

### GSDC Working on Strategic Planning Goals

Electricities of North Carolina helped the City of Statesville fund a strategic plan last year. The Sanford Holshouser Business Development Group in Raleigh completed the economic development study for the City of Statesville to look at the city's development efforts for the future. Included in the plan were five key recommendations that GSDC might focus on for their economic efforts. Based on those recommendations, GSDC formed a strategic planning committee and have been diligently working to implement the following:

#### Level I Goals

- Formalize an Existing Industry and Business Program;
- Institute a lobbying effort at state level to improve Tier 5 program availability and access;
- Promote/pursue integration of utility line locations into the County's GIS system;
- Update marketing materials for recruitment;
- Develop advertising plan to promote the greater Statesville area economic opportunities, both internally and externally.

#### Level II Goals

These initiatives were identified as potential longer term goals and objectives that should be monitored and addressed by our organization:

- Identify and catalog properties that might offer industrial potential and long term development opportunities;
- Continually monitor and analyze local, regional, and state programs to identify research opportunities to assist with our economic development efforts;

Members of the strategic planning committee are:  
Mr. Bill Long-committee chair, Yadkin Valley Bank  
Mr. R.B. Sloan, EnergyUnited  
Mrs. Sara Tice, Chairman-Iredell County Commissioners  
Mr. John Marshall, Mayor-City of Statesville  
Mr. Donald Duncan, Manager-Town of Troutman  
Honorable Robert A. Collier, Jr.  
Mr. Don Searcy, Alcan Composites USA  
Mr. Harry Tsumas, Amity Development & Realty Services

To review the City of Statesville Strategic Economic Development Plan please call our office or [click here](#).

### Committee of 100 / NCCBI

The next Committee of 100 meeting will be Thursday, September 1, at 11:45 a.m. at the Statesville Civic Center in historic downtown Statesville.

We will be hosting the Statesville Area meeting of the **North Carolina Citizens for Business & Industry (NCCBI)**.

This meeting will provide you insightful information about politics and how new laws passed by the legislature will impact your business. You will meet Steve Miller of the Biltmore Company in Asheville, and hear about his exciting plans for the association. NCCBI president, Phil Kirk, and Mr. Miller will inform you about the happenings in Raleigh and Washington.



At NCCBI, they believe that **Networking Can Create Better Ideas** for business. Legislators and mayors are invited to the meeting.

Please mark your calendar and plan to attend this informative and beneficial meeting on **September 1, 2005 at 11:45 a.m.** Lunch will be provided.

#### Sponsors for this year's event are:

**EnergyUnited**  
**Sunstates Leasing**  
**Lowe's Companies**  
**Yadkin Valley Bank**  
**Greater Statesville Development Corp.**  
**Pope, McMillan, Kutteh, Simon, & Privette**

## Another Successful Year for 2005 Lunch on the Lawn in Raleigh

May 24<sup>th</sup> marked another successful event for us this year. A group of approximately 40 from the greater Statesville and Mooresville areas traveled to Raleigh to thank our legislators and economic development allies for all their help. We also meet with legislative members and officials for an update and to discuss state and local issues, and then treat them to a catered lunch. We began Lunch on the Lawn in 1998 and every year gets better.

We also want to say a special thank you to recognize all of our sponsors for this year's trip.

We appreciate their confidence and support in our efforts.

### 2005 Lunch on the Lawn Sponsors

South Iredell Community Development Corporation  
Downtown Statesville Development Corporation  
Mooresville-South Iredell Chamber of Commerce  
Greater Statesville Development Corporation  
Mooresville Convention & Visitors Bureau  
Statesville Convention & Visitors Bureau  
Greater Statesville Chamber of Commerce  
Statesville Record & Landmark  
G.L. Wilson Building Company  
Davis Regional Medical Center  
ElectriCities of North Carolina  
Piedmont HealthCare  
Town of Mooresville  
Town of Troutman  
City of Statesville  
Piedmont Bank  
EnergyUnited  
PSNC Energy  
Iredell County  
BellSouth

