



LOOKING FORWARD. MOVING FORWARD.

Volume 8, Issue 4

December 2018

Investors,

The Surry County Economic Development Partnership wants to wish you and your business a happy and prosperous New Year! We hope the new year is filled with joy and success for you personally and professionally. Another year has come and gone, and the Partnership continues to help facilitate growth by working with entrepreneurs, small businesses, our existing industries and working to recruit new companies to Surry County. This past quarter we had 13 client inquiries and 2 client visits. We ended the year with 57 inquiries and 5 client visits. Out of the 57 inquiries we had 25 that we could not respond to due to not having the building or site that fit their criteria. Our numbers for 2018 are slightly lower than 2017 numbers, except for the number of inquiries that we could not respond to, that number was up by 5. Existing buildings are still the main driver when clients are looking.

We continued to see some shake up in the retail and commercial markets here, and that trend will continue with some potential positive news on that front for our communities. Closures will continue, but hopefully new growth will offset most of the closings. We had some good news on the manufacturing front with the announcement of Steel Buildings and Structures Inc, purchasing 43 acres in the Piedmont Triad West Corporate Park to build a new facility an create up to 100 new jobs. That construction should start in 2019. Also, we had ACC Coatings that purchased a building in Elkin to start operations and they will invest over \$ 1 million and create 10 jobs. There were many other smaller happenings like Bobcat opening a retail store in Mount Airy, Choice Metal Buildings relocating to Pilot Mountain in 9,000+ sq/ft of office space, Sonoco Products leasing 12,000 sq/ft of space from the Town of Pilot Mountain, and plans for a new Badcock Home Furniture store in Elkin in the old Winn Dixie space. There are always many more things than we list, but this is a good representation of what the Partnership gets involved with on a yearly basis.

In 2018 we continued to work with our partner agencies locally and at the regional and state levels. We also compiled a new Wage and Benefits survey and assisted many companies with Manufacturing Day activities. Along with these two new projects for this year, we had a successful BizFest once again, helped support Youth Leadership Surry, managed the UNCG Hospitality projects for the 7th straight year, and helped support funding for the FIRST Lego League.

We look forward to working with you for a great 2019 this year. We know the new year will bring some more good news for our economy and exciting work for our organization. Please feel free to contact us with any questions or suggestions that you may have. We look forward to seeing you in the new year and at our Annual Meeting on February 15th 2019.

Sincerely,

Todd M. Tucker, CEcD
President
Surry County Economic Development Partnership

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The SCEDP's three core goals are: 1. Working with existing businesses and industries to help them grow and become more sustainable, 2. Acting as a resource for small businesses and entrepreneurs and guiding them to potential resources, 3. Marketing Surry County to attract new businesses and industries.



Activity Report and Upcoming Events

Business Metrics:

New & Existing Project

Inquiries	13
Visit from Potential Client.....	2
First-Time Industry Visit	9
Follow-Up Visit	2
Small-Business Consultations .	19
Entrepreneurs	4
Connections & Referrals.....	12

Meetings & Events:

Over 34+ Quarterly Meetings & Events

- Manufacturing Week events and tours
- Weyerhaeuser MFG Day event and tour
- IEDC Annual Meeting
- PTRC Triad Talent meeting
- Elkin Collaborative committee meeting
- Economic Vitality meeting-Pilot Mountain
- First Lego League competition– SCC
- USDA Small Business event-Lincolnton
- UNCG Class Presentations
- Surry Co. Human Resource meeting
- Apprenticeship NC-Next Steps meeting
- Surry-Yadkin Workforce Collaboration meeting
- Relocation and Retirement Committee meeting-Mount Airy
- PTRC Outdoor Recreation Committee meeting
- Youth Leadership Surry dinner
- Main Street Committee meeting-Pilot Mountain
- Mount Airy Chamber Business Afterhours
- Piedmont Triad Tomorrow Summit
- Business Advisory luncheon– Elkin High School
- Disability Awareness Month-Career Fair
- Farm City breakfast
- Soho Restaurant Ribbon cutting

