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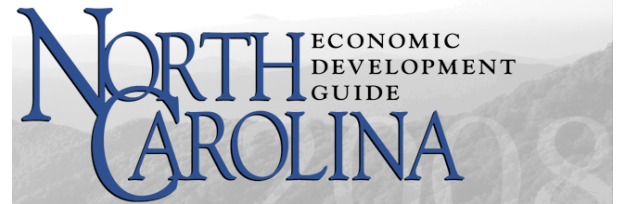
Cleveland 20/20

By Kristin Fletcher

Graphic Design by Adrian Camp

CLEVELAND COUNTY DEMONSTRATES THAT GROWTH ISN'T CONFINED TO THE METROS

"North Carolina Economic Development Guide"



When Economic Development in North Carolina is the topic, discussion frequently focuses on the state's major metros - Raleigh-Durham, Charlotte or Greensboro, and Winston-Salem. But those aren't the only places that have had success attracting new and relocating businesses. Cleveland County, for example, has landed some top, name-brand projects, but somehow it still keeps a low profile.

The county's manufacturing work force is one reason companies are drawn there. Officials at Chris-Craft Corp., one of many major boat builders that have moved to the state, mentioned the number of skilled workers as a key factor in their decision to move the company's yacht division to a former Daimler-Chrysler Axle Alliance factory in Kings Mountain. "This state has a work force with the skills we need to build boats," says Stephen Heese, president of Chris-Craft, which is based in Sarasota, Fla. "Former furniture makers and woodworkers are ideal employees for us." Chris-Craft, founded in 1874, will spend about \$19 million on the project and plans to create nearly 650 jobs by 2011.

A related company, Indian Motorcycle Co., also based in Sarasota, plans to employ more than 165 people at a former paper plant in Kings Mountain. "Our goal is to return Indian Motorcycle Company to its rightful position as a premium motorcycle brand," says President David Wright. He says the work force was an important factor for his company, too. Salaries at the factory will average \$47,000 a year. Officials at both companies also mentioned the county's location along Interstate 85, not far from Interstate 40, as a key element in their decision to locate there. They also praised the quality of life and the willingness of state and local officials to accommodate the companies' needs.

CONTINUED PG. 2

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CLEVELAND 20/20
A Clear Focus
on Economic Prosperity for
Cleveland County

CLEVELAND COUNTY DEMONSTRATES THAT GROWTH ISN'T CONFINED TO THE METROS CONT.

Other counties in the region have similar benefits to offer prospective new businesses. This year, the Statesville/Mooresville area was named the country's top micropolitan area for economic development for the third year in a row by Site Selection magazine. Micropolitans are cities with populations of fewer than 50,000.

But Cleveland County has been on a roll. Early this year, Telerx Marketing Inc., based in Horsham, Pa., announced that it would open a customer-service center in Shelby. It will spend \$8.8 million on the project and employ more than 300 people. The company provides marketing and customer-service operations for pharmaceutical, restaurant, consumer goods and beverage companies, among others. Telerx executives say cooperation from local and state government officials, as well as the presence of Gardner-Webb University in Boiling Springs and Cleveland Community College in Shelby, played a key role in their decision to move.

The Telerx announcement followed two others. Ultra Machine & Fabrication Inc., based in Kings Mountain, added more than 60 jobs to bring its total employment to about 175 workers. The expansion is part of a move to Shelby. The company makes welded components for defense contractors. The average salary for the new jobs will be about \$41,600.

Kitchen Ventilation Systems LLC, based in Schofield, Wis., is opening a plant in Kings Mountain. It will spend about \$5 million and employ more than 85 people by 2009. The company makes ventilation systems for commercial kitchens. Salaries will average more than \$29,000 a year. "Key factors in our decision process were the ability to ship products within the region in two days or less, access to a skilled work force, training and education opportunities, an expandable high-quality facility and aggressive economic-development teams at the state, regional, county and local level," says Brian Ranney, company president.

SAVE THE DATE



48th Annual Safety Awards Banquet

Thursday, June 19th
6:00 p.m.

North Lake Country Club
1200 N. Washington Street
Shelby, NC 28151

Presented By:



ATTN: CLEVELAND COUNTY MANUFACTURERS COUNCIL MEMBERS



Next Meeting:
Tuesday, March 25th
7:30-9:30 a.m.
Cleveland County Chamber



A light breakfast will be provided! We will open the meeting with any issues as they relate to our Cleveland County Manufacturing Community, and encourage open discussion and interaction.