## Employment Security Commission Begins Telephone Claims Pilot Project



In April of this year, a Pilot Project began for Telephone Initial Claims. Individuals in designated areas of North Carolina may file new, additional and reopened NC claims for Unemployment Insurance by telephone (Telephone Initial Claims). This service is being provided for customers so that we are able to have yet another option for the method in which a claim is filed. Claimants in the specified areas have the option to call a toll-free number to file their claim. After the pilot is completed it is expected that this service will be extended to other areas of the state. We will share more information on this as we receive it. Currently a person may file their claim electronically on our website at [www.ncesc.com](http://www.ncesc.com) or they may elect to come to our Employment Security Commission / JobLink Career Center to have staff assist them in filing their claim. Once the pilot project is completed, and is available statewide, then our customers will have an additional option from which to choose.

### Weekly Benefit Amount of Unemployment Insurance

The average weekly insured wage in 2004 was \$664.14. Based on this figure, the maximum weekly benefit amount for Unemployment Insurance is now \$442.00 for benefit years established after August 1, 2005. The Weekly Benefit Amount figure of \$442.00 is 66 2/3 of the average weekly insured wage of \$664.14.

Submitted by Jean Manall, Manager ESC/JobLink Center  
(704) 878-4241 [jean.manall@ncmail.net](mailto:jean.manall@ncmail.net)

## Mitchell Community College Plans Endowment Fall Fundraiser

Mitchell Community College has plans for an endowment fall fundraiser September 29, 2005 for their new Technology and Workforce Development Center.

Plans are for dinner and entertainment from 6:00 p.m. to 9:00 p.m. at the development center at 701 W. Front St. Cost is \$40. For more information please call 704-878-4321.

Submitted by Dr. Bill Findt (704) 878-4321  
[wfindt@mitchell.cc.nc.us](mailto:wfindt@mitchell.cc.nc.us)



## Greater Statesville Chamber of Commerce

The next two pages provide a compilation of retail sales for Statesville and Iredell County ranging from 2000-2005.

Submitted by David Bradley, Chamber President (704) 873-2892 [dbradley@statesvillechamber.org](mailto:dbradley@statesvillechamber.org)

Source: NC Dept of Revenue <http://www.dor.state.nc.us>

| <b>GROSS RETAIL SALES FOR STATESVILLE AND IREDELL COUNTY</b> |                    |                       |                  |                    |                       |                  |                    |                       |                  |
|--|--------------------|-----------------------|------------------|--------------------|-----------------------|------------------|--------------------|-----------------------|------------------|
| <b>Monthly Sales and Use Tax Statistics</b>                  |                    |                       |                  |                    |                       |                  |                    |                       |                  |
|  | <b>2005</b>        |                       |                  | <b>2004</b>        |                       |                  | <b>2003</b>        |                       |                  |
|  | <b>Statesville</b> | <b>Iredell County</b> | <b>% S'ville</b> | <b>Statesville</b> | <b>Iredell County</b> | <b>% S'ville</b> | <b>Statesville</b> | <b>Iredell County</b> | <b>% S'ville</b> |
| <b>January</b>   | 108,500,986        | 247,803,513           | 43.8%            | 91,081,167         | 194,552,852           | 46.8%            | 75,334,508         | 170,056,422           | 44.3%            |
| <b>February</b>  | 96,490,485         | 198,831,392           | 48.5%            | 66,404,025         | 157,060,632           | 42.3%            | 72,531,322         | 144,146,739           | 50.3%            |
| <b>March</b>   | 82,030,923         | 187,802,071           | 43.7%            | 79,191,248         | 162,977,704           | 48.6%            | 65,104,659         | 136,617,760           | 47.7%            |
| <b>April</b>   | 94,378,660         | 222,690,686           | 42.4%            | 91,395,044         | 203,888,888           | 44.8%            | 77,435,271         | 170,683,125           | 45.4%            |
| <b>May</b>   | 84,771,403         | 203,104,925           | 41.7%            | 78,007,091         | 174,826,366           | 44.6%            | 73,237,576         | 168,190,215           | 43.5%            |
| <b>June</b>  |                    |                       | 0.0%             | 84,717,627         | 196,821,715           | 43.0%            | 71,393,626         | 156,581,925           | 45.6%            |
| <b>July</b>  | -                  | -                     | -                | 74,857,352         | 171,701,043           | 43.6%            | 69,871,094         | 169,809,637           | 41.1%            |
| <b>August</b>  | -                  | -                     | -                | 75,826,148         | 175,722,927           | 43.2%            | 68,367,371         | 153,711,550           | 44.5%            |
| <b>September</b>   | -                  | -                     | -                | 83,498,890         | 179,440,339           | 46.5%            | 65,328,894         | 159,385,460           | 41.0%            |
| <b>October</b>   | -                  | -                     | -                | 77,279,390         | 187,191,950           | 41.3%            | 75,149,154         | 171,785,157           | 43.7%            |
| <b>November</b>  | -                  | -                     | -                | 74,359,286         | 178,137,997           | 41.7%            | 69,993,892         | 169,310,478           | 41.3%            |
| <b>December</b>  | -                  | -                     | -                | 83,278,980         | 193,735,795           | 43.0%            | 74,400,889         | 165,447,177           | 45.0%            |
| <b>YTD</b>   | 466,172,457        | 1,060,232,587         | 44.0%            | 959,896,248        | 2,176,058,208         | 44.1%            | 858,148,256        | 1,935,725,645         | 44.3%            |
| <b>vs. previous yr</b>                                       | 406,078,575        | 893,306,442           | 45.5%            | 858,148,256        | 1,935,725,645         | 44.3%            | 797,461,374        | 1,696,821,811         |                  |
| <b>% Inc (Dec)</b>   | 114.80%            | 118.69%               |                  | 111.86%            | 112.42%               |                  | 107.61%            | 114.08%               |                  |

