



NC's Exports Boom in First Half of 2013



The U.S. Department of Commerce's International Trade Administration (ITA) reports North Carolina merchandise exports increased 6 percent in the first half of 2013, compared to the same period in 2012, growing from \$14.1 billion to \$14.8 billion.

According to N.C. Governor, Pat McCrory, "These results show that there is increasing global demand for products made or grown in North Carolina. Our administration is committed to providing businesses the support they need..."

The ITA found that North Carolina's merchandise export sales for the first half of 2013 boomed in many top destinations, including India, France, Ireland, Saudi Arabia and China. Key merchandise export categories include chemicals, machinery manufacturers, transportation equipment, computer and electronic products, and textiles.

Interestingly, in the **International Business Park** there are several manufacturers that have products that fall under these key merchandise categories including Celgard, a leading global supplier of microporous separators used in lithium batteries.

Early this year, the company announced that one of its facilities in the Charlotte-region received certification to the ISO/TS 16949 Quality Management System – an international standard that is above and beyond other recognized systems.

Celgard President Mitch Pulwer stated, "ISO/TS 16949 is recognized and accepted throughout the automotive supply chain. Our certification further enhances our global recognition as a leading industry supplier and reflects the emphasis Celgard places on providing high-quality products to customers in the EDV market."

The company plans to have its remaining sites, including the one located in the **International Business Park**, compliant or certified by the end of 2013 - opening up even greater opportunity to increase its exports.

As exports continue to boom in North Carolina, more and more companies may turn to the International Trade Division of the N.C. Department of Commerce, which works with companies to enter worldwide markets and develop export opportunities. Services that international trade experts provide include market research, establishing best market prospects, identifying customers and partners, and other value-added services. The U.S. Export Assistance Center in Charlotte also works with companies to enhance export opportunities.

International Companies Leading Way in N.C. Economic Development

According to Jeff Edge, Senior Vice President of Economic Development for the Charlotte Chamber of Commerce, "If the first seven months of 2013 are an indication of what's to come, there is much to be excited about on the economic development front," for North

With so much international interest in the Charlotte region, the Charlotte Chamber of Commerce and the Cabarrus Economic Development Corporation are ramping up their marketing efforts to broadly publicize all that the region has to offer. A wealth of information is easily accessible on each of their websites, including resources in a variety of different languages, and information on current tax credits that are available specifically for those businesses looking to relocate to Cabarrus

Carolina.

Since January 2013, the greater - Charlotte area has announced 5,456 new jobs, totaling \$278 million in investment. Of the projects landed so far, 51 percent have been from international companies. In fact, in late August, OILES America contributed to these achievements by announcing that it would add 30 additional jobs at its **International Business Park** location in Concord, N.C.

County and the **International Business Park**.

To access these valuable relocation services visit www.cabarrusedc.com or www.charlottechamber.com.

Concord Airport Expansion and Enhanced Services

Concord Regional Airport, which is approximately five minutes from the **International Business Park**, is planning to make several changes that will enhance its services for the business community and residents.

On Dec. 20 Allegiant Air will begin to offer regularly scheduled passenger flights to Florida out of Concord. As demand increases, additional flights may be added by Allegiant Air, including one to and from Las Vegas. Additionally, Rick Cloutier, Concord's aviation director, also told the *Mooreville Tribune* that "the Allegiant Air deal is not exclusive and that Concord officials are in discussions with other airlines for additional commercial services in the future."

According to *Business Today*, "In the short-term the service may help the local economy, and certainly provides some much needed stability to the airport's future."

In March, as part of the federal government's sequester cuts, it was announced that 149 regional airport towers would be closed. Without regular commercial flight service available, the Concord Regional Airport was rumored to be one of those airports that would no longer have a manned tower. While it does not affect the deal with Allegiant Air, the airport is waiting on word about a \$250,000 federal grant that would cover promotion of the new service and start-up costs. The funds would go towards reorganizing the space at the airport for parking facilities and the TSA, and upgrading ticketing computers, gates and podiums.

OILES America Grand Opening



The Concord-based headquarters of OILES America Corp., which is located in the **International Business Park**, has fueled job growth over the past 20 years while vastly growing its size. On Aug. 28, the company celebrated the grand opening of a \$6 million, 48,000-square-foot expansion of its manufacturing facility. This is the company's third expansion since moving to Concord. It employs 163 workers and is expected to add 30 more jobs by 2015.

OILES America completed its first expansion in 1996, adding 17,115 square feet to its

Concord plant. Nine years later, it added more than 31,000 square feet to its manufacturing and corporate headquarters.

Company president Hiroshi "Harry" Suda said the Concord facility has grown in 22 years from 27,600 square feet to 125,000 square feet.

The latest expansion is expected to increase production capacity by 75 percent.

Land Purchased in the International Business Park

As the state of the economy slowly improves, many organizations are taking steps to expand their businesses and add jobs. As a result, there has been some recent purchasing activity at the **International Business Park**. PreGel America, a tenant of the park recently purchased lots 13, 14 and 15 to allow for possible expansion efforts in the future. Meanwhile, to increase leasing and/or purchasing incentive, the Nolim Group recently completed the certification on lots 7, 8 and 9, which will remain in place over the next two years.



For those companies looking to call the **International Business Park** at Concord home there are still varying size lots available, including its recently completed speculative building – **4541 Enterprise Drive**. To learn more about available inventory, contact Anne Johnson at 704-331-1225 or at anne.johnson@cbre.com.

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