

Program Focus Areas

Existing Business Activity ~ Business Recruitment ~ Real Estate Development

Project Averages

Active and Missed

26 Missed Projects Over Last 12 Months



65

JOB
171



49

THOUSAND
SQUARE FEET
205



14

ACRES
51



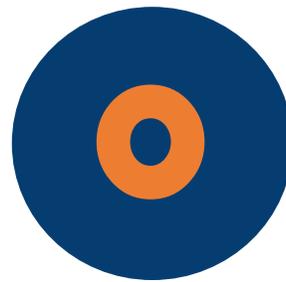
\$3.8

MILLION
INVESTMENT
\$83M

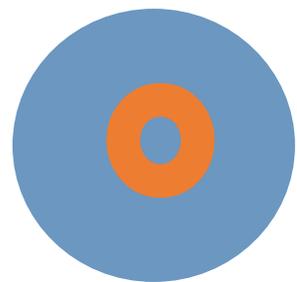
Project Activity Stats



Active Projects



Projects Added



Site Visits

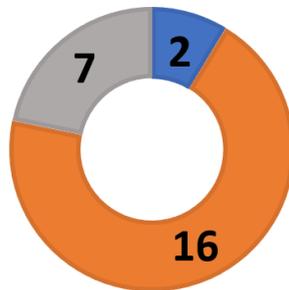


5 Missed Opportunities
 3 due to lack of large buildings
 2 due to lack of large pad-ready sites
 4 Projects moved to inactive
 1 Project announced

Projects by Source

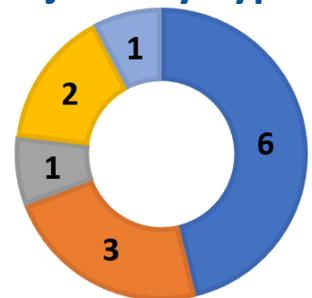


Projects by Location



■ Wilkesboro ■ County
 ■ North Wilkesboro

Projects by Type



■ Manufacturing ■ Commercial
 ■ Other ■ Restaurant
 ■ Distribution ■ Housing

Existing Business

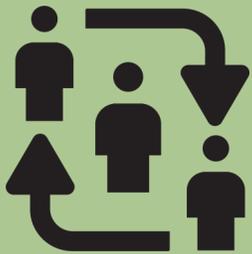
Current and YTD Total
Activity Since July 1, 2020



4

UNIQUE VISITS

46



9

FOLLOW UP VISITS

27

Program Stats



15

PARTNER MEETINGS

53



2

REAL ESTATE
DEVELOPMENT

22



13

SOLUTIONS
PROVIDED

27



New Investor Kicks Off Entrepreneurial Grant Program

December brought a new Investor for our Entrepreneurial Grant Program given by **Corey Adams, a Personal Builder for TrueHomes in Winston Salem and Triad areas.** [According to their website,](#) "True Homes is a local Carolina's based semi-custom home builder dedicated to bringing the best new home designs, new home style and new home value to residential communities throughout North and South Carolina." In their donation letter to the EDC, they said "During this challenging year, we recognize that the services provided



by non-profit organizations are more vitally needed than ever before. In response to this need, the True Homes Foundation has empowered each one of the 300 True Homes associates with the ability to direct a special gift of \$1,000 to the non-profit organization of their choice." Wilkes EDC is honored to be chosen for this generous gift.

Local Entrepreneurs Need Your Support

[Consider being a sponsor to make this program happen.](#)

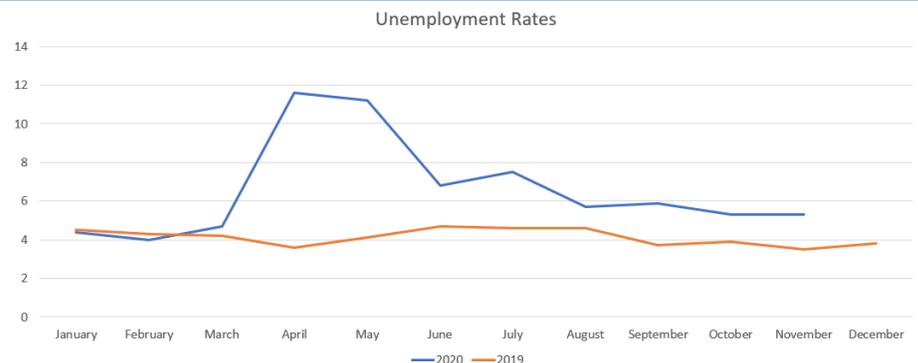
The TrueHomes \$1,000 donation begins the EDC's fundraising efforts for the 2021 Entrepreneurial Grant Program. The Wilkes EDC Entrepreneurial Grant Program will **begin taking applications again in March 2021.** It provides funds to Existing Businesses for Expansion, and those who plan on Starting a Business in Wilkes County. Applicants are asked to submit a **business plan that describes how the grant funds will be used to grow or start their business.** The Wilkes Community College Small Business Center is available to all applicants for assistance with their business plans. Each Participant will give a presentation to a panel of judges. For more information on how your business can sponsor this program, please contact our office by phone, or email a completed [Investor Form](#) to Info@WilkesEDC.com.



November Unemployment Rate

5.3%

No Change from October. State November Rate Unchanged from 6.1%.



News and Announcements



Elks Lodge Property to be Redeveloped

On December 8, the North Wilkesboro Commissioners voted to approve the sale of the [town-owned Elks Lode property](#) to Scott Nafe, a local developer. Nafe has redeveloped several commercial properties in North Wilkesboro and stated that he plans to redevelop the Elks Lodge property into market-rate apartments or for-sale condominiums without compromising the integrity of the existing structure. The building is 7,000 sf and comes with 4.2 acres, which Scott Nafe noted is "... adequate land areas (for additional) multi-family or condominium units."

Non-Residential Building Ordinance Approved for North Wilkesboro

[The North Wilkesboro Town Commissioners](#) also voted to approve a new non-residential building ordinance. "The ordinance applies to buildings and other structures in the town's central business and general business districts and establishes minimum standards of maintenance, sanitation and safety. If those minimum standards are not met, the ordinance gives the town the authority to call for a repair, closing or demolition of the non-compliant buildings or structures..." "Debbie Ferguson, the commissioner who made the motion to approve the ordinance, said, 'This seems to be the route we need to take. We owe it to the people who are taking care of their property in the downtown to be able to help them...' Commissioner Andrew Palmer explained, 'This code is to catch a building before it gets to be condemned. I support this because I want to see our town as clean as possible ... I think it's the smart and right thing to do.'"

Wilkes EDC Welcomes Full-Time Marketing & Content Manager

Caroline Bracey developed her own marketing business to help local small business owners affordably reach their marketing goals and increase the quality of their online presence. For 3 years she handled an extensive client base from a range of industry types, increasing her knowledge of small businesses and marketing techniques. She specializes in Social Media Management, Design, SEO, Client Relationship Management, Web and Print Marketing, and Written Composition. Since November of 2019, Caroline Bracey has worked with the EDC developing web content and marketing tools for the organization on a contract basis. After the onset of the COVID-19 pandemic the EDC approached Bracey to take on a larger supportive role within the organization. She designed the online portions of the Small Business Recovery Grant and Marketing Grant program applications and website pages as well as provided assistance in issuing Disbursements to applicants. As a contracted worker, Caroline helped the EDC in a supporting capacity before coming on board full-time with the EDC in January of 2021. She handles the EDC's online presence and provides fresh content to encourage businesses and industries to start their next adventure in Wilkes County. In addition to her work with the EDC, Caroline enjoys spending time with her daughter, Tatum.

