

Assistance to Existing Companies

LEDA understands the importance of retaining and expanding existing business. As a result, a full time Existing Business Manager is on staff to devote full attention to the businesses in Lincolnton and Lincoln County. Through the established Existing Business Program, LEDA is able to offer a great resource to our businesses.

The Existing Business Program is a comprehensive program that focuses solely on the retention and expansion of existing industry in Lincoln County.

Committees and Associations:

Existing Industry Committee: The Existing Industry Committee is a committee dedicated to the retention and expansion of existing industry in Lincoln County. This committee meets throughout the year to refine and improve current programs, develop new programs, and discuss new ideas and opportunities pertaining to existing industry.

Industrial Managers Association (IMA): LEDA manages all operations of the Industrial Managers Association (IMA). The IMA of Lincoln County is a non-profit organization with the purpose of furthering the industry support of Lincoln County. Members are comprised of the top management in Lincoln County Industry. The IMA provides these leaders with the opportunity to foster working relationships between and among industry and at the same time work together to better Lincoln County.

The IMA meets every-other month starting in February. During these lunch meetings, members discuss industrial issues ranging from ergonomics to OSHA regulations.

The IMA, while focusing on important industrial issues, also enjoys having time to relax and socialize. A lakeside social and fork lift rodeo are just a few examples of some of the group's activities.

Services and Programs:

Retention and Expansion: Each year LEDA works collectively and individually with existing industry to aid in retention and expansion projects. LEDA makes it a top priority to be existing industry's one-stop resource for anything and everything.

Incentive Grants: LEDA coordinates and implements Lincoln County and the City of Lincolnton's Industrial Development Incentive Grant Program. LEDA is on-hand to walk existing industry through the grant process from beginning to end. Beginning with assistance filling out the application to presenting the grant request to the Board of County Commissioners and City Council, LEDA is there to make the process smooth and simple for existing industry.

There is no limit to the services we provide to our existing industry. When a company comes to us for assistance, if we do not immediately know the answer, we will be able to either provide a contact or we will research and find the answer ourselves.

LEDA has numerous allies that collectively work together to make Lincoln County the natural place for industry. From the Employment Security Commission to the North Carolina Community College System to the city and county to utility companies and many, many more, LEDA has an abundance of resources to aid in assisting our industrial base.

Examples of Assistance to Lincoln County Existing Industry:

- Fast Track Permitting
- Employment Issues
- Procurement Information
- Utility Issues
- Liaison to Lincolnton and Lincoln County Officials and Departments
- Provide Information and Contacts to the City and County
- Provide Information and Contacts to State and Federal Departments
- Incentive Grants
- Public Hearing Presentations
- Prepare Press Releases and Communication Assistance

Existing Industry Directories: LEDA maintains and provides a Manufacturers & Distributors Directory, Motor Sports Directory and Transportation Directory for Lincoln County. These comprehensive directories are used as an information source and are especially useful to Lincoln County existing industry.

Visitation Program: Annual visits and tours of Lincoln County industrial facilities provide an opportunity for LEDA to establish and maintain rapport and solid working relationships with our existing businesses. It further fosters a better understanding of businesses and their products. The insight and information received during company visits can be used to identify supplier linkages, create new intra-county business relationships, and increase our understanding of the Lincoln business community. Most importantly, it provides the company with the opportunity to learn more about LEDA and our commitment to retaining and expanding our existing industries. Through the visitation program, LEDA gives special attention to any management change within the industry and includes contacting headquarters of existing industry to schedule a visit when traveling near their location.

WINS (WELCOMING INDUSTRY'S NEW STARS): The WINS Program is about welcoming new industries to Lincoln County. This program includes a wide range of complimentary services so that the new industry can focus on running their business. There are four phases to this program which start from the moment an industry decides to locate in Lincoln County all the way through their first anniversary of doing business here.

Milestone Achievement Awards: LEDA will present Milestone Achievement Awards each year to manufacturers and distributors as well as at the motor sports and transportation industries located in the City of Lincoln and Lincoln County. The purpose of the award is to recognize and thank local industry for their past, present and future commitment to the city and county.

Manufacturers and industries operating in the City and County are eligible for the award. Awards will be presented to industry on their fifth year anniversaries (5, 10, 15, 20, etc.). Milestone Achievement Awards will be presented during an annual luncheon in honor of the recipients.

Industry Appreciation Month: Each year LEDA coordinates Industry Appreciation Month in Lincoln County. This is a month long celebration to thank industries and international industries for their presence and commitment to the Lincoln community. No Industry Appreciation Month is ever the same. Each year there is something new and different to see and do.

Typically the month begins with the "official" public signing of proclamations by the Mayor of the City and the Chairman of the County Commissioners. The second event is industry specific. Most recently, the motorsport industry was the focus. A third event, the Forklift Rodeo, is co-sponsored by the Industrial Manager's Association and Lincoln Economic Development Association (LEDA). The fourth event is a plant tour of an industry within the community. This is an opportunity for an industry to showcase their product and educate the community at large on their respective company. The fifth and final event is the signature International Appreciation Reception; featuring the international countries operating in Lincoln County. Food and beverages from the respective nations are served with great effort to prepare them as authentically as possible.

Industry of the Year: The Lincoln County Industry of the Year Award is presented annually to the industry that has had the greatest positive impact on the community. The award is based on a set of criteria: Positive Impact - The industry must have made a positive impact in the County of Lincoln within the last year. Community Involvement - The industry must be involved with the Lincoln community through direct financial, time and/or other significant contributions. Business Performance - The industry must be a leader in their field and have produced a positive performance during their last fiscal year. Standard of Conduct - The industry must maintain the highest standards of conduct in working with the community, government, other businesses and their own employees.

The LEDA Board of Directors will select the Lincoln County Industry of the Year. The award will be presented at the Lincoln-Lincoln County Chamber of Commerce annual banquet.

Other: In addition to LEDA's existing business program, LEDA partners with Customer Service Solutions to provide computer research and tracking on existing industries within Lincoln County.