

**SUPERSIZE YOUR
MUNICIPAL RESOURCES
THROUGH PARTNERING**

Laurinburg Partnerships



Industrial Recruitment Partnerships

- Laurinburg-Maxton Airport
- City/County/Chamber Industrial Recruitment
- Scotland Development Corporation

Laurinburg-Maxton Airport



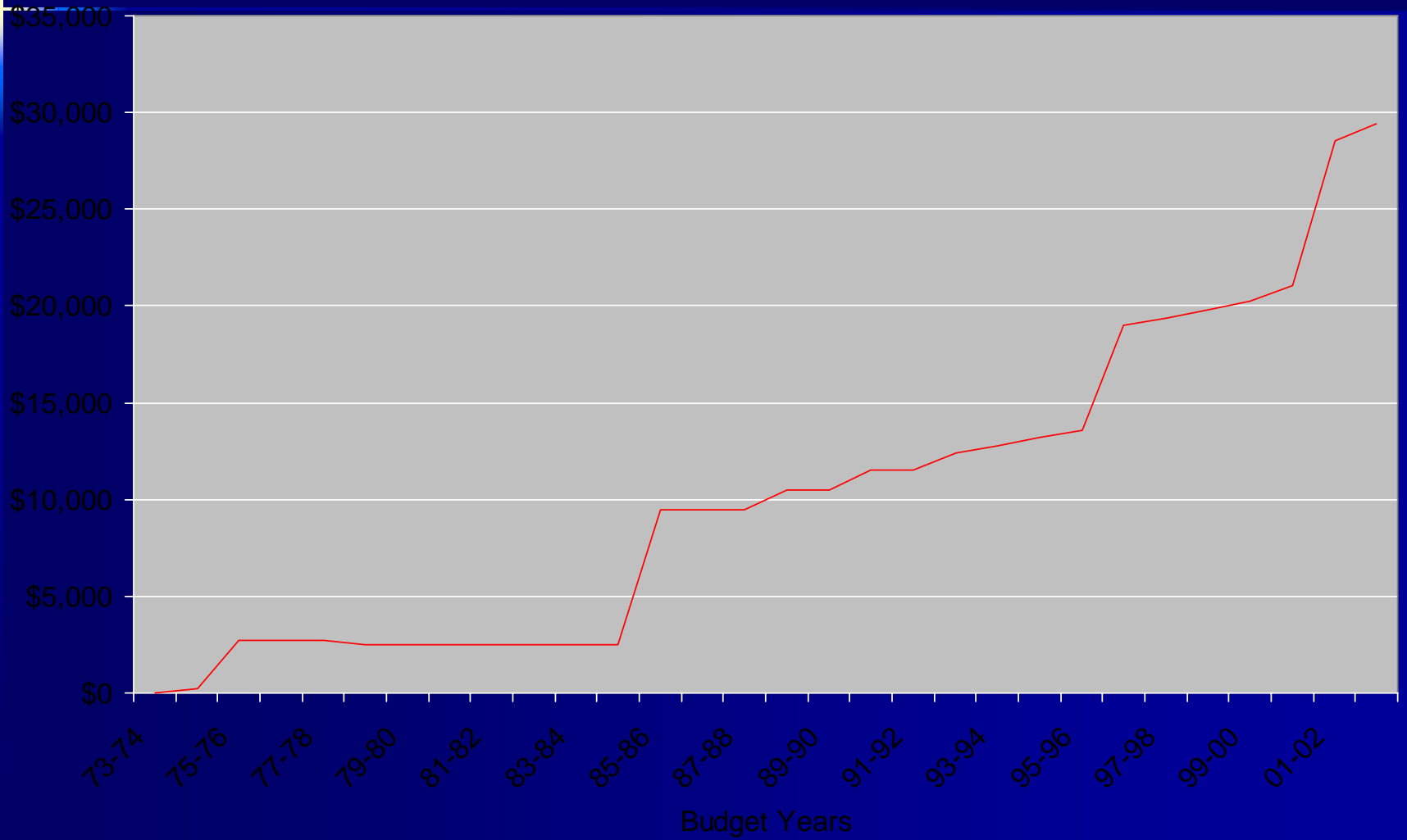
Laurinburg-Maxton Airport

- Owned by Laurinburg & Maxton
- Operated by Authority appointed by Municipal Governing Boards
- Utilized as Airport & Industrial Park
- No municipal revenues allocated for operations at the Airport
- Located outside both city limits
- LMAC Ownership of WWTP in Laurel Hill serves industrial sites and community facilities

City/County/Chamber of Commerce



CITY INVESTMENT



**The City and the County
contract annually with the
Chamber of Commerce for
Industrial Recruitment**

FCC



- County Investment - \$528,523
- Jobs Created – 125 (191 now)
- Capital Investment Created - \$10,272,000

MSD



- County Investment - \$402,615
- Jobs Created – 103
- Capital Investment Created - \$6,248,000

Embrex

- County Investment - \$349,086
- Jobs Created – 21
- Capital Investment Created - \$12,830,000

Kordsa (retention)

- County Investment - \$414,025
- Jobs Affected – 150
- Capital Investment - \$6,600,000



Prison Facility



- County Investment - \$826,000
- Jobs Created – 409
- Capital Investment - \$70,000(not taxable)

City will be asked to participate with the County in providing grants when industries are located within the municipal corporate limits.

City and County invested in a “shell building” for the purposes of attracting industry – Overall cost \$330,000.

**City involvement in a
Marketing Strategy effort
funded by Scotland County.**

Other partners in Industrial Recruitment

- Richmond Community College – Training
- North Carolina Department of Commerce
- Southeast Economic Development Commission
- ElectriCities

Industrial Successes

- 1890 – Waverly Mills
- 1959 – Salton, Inc/Toastmaster
- 1961 – Phelps Dodge Magnet Wire
- 1963 – Railroad Friction Products,
Spring Industries & WestPoint Stevens
- 1965 – Woodard, Inc.
- 1967 – Charles Craft, Inc.
- 1968 – Butler Manufacturing
- 1969 – Eaton Corporation

- 1970 – Abbott Laboratories & Campbell Soup
- 1974 – Pilkington/LOF
- 1980 – Carolmet/Union Miniere, Inc.
- 1984 – Cardinal Brands and Crestline Homes
- 1988 – Z.F. Meritor
- 1991 – Champion Products & Rostra Engineered Components
- 1993 – Carrolls Foods
- 1998 - Nonodyne

- 2000 – FCC & Kordsa, USA
- 2002 – WePak
- 2002 – MSD of North Carolina
- 2003 - Embrex

State Prison Facility



Comparison of annual costs

- Scotland County - \$102,000
- Anson County - \$118,874
- Cabarrus County - \$438,000
- Cumberland County - \$480,000
- Hoke County - \$61,000
- Montgomery County - \$134,000
- Richmond County - \$250,000
- Robeson County - \$172,000
- Stanley County - \$306,000
- Union County - \$244,000

Future – Scotland Development Corporation

- Non-profit with Board membership comprised of City, County and Chamber.
- Can be utilized to secure ownership of Abbott Laboratories facility at no cost to be sold to qualified industry.
- Negotiations with prospective industry for Abbott facility ongoing.

Brownfields – Dilapidated Former Hospital

- Richmond Community College
- Fundraising
- Grants
- Loans

Cooperation is the Key

- Economic Development Committee
- Good working relationships between local governments