SPECIAL PROGRAM

Our guest speaker will be Matt Bulman, Regional HR Director of Curtiss Wright, who gave a fascinating presentation at our 2007 Cleveland County Business Expo regarding the Career Readiness Certificate Program. Bulman will discuss how his company has utilized this innovative new program, and how it has helped validate that an individual has certain essentials as they relate to a potential job, and how it can help to improve the quality of the workforce and pool of applicants that companies choose from. **You don't want to miss this!**

Please email Kristin@clevelandchamber.org if you wish to reserve your spot for this event! Because this program may include information pertinent to HR Directors & Manager, you are more than welcome to bring them along with you to this particular meeting. (Just make sure you include their name in your email)

JOBS BYTE

PRIVATE SECTOR SHEDS JOBS FOR THIRD CONSECUTIVE MONTH

March 7, 2008

By Dean Baker

CEPR - Center for Economic and Policy Research

This report leaves little doubt that the economy is in a recession.

The private sector lost 101,000 jobs in February according to the establishment survey. This loss, combined with downward revisions to job growth for the prior two months, brings the 3-month decline in private sector employment to 141,000 jobs. Overall employment fell 63,000, the second consecutive monthly decline. Consecutive months of job loss have not occurred outside of periods associated with recessions. The unemployment rate edged down slightly to 4.8 percent, as 644,000 people were reported as leaving the workforce.

The job loss was broad-based but manufacturing and construction continue to be especially hard hit, losing 52,000 and 39,000 jobs, respectively. Job loss in manufacturing was concentrated in the durable goods sector, which lost 40,000 jobs. Auto manufacturing lost 12,900 jobs in February. It has lost 75,500 jobs, or 7.4 percent of total employment, over the last year.

The job loss in construction was heaviest in the residential sector, but all sectors of construction reported job loss. This is consistent with Census data showing that non-residential construction is now declining also. Jobs in residential construction are now down by 408,000, or 11.6 percent, from their peak in February 2006. With residential construction down by almost 30 percent over this period, clearly job loss is understated in the survey, presumably because many undocumented workers were never counted.

The retail sector also showed a substantial job loss, shedding 34,100 jobs. The sector has now lost 59,600 jobs over the past three months. Job loss has been especially steep in clothing stores, which have shed 29,500 jobs (1.9 percent of employment) since October. With consumers cutting back and clothes prices rising sharply, this decline is not surprising. In another ominous sign, the temporary help sector lost 27,600 jobs, bringing the three month loss in this sector to 43,800.

Health care and restaurants are the two sectors that continue to add jobs at rapid rates, gaining 37,000 and 19,000 jobs, respectively. Over the last three months, these sectors have added 137,100 jobs. This means that the private sector, excluding health care and restaurants, has shed 278,000 jobs over the last three months.

While the sharp drop in labor-force participation in February prevented the unemployment rate from rising, most of the other data in the household survey is consistent with a weakening labor market. Total employment in the household survey stands just 105,000 above its year ago level. While this weakness is partially due to a change in population controls, the overall employment to population ratio is down by 0.5 pp from February 2007.

The biggest declines in employment are for workers between the ages 35-44, who have seen their employment drop by 722,000 (2.1 percent) over the last year. In percentage terms, workers between the ages of 20-24 saw a drop in employment of 3.5 percent, and teenagers saw a decline in employment of 6.2 percent.

Other measures in the survey showing weakness are an increase in the number of discouraged workers, a reduction in the share of unemployment attributable to people voluntarily leaving their jobs, and an increase in the number of workers involuntarily working part-time. This number now stands at 4,790,000, the highest level since the question was redesigned in January of 1994. It is almost 1 million higher than the low for the cycle of 3,858,000, reached in April of 2006. The one piece of positive news in the survey is that the measures of unemployment duration all fell in February, although this is also consistent with the long-term unemployed dropping out of the labor market.

Wages grew at a 3.5 percent annual rate over the last quarter, down somewhat from their 3.7 percent rate for the last year. This is more than 3 percentage points below the 6.8 percent rate of inflation over the last quarter and 0.8 percentage points below the rate of inflation for the last year.

There can be little doubt from this employment report that the economy is now in a recession. It is now shedding jobs at a rapid rate, with the declines showing up in most sectors. In fact, job loss is probably understated because of the imputation for jobs in new firms.

Exporting 101 Class in Asheville, NC

Sponsored by

BB&T and AdvantageWest

partnering with

The U.S. Commercial Service-Charlotte, the U.S. Small Business Administration, and the N.C. District Export Council.



WHEN – March 19, 2008 - 9:00 a.m. to 4:00 p.m.

WHERE – Doubletree Hotel Biltmore, 115 Hendersonville Road, Asheville

WHO SHOULD ATTEND – Companies new to exporting or wanting to refresh some skills.

