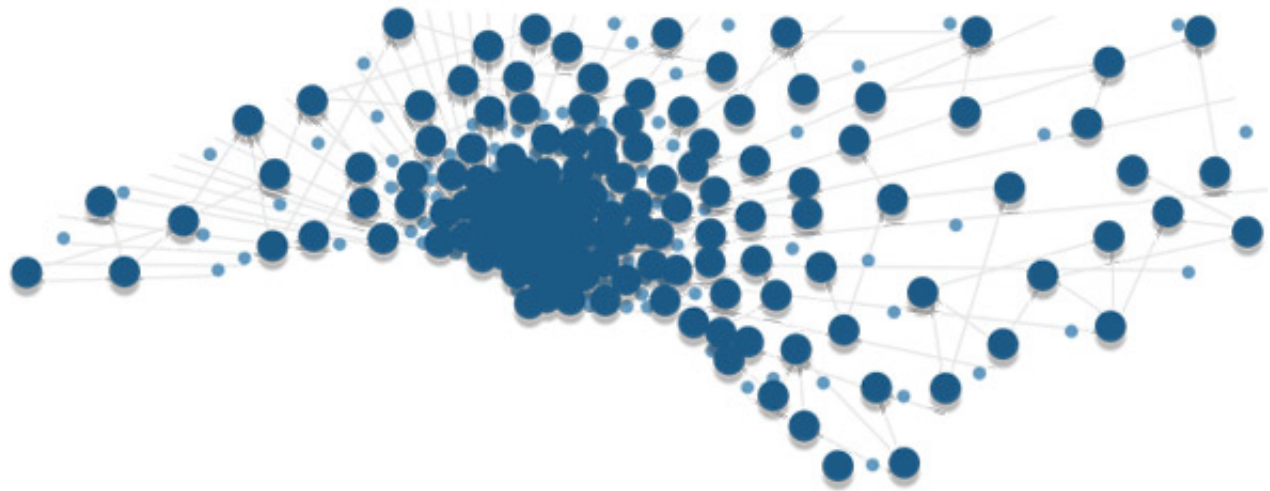




Innovation is Thriving in the Charlotte-Area

For the fourth year in a row, the *Charlotte Business Journal* in partnership with **E 4 Carolinas** hosted the Energy, Inc. Summit, which brought together executives to discuss the future of the Charlotte-area's unique energy cluster.

According to the Charlotte Regional Partnership, "time after time, we heard how our unique, dynamic energy cluster plays a key role in each company's success."



This success is built on a foundation of capabilities and resources: an ample and able workforce, reliable and affordable energy resources, inventiveness, a diversified supplier network and available site inventory, such as the spec building recently completed at **4541 Enterprise Drive**.

This is why nearly 200 energy companies and some 24,000 employees call the Charlotte-area home.

Celgard, LLC is just one of the many energy companies that understand the value that the Charlotte-area offers. With two locations in the region, including a facility in the International Business Park, this pioneer in technology has been manufacturing products in Charlotte for more than 20 years.

Upon its expansion into Concord, N.C., Celgard president, Mitch Pulwer noted, "Many factors impacted our decision to expand our existing Charlotte facility and build the new facility [in Concord], including opportunities for synergies with other key players in the energy sector, access to regional academic and government research facilities and the availability of a quality workforce."

These resources include the **International Business Park's** close proximity to **Rowan-Cabarrus Community College**, which has developed unique programs geared toward technical training in the energy sector, as well as access to the latest research being conducted at the **North Carolina Research Campus** in Kannapolis, N.C.

Talent Pool and Infrastructure Equals Increase in Call-Center Operations

As the infrastructure requirements for

found the Concord-Charlotte area to be an ideal location for its call centers based on the available infrastructure and talented work force.

"The biggest factor by far was our comfort level with the work force," **Todd Baxter**, executive vice president at Connexions

customer contact centers increase, so do the requirements for the workers at those operations and the facilities that house them.

According to **Site Selection** magazine, "The implications for location decision-making affecting the placement of call centers are profound, but it's safe to say that broadband connectivity and on-the-ground telecommunications infrastructure will be paramount for any community seeking a competitive edge."

An example of a successful customer call center based in North Carolina is **Connexions**, which is located in the **International Business Park**. The company provides call center services for the health care industry and has

says, referring to an estimated 3,000 licensed agents in the Charlotte-area market. "It is tremendous. We feel good about the number of licensed health care agents we can hire today."

Connexions, which counts seven of the top eight health insurance companies as clients, opened its Concord facility in the International Business Park with 150 employees in 2006. Today, it's currently estimated that the company has 1,800 employees in the Charlotte-region.

Want further proof of the Charlotte-area's breadth of talented workers? Recently **Forbes** magazine named Charlotte number eight on its list of Best Cities for Jobs.

Tar Heel State Ranks 8th Lowest for Tax Burden on Business

"A fair and competitive tax code is the foundation for job creation and economic growth in North Carolina. Our tax code must encourage existing businesses to expand while making our state an attractive place to move or start a company." – **Governor Pat McCrory**

Recently, **Site Selection** magazine examined 11 different broad categories of state and local taxes, including all major taxes paid by businesses and their owners on business activity. What they found was that "state's corporate income taxes account for less than 10 percent of all state and local taxes on business activity."

Accord to the report, business tax burden varies widely by state. The 10 lowest burden states, which included North Carolina ranking number eight, collected just around 8 percent of businesses' operating margin. The ten highest tax burden states collected between 12.4 - 25.2 percent of businesses' operating margin.

In addition to this ranking, **Site Selection** magazine also ranked North Carolina the No. 1 Business Climate in the nation and the No. 5 Most Competitive State. These rankings are demonstrated by the number of companies that have recently chosen North Carolina as a good place to relocate and / or expand, including Celgard and **PreGel America**, both of which are located in the **International Business Park**.

OILES America Expansion To Be Complete in Sept. 2013

Last August, **OILES America** held its official groundbreaking for its 50,000-square-foot manufacturing facility at its corporate headquarters located in the **International Business Park**. This groundbreaking marked the third expansion for OILES America at this location.

"With this expansion, OILES America can achieve greater flexibility, allowing us to meet global capacity aligned with our long-term goals," remarked OILES America President Hiroshi "Harry" Suda. "Our strong design/build team draws on local partnerships developed over many years to help us achieve success and we're thankful for the support of the City of Concord and Cabarrus County. OILES America is proud to be able to continue to contribute to the economic growth of the region."

OILES America will hold its official groundbreaking ceremony in late August.



4541 Enterprise Drive Now Ready for Occupancy

The 88,527-square-foot class "A" speculative industrial building located at 4541 Enterprise Drive is complete and ready for occupancy.

In today's economy, inventory of available manufacturing and industrial space is scarce throughout the region. **4541 Enterprise Drive** offers a strategic location and superb design flexibility for a wide variety of businesses in the manufacturing, industrial, distribution and R&D categories that are looking to relocate to the area, and specifically to the **International Business Park**.



A number of international and Fortune 500 firms, such as FedEx, Owens Corning and Dai Nippon Printing have already chosen the International Business Park as a key strategic asset. Why not you?

For a personalized tour of the International Business Park and 4541 Enterprise Drive please contact Anne Johnson at CBRE at 704-331-1225 or at anne.johnson@cbre.com. You can also learn more by visiting www.internationalbusinesspark.com or www.4541enterprisedrive.com.

