

## First Things First



■ **CCCC PURCHASES LAND FOR FUTURE EXPANSION.** Central Carolina Community College settled many concerns about its long-term future by purchasing 56 acres of land adjoining its existing campus on Kelly Drive. President Matt Garrett said the purchase was necessary, because the existing 48-acre Sanford campus was almost completely developed. “CCCC has been one of the fastest-growing community colleges in the state. In order to meet the future educational needs of Lee County, the college needed to obtain this land,” he said.



■ **LEE COUNTY LIVING 2006 PUBLISHED.** The seventh annual edition of Lee County Living recently hit the streets, offering a look at life in the county. Published by The Sanford Herald and the Sanford Area Chamber of Commerce, the magazine has received several accolades, including the North Carolina Press Association’s 2005 award for the best special section in The Herald’s circulation category. Copies are available at The Herald, the chamber of commerce and other locations throughout the area.

### Inside this issue

**2** Lee Early College offers opportunity, says James McCormick, but also requires commitment.

**3** One sign of a healthy economy is business expansion into new facilities, and that’s happening in Sanford.

**No. 18 ■ WINTER 2006**

# Economic Indicators

## lee early college arrives

High school offers a college degree for free.

**E**conomic opportunity may be knocking loudly this spring, as Lee Early College begins accepting applications for its first-ever class.

Scheduled to open in August, the new public high school offers a fast-paced curriculum designed to help area students earn both their high school diploma and a two-year college degree in just four to five years. All for free.

And that “free” part appears to be one major selling point for the new school. Lee Early College students attend classes without charge. That’s nothing unusual for high school courses, but the school also covers the cost of tuition, fees and use of books for college courses.



### Wide Appeal

Kelli Hulsey, director of secondary education for the Lee County Schools, expects Early College will appeal to a wide variety of local students.

“What this means for some students is that a good, high-paying job in industry is within reach,” she said. “They can earn the associate degree they need for the job without paying any tuition, and then can begin their careers even earlier.”

Others interested in a university education, Hulsey said, also would benefit. Early College students can take transfer courses, leaving with two years of college credit and slashing the formidable cost of a university education.

### Wider Benefits

While Early College students and their families stand to gain the most, the benefits could be farther reaching.

Bob Heuts, director of economic development for Lee County, believes the new school will stimulate business interest in Sanford and area communities.

“What this tells people is that Lee County is serious about education and serious about innovation,” he said.

“When companies look for any location to do business, these are essential issues.

“Early College will help us all.”

For more information about Lee Early College, visit [www.leeearlycollege.com](http://www.leeearlycollege.com).



## **JAMES McCORMICK** **Dedication reaps rewards at Lee Early College**

A lot has been written recently about Lee Early College, an innovative new high school. When the doors open on Aug. 7, ninth graders reflecting the diversity of our community will begin a unique academic experience.

At the end of their four- to five-year journey, students will graduate with a high school diploma *and a two-year college degree* from one of Central Carolina Community College's technical curricula or its university transfer program. Best of all, it's absolutely free to students and their families.

Because of the fast-paced curriculum, attending Lee Early College requires commitment. Students may take courses during summers, which may limit free time for family vacations and summer employment.

Students must be motivated and able to work independently. Lee Early College offers many options and freedom, under the personal guidance of faculty members and advisors. Students will encounter choices and challenges that will be different from those at the other high schools.

Commitment and support from parents are essential to student success. Therefore, the application process includes interviews that allow everyone to understand the program expectations and forge a strong partnership among students, parents and the school staff.

When there is great commitment and responsibility, there can be even greater rewards. With its small, student-focused environment, Lee Early College offers the promise of academic success and a head start on a bright future — whether students move into the workforce or continue their academic pursuits.

*James McCormick is superintendent of the Lee County Schools.*

## **'The Common Sense Guy' brings his advice on leadership to C100 in May**

Finding success in a fast-paced, uncertain business world can be a challenge.

But Bud Bilanich, a western Pennsylvania native who bills himself as "The Common Sense Guy," believes that what allows companies to thrive is no mystery.

Bilanich says the best way to deal with an uncertain future is to create your own future, and he plans to explain how to do that when the Committee of 100 holds its quarterly meeting on May 3 in Sanford.