|                        | <b>2002</b>        |                       |                  | <b>2001</b>        |                       |                  | <b>2000</b>        |                       |                  |
|------------------------|--------------------|-----------------------|------------------|--------------------|-----------------------|------------------|--------------------|-----------------------|------------------|
|                        | <b>Statesville</b> | <b>Iredell County</b> | <b>% S'ville</b> | <b>Statesville</b> | <b>Iredell County</b> | <b>% S'ville</b> | <b>Statesville</b> | <b>Iredell County</b> | <b>% S'ville</b> |
| <b>January</b>         | 59,206,344         | 122,751,874           | 48.2%            | 82,773,848         | 160,201,681           | 51.7%            | 76,210,341         | 151,334,382           | 50.4%            |
| <b>February</b>        | 63,184,295         | 121,908,294           | 51.8%            | 60,991,371         | 122,395,549           | 49.8%            | 67,517,869         | 126,694,704           | 53.3%            |
| <b>March</b>           | 55,695,077         | 120,966,640           | 46.0%            | 60,140,865         | 120,906,495           | 49.7%            | 71,081,651         | 133,708,725           | 53.2%            |
| <b>April</b>           | 77,484,813         | 159,150,283           | 48.7%            | 74,401,556         | 158,075,826           | 47.1%            | 78,716,789         | 153,246,784           | 51.4%            |
| <b>May</b>             | 68,931,713         | 145,989,707           | 47.2%            | 76,756,940         | 155,811,065           | 49.3%            | 70,651,564         | 139,532,167           | 50.6%            |
| <b>June</b>            | 66,704,725         | 151,106,374           | 44.1%            | 74,449,255         | 160,457,980           | 46.4%            | 71,577,003         | 143,861,017           | 49.8%            |
| <b>July</b>            | 66,267,123         | 146,138,676           | 45.3%            | 70,716,104         | 156,924,458           | 45.1%            | 80,050,562         | 164,385,894           | 48.7%            |
| <b>August</b>          | 63,477,118         | 143,668,680           | 44.2%            | 61,292,071         | 135,711,711           | 45.2%            | 65,262,831         | 132,943,009           | 49.1%            |
| <b>September</b>       | 65,993,464         | 140,899,161           | 46.8%            | 65,486,915         | 135,308,261           | 48.4%            | 70,374,446         | 137,687,882           | 51.1%            |
| <b>October</b>         | 70,348,104         | 154,262,370           | 45.6%            | 64,204,186         | 142,662,735           | 45.0%            | 74,043,484         | 153,856,629           | 48.1%            |
| <b>November</b>        | 69,426,335         | 145,390,141           | 47.8%            | 75,012,166         | 151,293,402           | 49.6%            | 70,240,856         | 151,236,851           | 46.4%            |
| <b>December</b>        | 70,742,263         | 144,589,611           | 48.9%            | 64,465,220         | 133,652,622           | 48.2%            | 72,069,151         | 141,144,871           | 51.1%            |
| <b>YTD</b>             | 797,461,374        | 1,696,821,811         | 47.0%            | 830,690,497        | 1,733,401,785         | 47.9%            | 867,796,547        | 1,729,632,915         | 50.2%            |
| <b>vs. previous yr</b> | 830,690,497        | 1,733,401,785         |                  | 867,796,547        | 1,729,632,915         |                  |                    |                       |                  |
| <b>% Inc (Dec)</b>     | 96.00%             | 97.89%                |                  | 95.72%             | 100.22%               |                  |                    |                       |                  |