Go to <http://www.buyusa.gov/northcarolina/introtoexporting.html> to register

This full day workshop will be taught by Dan Holt, International Finance Specialist, U.S. Small Business Administration, and will cover the following topics:

- Risk Recognition
- Classifying Product for Export
- Means of Payment
- Introduction to Letters of Credit
- Introduction to Credit Insurance
- Pricing and Business Planning
- The Role of Banking in International Sales
- Introduction to Government Resources

Cost – The fee is \$25.00 and includes continental breakfast and box lunch.

NCSU LEAN – UPCOMING EVENTS

Begins May 19, 2008

NCSU Six Sigma Green Belt

Joseph K. Koury Convention Center
Greensboro, North Carolina

May 23-30, 2008

NCSU Six Sigma Forum

Washington Duke Inn
Durham, North Carolina

April 28-May 2, 2008

+2 Accelerated Six Sigma Black Belt

NCSU Centennial Campus
Raleigh, North Carolina

Begins June 23, 2008

Six Sigma Green/Black Belt 2+2 w/JMP Software

NCSU Centennial Campus
Raleigh, North Carolina

FROM OUR ONLINE BOOKSTORE



Shipping Infectious Substances, IATA & DOT

Designed for physicians, nurses, medical professionals, veterinarians, lab techs, and anyone who prepares infectious substances and diagnostic specimens for transportation, *Shipping Infectious Substances, IATA & DOT* will cover the fundamentals. Our seven-step approach encompasses all of the activities which must be addressed when preparing a hazardous material for shipment. The online course meets the training requirements as specified in 49 CFR 172 Subpart H and has been updated to include recent changes to the regulations.



OSHA 8-Hour HAZWOPER Refresher

Regardless of which level of HAZWOPER training you initially received, OSHA requires an 8-hour refresher each year to maintain your qualifications. Our popular online *OSHA 8-Hour HAZWOPER Refresher*, intended to satisfy the Federal training requirements, was specifically developed for workers who may be exposed to hazardous waste at uncontrolled hazardous waste sites and at EPA licensed waste treatment, storage and disposal facilities, as well as workers responding to emergencies involving hazardous materials, such as spills.

How to Get Involved :

CLEVELAND 20/20 A Clear Focus
on Economic Prosperity for
Cleveland County

PLEDGE FORM

Name: _____ Company Name: _____

Address: _____

Phone: _____ Email: _____

Website: _____

Annual Pledge Amount: \$500 \$1,000 \$1,500 \$2,000 \$2,500 \$3,000
Advisory Council Level \$5,000 \$7,500 \$10,000 \$15,000 \$_____

Payments can be made: Annually Semi-Annually Quarterly

Pledge is a yearly commitment for 5 years that is subject to annual review.

Please make checks payable to **Cleveland County Chamber / Economic Development Division**

"Our Investors Make All the Difference"

Since the combination of the resources from public and private investors and the Chamber, our County has witnessed much success. Through this partnership, Cleveland County can now be considered for more economic development prospects than ever before, and the majority of our new and existing industry announcements have resulted from the unified, team effort. Take a look at the successes that our 20/20 Economic Development Partnership has played a part in, since inception:

Company Name	Classification	Growth Type	Date of Expansion	Addt'l Jobs	Capital Investment
Cliffside Modernization	Manufacturing	New	January 29, 2008	40	\$ 1,800,000,000.00
Southern Company	Manufacturing	New	August 2007	10	\$ 250,000,000.00
Showtime Concession Supply Inc.	Distribution	New	May 4, 2007	5	\$ < 1,000,000.00
PPG-Devold Venture Agreement	Manufacturing	Expansion	February 13, 2007	15	\$ 9,000,000.00
Telrx	Manufacturing	New	January 8, 2007	450	\$ 7,400,000.00
Steag, LLC	Manufacturing	New	December 6, 2006	21	\$ 3,100,000.00
Kitchen Ventilation Systems	Manufacturing	New	November 27, 2006	97	\$ 5,000,000.00
Ultra Machine	Manufacturing	Expansion	November 21, 2006	63	\$ 6,000,000.00
Chris Craft Boats	Manufacturing	New	July 20, 2006	640	\$ 18,000,000.00
Indian Motorcycle	Manufacturing	New	July 20, 2006	167	\$ 23,900,000.00
Controlled Release Technologies	Assembly	New	June 2006	9	\$ 950,000.00
PPG - Existing Industry	Manufacturing	Expansion	April 2006	n/a	\$ 20,000,000.00
Adevco Spec Building	Office	New	March 2006	0	\$ 8,500,000.00
Alive Apparel	Manufacturing	New	February 14, 2006	15	\$ 600,000.00
Beacon Plastics	Manufacturing	New	July 2005	15	\$ 1,000,000.00
S3 Technologies	Manufacturing	New	May 12, 2005	20	\$ 2,000,000.00
Case Farms, Inc.	Manufacturing	New	February 15, 2005	25	\$ 15,000,000.00
Curtiss-Wright Controls	Manufacturing	Expansion	November 16, 2004	35	\$ 740,000.00
Southeastern Container	Manufacturing	New	October 21, 2004	100	\$ 26,000,000.00
Kings Mountain International	Manufacturing	New	June 29, 2004	100	\$ 5,000,000.00
B & W Fiber Glass	Manufacturing	New	February 26, 2004	30	\$ 3,000,000.00
Gibson Industrial Services	Industrial Service	New	2004	20	\$ 1,500,000.00
Mayflower Vehicle Systems	Manufacturing	Expansion	July 7, 2003	15	\$ 882,200.00
Wal-Mart Distribution Center	Distribution	Expansion	2003	150	\$ 300,000.00
STI-Kings Plush, Inc.	Manufacturing	Expansion	2003	50	\$ 9,600,000.00
Shelby Elastics	Manufacturing	Expansion	2003	9	\$ 45,000.00
Baxter Corporation	Industrial Service	Expansion	2003	3	\$ 180,000.00
Boiling Springs Manufacturing	Manufacturing	Expansion	2003	4	\$ 35,000.00
Projects Subtotal				2138	\$ 2,222,732,200.00