Bilanich

The popular speaker, consultant and management

coach has worked with some of the top companies in America. Pfizer. Johnson and Johnson. Citicorp. JP Morgan Chase. AT&T. The list goes on.

Along the way, he's learned that the best companies — those he calls "high-performing organizations" — create their own future by taking advantage of four critical "secrets" that can be applied by just about any company:



Bud Bilanich's upcoming presentation, "Rethinking the Future: Leadership for the 21st Century," will focus on insights from his book on high-performing organizations.

- ▶ Have a clear purpose and direction.
- ▶ Enlist the sincere commitment of everyone involved in the organization.
- ▶ Skillfully execute the things that *really* matter.
- ▶ Develop mutually-beneficial relationships with key groups and stakeholders.

Bilanich, who holds a doctorate from Harvard University and now resides in Denver, Colo., will show how the "secrets" work in various companies and can be applied to your own.

To reserve your seat, contact Jane Haber at 919.774.8439 or [info@lcedc.com](mailto:info@lcedc.com).

### **THE REGION AT A GLANCE**

**Accolades.** North Carolina and the Research Triangle Region have received countless accolades. Here are just a few from the last three years:

- ▶ Top State for Business Climate, *Site Selection*, November 2005.
- ▶ Favorite State Location for Business, *Plants, Sites & Parks*, January 2004.
- ▶ Top Region in North Carolina for Online Growth, *Triangle Tech Journal*, March 2003.
- ▶ Fourth Best State for Health Care Availability, *Expansion Management*, February 2005.

And, Sanford was listed the 36th top small business town in America by *Site Selection* in March 2005.

## **Economic Indicators**

*Economic Indicators* is a quarterly newsletter of the Lee County Committee of 100, an organization of business men and women committing their time, energy and resources to enhance the economic well-being of Lee County and its citizens.

For information about membership, contact the Lee County Committee of 100 Inc., P.O. Box 4846, Sanford, N.C., 27331-4846. 919-774-8439 (phone). 919-775-5410 (fax). [info@lcedc.com](mailto:info@lcedc.com) (e-mail). News and letters for *Economic Indicators* may be sent to the editor at [news@lcedc.com](mailto:news@lcedc.com).

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# CAT takes lead on new hiring center

Selecting and retaining quality employees will soon become easier at Caterpillar, when the company opens a new pre-hiring assessment center early this summer.

Located at the North Carolina School for Telecommunications in the Lee County Industrial Park, the center will run job applicants through a series of assessments designed to ensure a good fit among the employee, the job and the company.

For Caterpillar, screening includes additional questions to supplement the employment application, a video showing applicants the type of work they'll be doing, and a work simulation allowing applicants to demonstrate their ability to perform job-related tasks.

The result will not only be good for Caterpillar, but for applicants as well.

"It's really a 'win-win' situation," said Clyde Crider, who is helping develop the center for Caterpillar. "People who go through this process will understand what they're signing on for, and we'll understand the kind of person we're getting in this facility."

It also will be a 'win' for the county and its broader industrial community.

Once the center is up and running, it will be available to other companies. Central Carolina Community College has agreed to take a lead role in attracting new clients and developing the center.

And, there are other potential benefits — like recruiting new industry to the area.

"It's a unique business partnership — with industry,



**"I HAVE ENDURED,"** Jon Parsons' banjo solo, was an unexpected highlight from the last Committee of 100 meeting. About 170 people packed into Chef Paul's to hear Parsons, executive director of Sustainable Sandhills, and Col. Al Aycock, garrison commander for Fort Bragg, discuss the Base Realignment and Closure Plan and how to accommodate growth in the region. A quarter million new people are expected by 2030. And, Aycock says, "They'll go where they're invited and stay where they're welcomed."

the college and economic development — to create a model program they can hold up to other industry," said Crider. "And, everybody wins."

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**Challenge expanding to Lee Industrial Park**

The Challenge Printing Co. of the Carolinas will soon expand from its facility in Broadway into space being constructed in the Lee County Industrial Park.

The company based in New Jersey prints labels, inserts and other packaging components for the pharmaceutical industry.

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**Pentair moving into old AM&M building**

Pentair Water Pool and Spa announced its expansion into

the East Main Street building formerly occupied by American Moulding & Millwork, allowing the company to continue developing new products and growing its market share.

