



# At a Glance

The Chatham County Economic Development Corporation (EDC) works to position Chatham as the preferred location for emerging growth companies. Our policy-driven approach is designed to create jobs, increase the commercial tax base, and build prosperity for residents by focusing on attraction, retention and entrepreneurship. We support infrastructure improvements and preservation of the County's strong quality of place.

Over the past two years, the EDC has reshaped its governance, staff, operations and funding in pursuit of a comprehensive economic development strategy with broad-based support. While working to attract new industry, retain existing companies, and grow new ventures, we have developed new tools to give Chatham County a competitive edge.

## attraction

Secured \$142 million in capital investment

- Saved 150 jobs
- Created 104 new jobs

Targeted marketing to companies looking to co-locate near new & existing industry clusters

Pursued seven projects representing nearly

- 9,000 total potential jobs
- \$2 billion in projected new investment

## entrepreneurship

Consulted with 42 emerging entrepreneurs

Ongoing work with six larger-scale ventures expected to create 186 jobs within two years

Launched the **Chatham Loan Fund**, the region's only rural revolving loan fund for small businesses

- Partnership with Self Help Venture Fund
- Marketed fund through 13 local banks
- Closed first loan in October 2009

## opportunity chatham

Capital campaign designed to transform the EDC into a public-private partnership and support its work from 2010-2015.

## retention

Launched an **Existing Industry Visitation Program**

- Help determine company needs
- Assist with regulatory issues, workforce training & site selection
- Assess expansion financing options

Worked with 50+ local companies

Retained over 2,000 jobs

Assisted 4 expansion projects that will create up to 183 new jobs

## toolbox

Redesigned **www.chathamedc.org** with user-friendly interface & social networking features

Chatham Loan Fund

Central Carolina Business Campus

Chatham Prospector, on-line site selection tool

E-Pulse, web-based client tracking system

Economic gardening/incubator

Revised incentive policy

**opportunity is knocking!**