## STATE SALES AND USE TAX STATISTICS FOR IREDELL COUNTY

|                              | <b>2004</b>              |                           |                              | <b>2003</b>              |                           |
|------------------------------|--------------------------|---------------------------|------------------------------|--------------------------|---------------------------|
|                              | <b>Gross Collections</b> | <b>Gross Retail Sales</b> |                              | <b>Gross Collections</b> | <b>Gross Retail Sales</b> |
| <b>IREDELL</b>               | <b>\$56,036,333</b>      | <b>\$2,079,577,615</b>    | <b>IREDELL</b>               | <b>\$48,281,263</b>      | <b>\$1,821,224,825</b>    |
| 1% Tax                       | 653,975                  | 65,976,417                | 1% Tax                       | 527,361                  | 48,680,587                |
| 2% and 3% Tax                | 494,143                  | 20,084,184                | 2% and 3% Tax                | 264,000                  | 10,686,529                |
| Apparel                      | 1,684,051                | 38,084,451                | Apparel                      | 1,285,923                | 29,194,109                |
| Automotive                   | 3,737,777                | 221,689,517               | Automotive                   | 3,304,324                | 227,273,465               |
| Food                         | 11,509,827               | 445,193,728               | Food                         | 10,370,531               | 388,822,854               |
| Furniture                    | 1,611,551                | 58,182,405                | Furniture                    | 1,472,908                | 53,697,249                |
| General merchandise          | 16,620,819               | 635,627,111               | General merchandise          | 14,758,512               | 571,410,748               |
| Lumber and building material | 11,076,804               | 287,795,078               | Lumber and building material | 8,734,038                | 239,628,668               |
| Unclassified                 | 8,647,387                | 306,944,724               | Unclassified                 | 7,563,666                | 251,830,616               |

|                              | <b>2002</b>              |                           |                              | <b>2001</b>              |                           |
|------------------------------|--------------------------|---------------------------|------------------------------|--------------------------|---------------------------|
|                              | <b>Gross Collections</b> | <b>Gross Retail Sales</b> |                              | <b>Gross Collections</b> | <b>Gross Retail Sales</b> |
| <b>IREDELL</b>               | <b>\$42,581,327</b>      | <b>\$1,677,426,365</b>    | <b>IREDELL</b>               | <b>\$39,328,398</b>      | <b>\$1,759,103,732</b>    |
| 1% Tax                       | 520,851                  | 42,228,216                | 1% Retail sales              | 517,159                  | 50,993,040                |
| 2% and 3% Tax                | 366,215                  | 15,559,461                | 2% and 3% Retail sales       | 441,488                  | 18,744,319                |
| Apparel                      | 1,184,420                | 27,889,658                | Apparel                      | 1,100,772                | 28,425,448                |
| Automotive                   | 3,074,946                | 248,094,478               | Automotive                   | 2,848,180                | 297,518,654               |
| Food                         | 8,598,616                | 346,334,642               | Food                         | 7,761,317                | 350,727,664               |
| Furniture                    | 1,164,896                | 45,507,342                | Furniture                    | 962,098                  | 38,230,549                |
| General merchandise          | 13,056,735               | 517,274,312               | General merchandise          | 11,401,414               | 504,030,628               |
| Lumber and building material | 8,193,621                | 244,205,693               | Lumber and building material | 7,704,829                | 254,521,917               |
| Unclassified                 | 6,421,027                | 190,332,563               | Unclassified                 | 4,437,430                | 215,911,513               |
|                              |                          |                           | Use Tax - 1%, 3%, and 4%     | 2,153,710                |                           |