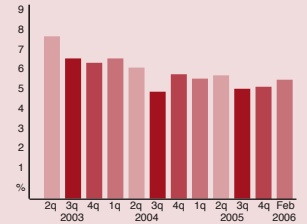
President Scott Levin said Pentair plans to relocate some of its manufacturing from the Hawkins Avenue headquarters and bring in some from other facilities out of state.

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**Fastenal erecting larger space along U.S. 15-501**

Fastenal, an industrial and construction supply retailer, is building a new facility on U.S. 15-501 next to Meikle Automation. The move is due to steady growth and should help the company better serve clients at the nearby industrial park.

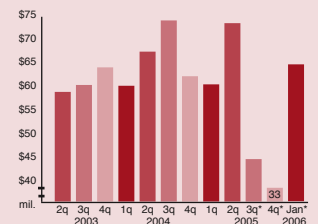
## Economic Indicators

### unemployment



Lee County unemployment was 5.4 percent in February, well below the 6.3 percent posted one year ago. The labor force estimate stands at 25,663. The statewide seasonally-unadjusted rate: 5.1 percent in February, just three-tenths of a point lower than Lee. Data listed from the last month of each quarter.

### retail or taxable sales



Taxable sales for Lee County spiked to \$64.006 million in January, the most recent report, up from a low \$33.432 million figure posted in December. For Sanford: \$57.634 million. Figures reported from last month of each quarter. \*Due to changes in the N.C. Department of Revenue reporting, figures through the second quarter of 2005 report gross retail sales, while later figures report taxable sales.

### building permits



Lee County issued an estimated 55 building permits for new residential construction in January and February, continuing a busy period. In March (alone): 37. Figures show total permits issued over a two-month period from Lee County and do not include apartment or commercial construction.

### area industrial closings

No area closings reported.

**May 2006**

**2 Downtown Sanford Inc. Board.** 8 a.m. Lee County EDC Office, 226 Carthage Street. Contact David Montgomery, 919.775.8332 or downtown@sanfordnc.net.

**3 Committee of 100.** Bud Bilanich on "Rethinking the Future: Leadership for the 21st Century." noon. Chef Paul's Café, 610 E. Main Street, Sanford. Contact Jane Haber, 919.774.8439 or info@lcedc.com.

**6-7 Fifth Annual Sanford Pottery Festival 2006.** The famed pottery exhibition and sale returns. Open Saturday, 9 a.m. to 5 p.m., and Sunday, 9 a.m. to 4 p.m. Admission, \$5. Call 919.776.4351.

**8 Lee Co. Economic Development Corp.** 8 a.m. Lee County EDC Office, 226 Carthage Street. Contact Jane Haber, 919.774.8439 or info@lcedc.com.

**9 EXPO 2006 Small Business Banquet.** 6:30 to 8:30 p.m. Dennis A. Wicker Civic Center. Contact Betty Pace, 919.774.6442.

**11 Central Carolina Society for Human Resource Management.**

"Critical Few": Success Factors for the HR Consultant." 11:30 a.m. Chef Paul's Café, 610 E. Main Street, Sanford. Contact Jane Haber, 919.774.8439 or info@lcedc.com.

**17 18th Annual Central Carolina Small Business EXPO 2006.** Nearly 100 exhibitors highlight the diversity of local small business. "Business to Business" exhibition by invitation from 7:30 to 9:30 a.m. Exhibition is open to the public from 9:30 a.m. to 5 p.m. Dennis A. Wicker Civic Center. Contact Betty Pace, 919.774.6442.

**24 Lee Co. Industrial Managers Association.** 11:45 a.m. Location To Be Announced. Contact Jane Haber, 919.774.8439 or info@lcedc.com.

**CCCC Business Seminars**

■ **Ten Steps to Starting a Business.** Monday, May 22, 6:15 to 8:45 p.m., free.

■ **Military Contract Opportunity Workshop.** Thursday, June 1, 6 to 7:30 p.m., free.

For information on seminars, contact Betty Pace, 919.774.6442, bpace@cccc.edu.

**FOCUS on Industrial Sites**

Almost 16,000 square feet are available now for manufacturing or commercial use at the Moore Business Park, conveniently located in Sanford at the corner of Horner Boulevard and Dalrymple Street. For other available sites in Lee County, visit [www.lcedc.com](http://www.lcedc.com), click on "Buildings & Sites," and select either buildings or sites.

# Economic Indicators

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