



# Foreign Direct Investment

## Selecting Gastonia Technology Park

PROJECT FASTTRACK

October 2010-September 2012

# What is Driving this Expansion

Dynamic sales and production

Raw materials sourced in the US

New markets created from trade shows

New product lines in demand

Financial and political stability

# Project Criteria/10 Year Outlook

International Airport-Europe Direct

Research and Development Support

Capital Intensive-Top Talent for Labor

Suppliers/Customers/Raw Materials

Corporate Neighborhood/Welcoming Community

# Site Inspection-Community Visit

Gaston College-Training, Corporate Education

NC Employment Security Commission

State of NC-Ron Leitch, NC DOC

Polymers Center of Excellence

Walking over the Available Sites in GTP

# Community Visit-October 14, 2010

Meetings with Local Leaders to Explore Options  
Dinner Meeting with City Council Members, City  
Manager, Gaston County EDC Chair, Gaston  
Regional Chamber President and EDD Chair.

Coordination by Gaston County EDC

# Factors Affecting Competition

Intermodal Transportation Requirements

Utility cost/reliability (interruptions-climate)

Work force skills, training and cost

State and Local Incentives

Legal aspects-business formation, immigration

Local Industrial Financing Options

# Multi-State Value Comparisons

Available Buildings and Sites      \$\$\$\$\$\$\$\$

Community Attitude      \$\$\$\$\$\$\$\$

Taxes, Infrastructure      \$\$\$\$\$\$\$\$

# Aesthetics of Technology Park

Landscaped Parkway and Park Signage

International Flags at Entrance

Underground Utilities

Street Lighting and Maintenance

Protective Covenants

Access to Gaston College Campus

Green Spaces in Industrial Campus



# Benefits of Technology Park

Excellent Marketing Materials to Review

Documentation of Services and Issues

Power Options with Back Up Generator (Climate)

Variety of Shovel Ready Sites

Cooperation of City and County Officials

Logistics to Target Market

# Utilities Available for GTP

Electricity-City of Gastonia-55,000 KW Substation

Natural Gas-PSNC a Scana Co.-4" line-60 psi

Water-City of Gastonia-12" line-100 psi static

Sewer-City of Gastonia-30" gravity line+ capacity

Fiber Optics-AT&T controlled environment vault

# Prime Power Park Status

*An ElectriCities Redundant Power Industrial Park*

4 MW of on-site emergency generation from 2 Caterpillar 3516B 2 MW diesel generators, automatic switchgear and 10,000 gallon fuel tank.

*Power restored within 30 seconds after loss!*

# Transportation Present and Future

US 321 less than one mile via Parkway

Interstate 85 one mile

Proposed Southern Route to Airport

Charlotte Douglas International Airport-15 miles

City of Gastonia Municipal Airport-10 miles

# Gaston College Presents Training



# Industrial Revenue Bond Finance

Reserved for Manufacturing

Company must have Bond Counsel

County Industrial Facilities Authority Approves

NC Department of Commerce Coordinates

Legal and Environmental Assurances Required

Public Notices and Court Certificate of Approval

BBT provided Funding with LC from Bank Intesa

# EDC Presenting Project to Council



# Community Support Assessment

Inter Governmental Collaboration

Planning-Permitting-Inspections

Regulations-Land Use

Incentives-Attitude Toward Needs

Labor-Attitude-Certified Labor Force

Real Estate Value Creation



# Project Fasttrack Incentives with Code Name and Confidentiality

City of Gastonia

Land Cost Reduction

Waiver of Soil Erosion & Control Permit

Waiver of Storm Water Fees

Assistance with Due Diligence

Move Electrical Switch Box

# Incentives from Gaston County

Mass Grading 8.14 ac Site (Expanded for Growth)

Provided updated survey-land closing fees

Temporary Detention Basin prepared

Soil Sedimentation Permit Waived

Storm Water Control Fee Waived

Due Diligence Grant Presented to Company

Project Coordination, Facilitation and Permitting

# Coordinated Efforts-EDC

Land Development Approvals of plans

Technical Review Committee met Project Leaders

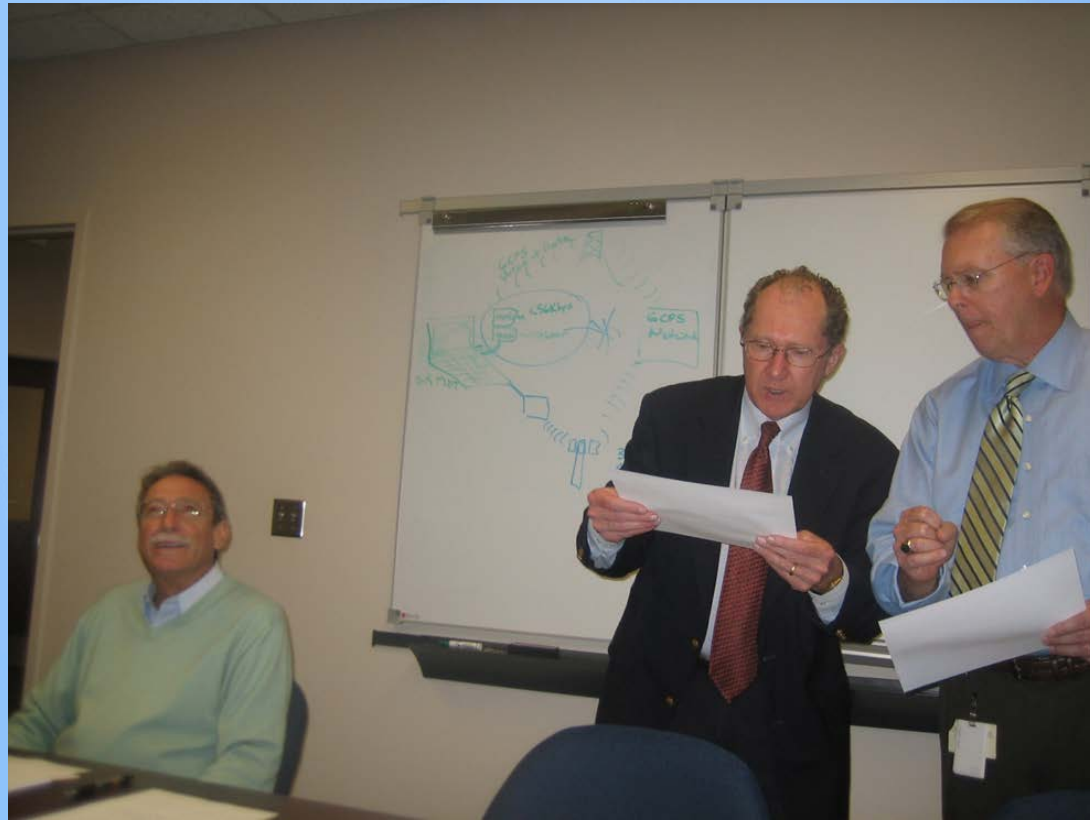
ISO 14001 Environmental Stewardship of Water  
and Wastewater Systems

