—it is vital. Without culture, business organization won't be sustainable. [Read more....](#)



Dan Foster, Executive Managing Director at Newmark Knight Frank and Chris Volney, Senior Director, CBRE Labor Analytics, spoke with Area Development about the less tangible site selection factors, such as local culture and quality of place, at our Miami Consultants Forum.

## August Unemployment Rate

**Static 4.6%**

Remains Static from 4.6% in July. State August Rate is 4.3%.