



JACKSONVILLE ONSLOW

ECONOMIC DEVELOPMENT

****Investor Insight****

March 29, 2018

Executive Director Update

JOED is nearing the completion of year four of our Five Year Strategic Plan that focuses on four strategies :

- **Marketing and Outreach**
- **Market and Asset Development**
- **Workforce and Entrepreneurial**
- **Organizational and Regulatory**

The dominant focus has been on marketing & outreach and product development. The objectives were to expand JOED's visibility and role with regional and statewide economic development partners and efforts to create relationships, and pursue and assist in the development of physical assets to include ready sites and industry-ready buildings.

The goal was for Jacksonville/Onslow County to be recognized as a credible participant ready to be engaged in the increasingly competitive economic development arena once the economy strengthened and was ready to grow. We believe we have accomplished this!

- **We have statewide recognition as an active program**
- **We have a good working relationship with both of our regional partnerships as well as the leadership and developers of EDPNC**
- **We have product that allows us to be competitive in project RFIs**

This fiscal year has been very busy and productive. Your JOED team has responded to over fifty project RFIs to date. These include a variety of manufacturers, several food and beverage industries, and a few each of distribution facilities and call centers. Cumulatively, they account for hundreds of millions of dollars in capital investment and thousands of jobs. JOED

was able to submit to approximately half of the RFIs with a product and conditions that could meet the criteria required. Eighty percent of the RFIs requested an existing building.

We have had six site visits in the past seven months and are currently working ten valid new industry projects. That is excellent activity for a community and organization our size. We expect to have an announcement for you soon!

Save the Date: JOED Annual Meeting – May 17th, 11:30 am – 1:30 pm

Guest speakers: Frank Emory, Jr and Chris Chung of EDPNC