1%, 2%, and 3% Retail Sales Group: 1%: farm, mill, laundry, machinery, fuel to farmers, manufacturers, laundries, other; 2%: Manufactured homes; 3%: airplanes, boats, etc.

## NC STATE SALES AND USE TAX

|                             | <b>2005</b>    | <b>2004</b>    | <b>2003</b>    | <b>2002</b>    | <b>2001</b>    |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|
| January                     | 14,809,534,465 | 12,218,131,271 | 7,278,898,595  | 9,802,940,669  | 12,230,406,975 |
| February                    | 12,356,417,070 | 10,856,671,578 | 9,566,974,481  | 9,792,978,954  | 9,994,874,023  |
| March                       | 11,386,775,522 | 11,297,280,815 | 10,085,574,708 | 9,638,117,650  | 9,618,929,934  |
| April                       | 14,133,954,509 | 12,666,318,931 | 11,928,078,860 | 11,904,226,174 | 11,317,743,557 |
| May                         | 12,896,521,499 | 11,723,569,106 | 11,232,177,554 | 11,239,906,484 | 10,701,195,842 |
| June                        |                | 11,790,101,309 | 10,880,028,258 | 11,046,686,241 | 10,967,881,937 |
| July                        |                | 12,077,030,909 | 7,139,137,246  | 11,809,790,942 | 11,463,620,886 |
| August                      |                | 12,602,903,057 | 11,040,006,451 | 11,140,012,656 | 10,357,230,652 |
| September                   |                | 12,667,190,176 | 11,620,222,672 | 10,793,727,715 | 10,548,467,400 |
| October                     |                | 12,319,492,034 | 11,943,500,280 | 11,680,878,954 | 10,683,827,883 |
| November                    |                | 12,342,245,454 | 10,758,104,024 | 10,779,294,928 | 10,857,523,230 |
| December                    |                | 12,102,316,337 | 12,035,209,954 | 10,325,929,908 | 9,920,775,690  |
| 1 <sup>st</sup> 5 mo. total | 65,583,203,065 | 58,761,971,701 | 50,091,704,198 | 52,378,169,931 | 53,863,150,331 |
| % change                    | 111.6%         | 117.3%         | 95.6%          | 97.2%          | -              |

## Residential Development Pays for Itself – And More!

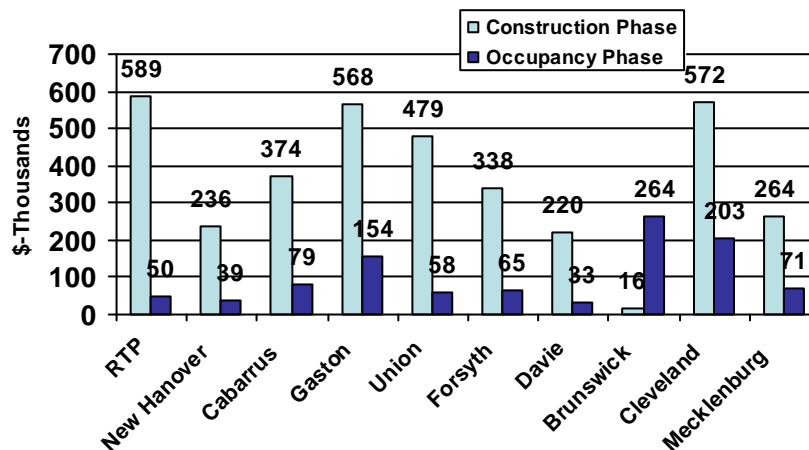
Capitol Insider – August 2005

Anti-growth advocates and the hopelessly naïve are quick to contend, without offering any corroborating evidence, that development must be forced to “pay for itself”, implying (1) that it does not now do so, and (2) that the imposition of new taxes on development is, therefore, justified. The facts do not support these contentions.