OTHER COMMUNITY PROJECTS

Company Name	Classification	Growth Type	Date of Expansion	Addt'l Jobs	Capital Investment
Rogers Automotive Group	Retail	New	January 2006	25	\$11,500,000
Hallelujah Acres - Get Healthy	Health	Expansion	2005	9	\$100,000
Walmart Supercenter	Retail	Renovation	2005	35	\$850,000
CRMC	Healthcare	Expansion	2005	n/a	\$23,000,000
Alliance Bank & Trust	Banking/Finance	New	2004	n/a	n/a
CLECO Primary Care	Healthcare	Expansion	2004	n/a	n/a
Curves for Women	Health/Fitness	Expansion	2004	n/a	n/a
Cleveland Mall/Carmike Cinema	Retail	Expansion	2004	n/a	n/a
Kings Mountain Hospital	Healthcare	Expansion	March 19, 2004	n/a	\$8,000,000
Community Projects				69	\$43,450,000.00

Without our investors, we would not have had the resources to actively pursue and court the new industry projects that we have been concentrating our efforts on. For our 20/20 Economic Development Partnership to continue to build momentum, we will have to increase the number of investors we currently have. Our investment contribution levels are structured to accommodate the budget of any business or corporation, and we view *every* contribution as being significant - no matter the size! We hope that if your company is not an investor in our 20/20 Economic Development Partnership, then you will consider becoming a member in the near future. Please contact us today if you are interested in learning about the benefits and opportunities that our 20/20 investors receive.

Thanks again to our investors - you make all the difference!

CLEVELAND *20/20*

Current Investors

PRIVATE INVESTORS

Adventures in Advertising
Allen Tate Company
Alliance Bank & Trust
Arey Companies
AT&T
Bobby F. Watson, CPA
Carolina Artisans Construction, Inc.
Carter Chevrolet
Carolina Commercial Realty
Chen's Chinese Restaurant
***Cleveland Community College**
***Cleveland County HealthCare System**
Cleveland Lumber Company
Coldwell Banker Horn Real Estate
Commercial Properties Group
Craig, Barry & Poston, PA
Curtiss-Wright Controls, Inc.
Deltacom
Delta Partners LLC
***Duke Energy**
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Faunce Realty, Inc.
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***First Charter Bank**
***First National Bank**
***Fox Distributing Company, Inc.**
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Pharr Technologies
Plaster, Dr. Harold E. Jr.
***PPG Fiber Glass Products**
***RE/MAX Select**
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Sharonview Federal Credit Union
***Shelby Savings Bank**
Shelby Shopper & Info
Shuford (Bill) Heating & AC
Sign Connection
Smurfit-Stone Container Corp.
Staffmasters
State Farm Insurance, Robin Brackett
SunTrust Bank
Teddy & Meekins
TexSource, Inc.
The Star
Ticona
Value Incentives, Inc.
Wachovia
Wal-Mart Distribution Center
Warlick & Hamrick Insurance

PUBLIC INVESTORS

***City of Kings Mountain**
***City of Shelby**
***Cleveland County**
***Cleveland County Sanitary District**
***Town of Boiling Springs**
Town of Earl

* Advisory Council Level