

## Program Focus Areas

Existing Business Activity~Business Recruitment~Real Estate Development

### Active Project

#### Averages



**67**  
 JOBS



**51**  
 THOUSAND  
 SQUARE FEET



**12**  
 ACRES



**\$6**  
 MILLION  
 INVESTMENT

### YTD Project Activity Stats



**Active**



**Added**



**Missed**

\*8 Projects Moved to Inactive = 32 Total Opportunities

Active projects consist of 10 New and 6 Existing businesses.

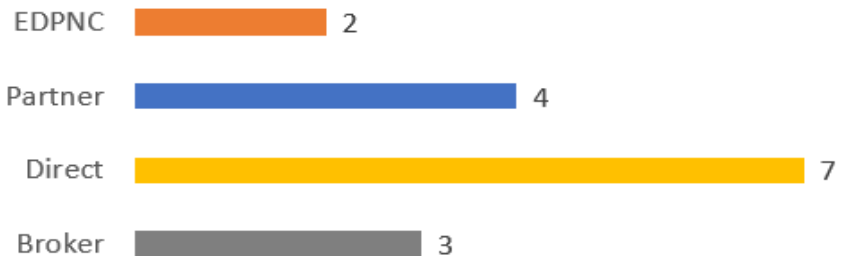
Missed Opportunities consist of mainly manufacturing.

Requirements:

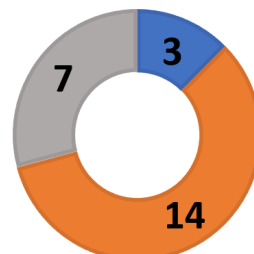
3 Building, 2 Site, 3 Building and/or Site.

3 under 100K, 5 over 100K+ sq. ft., 25-30+ ft. ceiling heights.

### YTD Active Project Opportunities by Source



#### Location



■ Wilkesboro ■ County  
 ■ North Wilkesboro

#### Type



■ Manufacturing ■ Commercial  
 ■ Distribution ■ Office  
 ■ Housing ■ Other

## Existing Business Activity



38 Total Visits

## Meetings



## Program of Work Summary

July—December 2019

- Action Plan Completed—Guiding our Plan of Work
- Released New Website
- Released New Building/Site Tool & Developed Private Tool
- Added In-House Software—Communication, Marketing & Tracking Local Businesses Info
- Marketing Campaign—Increased Efforts in Social Media, Building & Site Videos, Targeted Email Campaigns
- Site Development—Secured Offers to Purchase, Design, Engineering Studies & Presented Recommendations
- Hosted 5 Prospect Tours of Sites and/or Buildings
- Hosted EDPNC Recruitment Team & Northwest Prosperity Zone ED organizations
- Hosted Wilkes Human Resources Meeting
- Hosted Wilkes Chamber of Commerce Leadership
- Presented at W-S Commercial Realtors Alliance
- Presented at Kiwanis
- Participated in Outdoor Economy Conference
- Participated in NC Economic Development Association Meeting
- Contributed & Secured Agriculture Grant
- Contributed to Start-Up Wilkes
- Contributed to Marketing Materials for WilCo NGE
- Sponsored Ag Hall of Fame
- Sponsored WCS' Apprenticeship Awards Program

### Notable Mention:

- Tier Status Change
- 2020—Site Development, Housing Study & Marketing Efforts

## Nov. Unemployment Rate

**3.5%** ↓

Down from 3.9% in Oct. 2019. State Nov. Rate is 3.8%.