Waived-Availability Fees W/S Connections

Waived System Expansion Fee for GTP

NC Green Power Interconnect Assistance

# Making Things Legal



# Unexpected Features

Positive and Engaging Community Attitude

Community Investment in Infrastructure

Long Term Thinking of Community Leaders

Respect for Confidentiality

Ethics of Community Leaders

Economic Development Leadership

# International Infrastructure

Customs Port of Entry

Freight Forwarding Services

Advanced Communications Technology

Carbon Footprint as Business Imperative

Transparency through Supply Chain

Ethics-International Standards of Practice

# Expansion as a Total Project

Total Project Expenditure-Finance Package

Assess Financing options Project Specific

Preserve Corporate Capital

Social and Cultural Barriers

Is every citizen on the TEAM?

# Traditional Siting Priorities

1. Labor Cost 96.7%
2. Highway Access 92.9%
3. Tax Exemptions 88.4%
4. Corporate Tax Rate 87.0%
5. Local Incentives 84.9%
6. Other: energy cost, suppliers, customers etc.



# Clients Filter Opportunities

Narrow down geography	40%
Gather preliminary data	27%
Chose several finalists	11%
Expect consultant to filter all info	7%

# One NC Grant Presented to REPI



# County Celebrates Selection



# Extending a Welcoming Hand



# REPI Project Makes Local News

- Announcement Comments to 40+ guests at Cramer Mountain Country Club, March 17, 2011, 11 AM
- Secretary Carroll, Mayor Stultz, Chairman Loftis, Chairman McCallister, Economic Development Team, ladies and gentlemen, it is my pleasure to be here today because you cared enough to prepare the Gastonia Technology Park which we have chosen for our US project site. We appreciate being honored with the One North Carolina Grant.
- Our North Carolina Company is incorporated as REPI LLC and will be a wholly owned subsidiary REPI S.p.A. located close to Milan, Italy and established in 1973. We team with the best companies in the industry and take pride in our technical services. The relationships and loyalty built in the US market over the past 20 years and more specifically in the past 7 years has created the justification for this global expansion.
- We plan to build a state of the art, energy efficient 30,000 square foot building as a Western Hemisphere Headquarters. We will conduct Research and Development, customized production, marketing and administration from this facility. Our sales representatives will travel to customers from Canada to Argentina. We will host customers at our new facility and believe they will enjoy this community.
- Our initial investment is expected to be \$5.5 Million Dollars and we will create 30 jobs over the first 3 years. We will need highly skilled associates who will be well paid.
- Our company has a distinct history of providing service before and after the sale. We partner with our customers and continuously monitor their needs. We have a unique ability to listen to the needs of our customers and to carefully measure and dispense liquid colorants to blend with the customer's products. The liquid color business we serve is very competitive so we must always continue learning and researching to maintain our position of strength. We market our brand through special trade shows.
- Our company focus is on quality. Our associates have been recognized as meeting the International Standards Organization 9001 Certification since 1998. We expect excellence from our team and we offer opportunities for personal growth in the company.
- We expect to double in size to 60,000 square feet during the first 3 years and our site was selected to support that projection.
- We are a family owned business and this is our first manufacturing facility to be built outside Italy. For us it is a major decision and the support we have received from this community is the reason we want to call Gastonia our US home....We look forward to sharing this community and to joining you as a socially responsible corporate citizen.

# Reviewing the Renderings



# Project Begins to Take Shape



# Over the Top

Major competitor has his company name on Road  
Timing was just right to change the road name

Happy new neighbor

**REPI LLC**

**Repi Court**

**Dallas, NC**



# Is this the American Way?



# We Appreciate Your Investment



# Building Taking Shape



# Sunny Day in October 2011



# Glass in Offices Adds Color



# Walkways Are Taking Shape



# Finding Consultants

Internet 62%

Personal Referral 38%

CPC Target Market: Entrepreneurial Multinational

Global Outsource for Private Corporate Services

# Foreign Direct Investment-CPC

A passion for cultural geography and a history of serving an international client base (25 countries) sends personal referrals to CPC. Satisfied clients are the core of our business development. As a community or company you are a client and we appreciate your business and your referrals.



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