Upcoming Events:

- January 9– SCEDP Board Meeting
- January 15– Leadership Surry County
- February 15- SCEDP Annual Meeting
- February– SCEDP Social



Surry County Economic Indicators

	Surry County	NC
Labor Force		
Latest (October, 2018)	34,315	5,012,886
Prior Month (September, 2018)	34,011	4,957,232
Prior Year (October, 2017)	33,948	4,972,021
% change in Labor Force, past year	1.1%	0.8%
Workforce (Jobs in Surry County)		
Latest (June, 2018)	29,548	4,449,224
Prior Month (May, 2018)	29,777	4,448,224
Prior Year (June, 2017)	28,841	4,364,685
Unemployment Rate		
Latest (October, 2018)	3.1%	3.4%
Prior Month (September, 2018)	2.7%	3.1%
Prior Year (October, 2017)	3.9%	4.3%
Retail Sales		
Latest (October, 2018)	\$ 76,954,390	\$ 12,588,767,429
Per Capita	\$ 1,052	\$ 1,224
Prior Month (September, 2018)	\$ 76,803,356	\$ 13,005,420,112
Prior Year (October, 2017)	\$ 73,297,053	\$ 12,160,225,095
% change in retail sales, past year	5.0%	3.5%
Building Permits (new residential)**		
Permits issued, 2017	113	not applicable
Value of permits, 2017	\$ 25,598,416	not applicable
Permits issued, 2016	89	not applicable
Value of permits, 2016	\$ 19,729,226	not applicable
Permits issued, 2015	154	not applicable
Value of permits, 2015	\$ 21,616,732	not applicable
Permits issued, 2014	73	not applicable
Value of permits, 2014	\$ 15,974,307	not applicable
Average Weekly Wage		
Latest (June, 2018)	\$ 695	\$ 934
Prior Year (June, 2017)	\$ 650	\$ 902

2018 Monthly Unemployment Rates

	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	June 2018	July 2018	Aug 2018	Sept 2018	Oct 2018
Surry County	3.9%	4.2%	4.2%	4.3%	4.2%	4.1%	3.4%	3.4%	3.9%	3.8%	3.6	2.7	3.1
North Carolina	4.1%	4.5%	4.3%	4.7%	4.6%	4.3%	3.7%	3.7%	4.2%	3.8%	3.9	3.1	3.4



Featured Property

LS Starrett Building

1372 Boggs Drive
Mount Airy, NC



FOR SALE or LEASE

- Lease negotiable
- Asking \$7,100,000
- 336,000 sq/ft
- 37 acres
- Established Industrial Park
- Zoning: Industrial

For more information contact
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OUR MISSION: The Surry County Economic Development Partnership is a catalyst for business innovation, growth and development resulting in an improved standard of living and quality of life for our citizens.

ORGANIZATION: The Surry County Economic Development Partnership is a private-public/non-profit corporation, chartered in 1995, that coordinates and conducts the economic development programs for Dobson, Elkin, Mount Airy, and Pilot Mountain and throughout Surry County.

PURPOSE: We are here to benefit and promote entrepreneurs, existing businesses, and facilitate the growth and development of new and expanding industries. Connecting you with opportunity, the SCEDP provides expertise on the county's real estate and grant availability, incentive proposals, research and demographics, as well as workforce and training initiatives.

2018 Board of Directors

Greg Marshall	Bryan Cave
Robbie Gardner	David O'Neal
Bill Roberts	Linda Needham
Michael Boaz	Brent Cornelison
Sam Holder	Myra Cook
Jud Brown	Barbara Jones
Laura Neely	Stan Jewell
Dr. David Shockley	John Lawson
Curtis Taylor	Cory Early
Jeff Eidson	Chris Knopf
Dwight Springthorpe	Dr. Kim Morrison
Dean Brown	Terry Kennedy
Randy Collins	