



Fayetteville Cumberland County  
Economic Development Corporation



# Annual Report

Andrew Pennink

Chairman, FCEDC Board of Directors

# FCEDC is a Public-Private Partnership Charged With:

- Attracting new business projects, increasing investment and employment opportunities
- Promoting our community to industry decision makers, site-selectors, and developers
- Supporting existing companies by facilitating expansions and connecting them with resources
- Identifying and preparing sites and buildings for expedited development

## **Our Board is comprised of 10 Voting and 3 Ex-Officio Members**

- The City of Fayetteville represented by Mayor Mitch Colvin, Bobby Suggs Jr., Andrew Pennink (Voting), and City Manager Doug Hewett (Ex-Officio)
- \* Request pending to add 4<sup>th</sup> City appointee

# Honoring Our Commitment to the Community



# Promoting Our Community's Best Assets

FCEDC's messaging highlights our:

- Young, talented, and available workforce
- Outstanding educational programs from FTCC, FSU, and Methodist University
- Research and development infrastructure
- Innovative public-private partnerships
- Vibrant, diverse, accessible, and affordable community
- Superior logistic location
- Close proximity to the leadership, operations, and talent of Fort Bragg



# Engaging Decision Makers, Site-Selectors, and Developers

- Selling our community at **18** industry / recruitment events

Examples include:

- SelectUSA International Investment Summit
- SIOR Carolinas Conferences
- Southeast Region Cyber Security and Technology Symposium
- Distribution of targeted recruitment materials
- Reaching over **60,000** unique viewers with digital and print advertising
- Generating original content in publications, online, and social media
- Leveraging local, regional, and national press coverage



## ACCESSIBILITY & AFFORDABILITY CONVERGE IN FAYETTEVILLE, NC



Fayetteville's location on I-95 and logistical advantages give you easy and cost-effective access to your customers and supply chain.

**WHERE ACCESSIBILITY, AFFORDABILITY, DIVERSITY, & OPPORTUNITY CONVERGE**

**FAYETTEVILLE, NC**

- West Coast/Atlantic City on the Primary Intersecting I-95
- A Strong, Informed & Skilled Workforce (Median Age 36.3)
- Skilled Resources (1.52 per 1,000 in Manufacturing, 1.58 in Tech, 1.58 in Health Services)
- Multiple "out-of-the-box" options: **FORWARD** (JASCO, IBM, etc.), **REVERSE** (IBM, etc.), **NEW** (IBM, etc.)
- Comprehensive zoning, building & design codes
- Reasonable real estate packages
- High quality of life
- Skilled Ready Sites
  - Available for build-out
  - Prime C-1/Industrial Land
  - Subsets of use, use, use
  - Turnkey & Master Lease Property
  - Advanced "turn-key" materials
- Commercial & Industrial Buildings
  - 200,000 sq. ft. of build-out, over 100,000 sq. ft. of build-out
  - 100,000 sq. ft. of build-out, over 100,000 sq. ft. of build-out
  - 100,000 sq. ft. of build-out, over 100,000 sq. ft. of build-out

**FCEDC** [www.fayedc.com](http://www.fayedc.com) | (910) 500-6464

# Supporting Existing Industry

- Engaging over **100** local companies
- Fayetteville Area Plant Managers Association (PMA)
- New Transportation and Logistics Committee



# Development of New Product

- 7 new industrial sites identified
- Over 1 Million SF of new industrial and commercial building construction
- Aggressively searching for developable land, partnering with private land owners and all 9 municipalities
- On track to add an additional **1,000 acres** to our inventory by 2019

# Generating Results

# Recent Project Announcements



**1,000  
New Jobs**



**\$56,600,000 In  
Investment**



## Increased Activity

Since January 1, 2018:

- **23** new client visits
- **65** generated projects



**63** active projects - representing **8,060** new jobs and **\$2.1 billion** in investment - considering our community



# Innovation and Collaboration

- 'The Core' Innovation Center
- Cumberland County Healthcare Next Gen Partnership
- Economic Development Program of Work for the FAY Regional Airport
- Multi-modal economic development transportation strategy – leveraging our transportation infrastructure
- Organizing business roundtables, special programs, and industry events

## Community Branding (FCCBC)

- 11 public and private partners
- Goal of establishing a common brand
- Highly-qualified finalist agency identified



# Proposed Amendments to By-Laws

1. Increase the number of appointments made by the City/County from 3 to 4 members each
2. Election of Officers to occur in July instead of December each year
3. Amend By-Laws to reflect the new office address as 201 Hay Street, Suite 401A, Fayetteville, NC
4. Also requires approval by Cumberland County to become effective

# Thank You

Contact our team at any time



**Robert Van Geons**  
President & CEO

[robert@fayedc.com](mailto:robert@fayedc.com)



**Lindsey Almond**  
VP of Operations

[lindsey@fayedc.com](mailto:lindsey@fayedc.com)



**Teddy Warner**  
Dir. Business Development

[teddy@fayedc.com](mailto:teddy@fayedc.com)



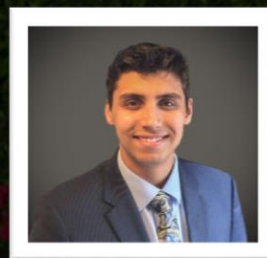
**Cathy Johnson**  
Dir. Existing Industry

[cathy@fayedc.com](mailto:cathy@fayedc.com)



**Tonny McNeil**  
Manager, Special Projects

[tonny@fayedc.com](mailto:tonny@fayedc.com)



**Jimmy Abbatiello**  
Manager, Marketing  
& Communications

[jimmy@fayedc.com](mailto:jimmy@fayedc.com)



**Stephanie Howard**  
Manager of  
Administration  
(Vacant as of Oct. 15<sup>th</sup>)



**We Respectfully Request a  
Motion to Approve the Report**