According to a study by the National Association of Home Builders (NAHB)<sup>1</sup>, building 1000 new single-family homes in North Carolina generates - in just the first year - more than 2,200 jobs, nearly \$85 million in business and wage/salary income, and more than \$11 million in state and local revenue. The sale and occupation of those 1000 new homes results in ongoing benefits of nearly \$26 million in business and salary/wage income each year, nearly \$9 million in state and local tax income each year, and the creation of more than 825 jobs each year.

A recently released study by Dr. John Connaughton and R.E. Madsen of UNC-Charlotte corroborates the earlier NAHB study and dramatically illustrates the importance of residential construction to the economy of North Carolina. Connaughton and Madsen’s 2005 study found that in 2004, the home building industry ranked third in direct spending (\$16.3 billion) and accounted for total spending of \$27.7 billion. Only wholesale trade and cigarette manufacturing contributed more to the State’s economy in terms of direct spending. As well, residential construction was the State’s fifth largest employer. Home building provided 136,840 direct jobs and 273,558 jobs overall. Only state and local education, food services, state and local government, and wholesale trade employed more people. According to a study by Dr. Donald Jud<sup>ii</sup> of Economic Research Associates and released by the North Carolina Association of Realtors®, the direct and indirect effects of the combined construction and real estate industry accounted for 44.1% of the Gross State Product in 2003.

No one can argue that home building is a leading contributor to the State’s economy, but do these economic contributions actually offset the costs imposed on local governments by development? The answer is unequivocally “YES”. University studies consistently prove that new residential construction “pays for itself”. As the following histogram shows, building 100 single-family homes results in a NET positive revenue stream both during the construction phase and every year thereafter once the homes are sold:



The housing industry is clearly the “engine that powers the economy”, and it is imperative that home builders, associates, and elected officials at the state and local level work together to remove barriers to home ownership and speed up the development approval process. Only in this way will North Carolinians continue to enjoy the “goodliest land under the cope of heaven”. Residential construction is the driving force behind a thriving economy. If housing is not strong many other businesses are going to suffer. When you hear debates about housing ask yourself how it may affect your business?

1. Housing Policy Department. 1997. The Economic Impact of Home Building in North Carolina. NAHB.
2. Jud, G. Donald. 2005. Economic Research Associates, Greensboro. Cited in NCAR ® brochure Real Estate, The Foundation of the North Carolina Economy.

Submitted by Robb Collier, Regional Vice Pres. NC Home Builders Assoc. [rcollier@statesville.net](mailto:rcollier@statesville.net)

## Business & Industry (July, 2005)

### Expansions:

#### Lowe's Companies, Inc. (Distribution)

Square Footage: ..... 324,000  
Jobs: ..... 50  
Investment: ..... \$12 million

## Labor Force Estimates Iredell County

|             | Jan 2005 | Feb 2005 | Mar 2005 | Apr 2005 | May 2005 | June 2005 |
|-------------|----------|----------|----------|----------|----------|-----------|
| Labor Force | 69,220   | 69,344   | 69,660   | 69,699   | 70,202   | 70,649    |
| Employed    | 65,437   | 65,297   | 66,106   | 66,248   | 66,840   | 66,837    |
| Unemployed  | 3,783    | 4,047    | 3,554    | 3,451    | 3,362    | 3,812     |
| Rate %      | 5.5      | 5.8      | 5.1      | 5.0      | 4.8      | 5.4       |

Source: Employment Security Commission [www.ncesc.com](http://www.ncesc.com)

## NCCBI AREA MEETING / COMMITTEE OF 100

September 1, 2005 / 11:45 a.m.  
Statesville Civic Center / 300 S. Center St.

### Guest Speakers:

Mr. Steve Miller, NCCBI chair (Biltmore Company in Asheville)  
Mr. Phil Kirk, NCCBI president



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