



BUSINESS

R E S O U R C E G U I D E



Business. Life. Location.



We are delighted that you have chosen to start, operate, or grow a business here in Iredell County.

Contents

- 2 Getting Started
- 5 Time to Grow
- 13 Workforce
- 17 Finding Funding
- 20 A Penny Saved
- 22 Rules & Regs

This guide contains resources to help you start a new business, grow an existing business, or improve your overall operations. The guide is broken up into sections based upon where your business is in its lifecycle (new business, growing business) and specific needs of businesses (help finding talent, assistance navigating regulations).



Getting Started

There are several resources to help you move from a great idea to a full-blown business, from business incubation to free business counseling and assistance finding financing. Many of these resources have special programs for minority-owned and woman-owned businesses.

Brian Hamilton Foundation

brianhamilton.org
info@brianhamilton.org

The Foundation builds on decades of entrepreneurial experience to provide aspiring entrepreneurs and growing business owners with the information and inspiration they need to successfully start, run, and grow their businesses. Through their programs, the Foundation provides education by speaking to business and entrepreneurship groups, connecting those looking for information with experienced entrepreneurs, and providing free, online courses.

Bunker Labs

bunkerlabs.org/charlotte

Bunker Labs – a 501(c)(3) non-profit – is a national network of veteran and military spouse entrepreneurs dedicated to helping the military-connected community start their own business by providing needed tools and resources. The local chapter, Bunker Brews, gathers in Charlotte at WeWork.

Carolina Small Business Development Fund

carolinasmallbusiness.org
919-803-1437

Financing: Mark Royster
mroyster@carolinasmallbusiness.org
Business Counseling: Lori Diaz
ldiaz@carolinasmallbusiness.org

Carolina Small Business Development Fund (CSBDF) is a nonprofit lender that provides affordable financing, business counseling, and policy research to North Carolina's entrepreneur community. CSBDF has special programs for minority-owned businesses, veteran-owned businesses, and woman-owned businesses.

EDPNC Small Business Advisors

edpnc.com/start-or-grow-a-business/start-a-business / 800-228-8443

EDPNC Small Business Advisors is a free service for anyone interested in starting a small business, small business owners in need of general support, and entrepreneurs interested in North Carolina. In partnership with the NC

Department of Commerce, EDPNC Small Business Advisors provides a range of services, including addressing state level regulatory questions and license requirements.

Jay Hurt Hub for Innovation and Entrepreneurship at Davidson College

hurthub.davidson.edu
704-894-4482

“The Hub” exists to develop students, faculty, coworkers, and technology entrepreneurs into stronger and more confident entrepreneurs by providing resources, a mentoring program, gig hub opportunities, and rentable event and coworking spaces. They offer private office suites, open desks, and private phone rooms for local entrepreneurs and working professionals.

LaunchLKN

launchLKN.org
Rhana Kurdi, admin@LaunchLKN.org
502-654-5538

LaunchLKN is a collaborative community of entrepreneurs, mentors, educators, and community leaders dedicated to sharing knowledge and motivating growth of the technology-based startup scene in Lake Norman. LaunchLKN makes connections in the Lake Norman region to advance entrepreneurial success and impact our changing economic landscape.

NC IDEA

ncidea.com / 919-941-5600

NC IDEA is a private foundation with a mission to maximize the economic potential of the people of North Carolina by supporting the formation and fruition of high-growth entrepreneurial endeavors. The organization helps with product development, finding funding, and providing special assistance to female and minority entrepreneurs.

North Carolina Institute of Minority Economic Development

theinstitutenc.org
info@TheInstituteNC.org / 919-956-8889

For more than thirty years, “The Institute” has helped clients harness the power of diversity to achieve business and economic objectives. They bring deep industry knowledge of how to help a) business owners turn barriers of race, gender, and disability into opportunity; b) companies diversify their supply chains; and c) communities broaden their business base. NCIMED helps clients focus on three core elements—money, markets, and management—to create diverse, globally competitive companies.

Small Business Administration

sba.gov / 800-827-5722

The Small Business Administration (“SBA”) serves as a one-stop resource shop for businesses. The SBA provides guides for planning, launching, and managing a small business; identifies funding opportunities; guides businesses owners through federal contracting; and advocates on behalf of small business.

Small Business Center at Mitchell Community College

mitchellcc.edu/small-business-center
Gregory Cain, GCain@mitchellcc.edu
704-878-3227

The Small Business Center focuses on assisting start-up businesses. Small Business Center counselors provide guidance customized to solving problems related to starting and operating a new business. Prospective or existing small business owners can take advantage free, confidential, one-on-one business counseling services; resource and referral information for a variety of business needs; and free (or low-cost) business development seminars and classes.

Supportedly supportedly.com

Supportedly exists to help entrepreneurs and ecosystems start and grow with confidence through a combination of connectivity tools, actionable training and content, and community engagement programs.

Veterans Business Outreach Centers fsuvboc.com / 910-672-2683

The Veterans Business Outreach Center (VBOC) Program is designed to provide entrepreneurial development services such as business training, counseling, and resource partner referrals to transitioning service members, veterans, National Guard & Reserve members, and military spouses interested in starting or growing a small business.



Did you know?

There are a number of free business resources available online.

AccessNC

accessnc.nccommerce.com

AccessNC, a resource provided by the NC Department of Commerce, provides information about the state and local economy, including data on local employment, wages, and demographics. The Business Maps & Reports tab provides free market reports for any jurisdiction in North Carolina.

Mooreville Public Library

moorevillenc.gov/225/Library

Mooreville Public Library provides access to professional, language, and other skills trainings via LearningExpress Library, Gale Courses, Transparent Language, and more.

NC Live

nclive.org

NCLive is a collection of reference databases available to library card holders throughout North Carolina. NC Live provides access to a range of business and professional databases,

including a resume building tool (Cypress Resume), career guidance (Ferguson's Career Guidance), information on individual businesses (ReferenceUSA), and more.

NCWorks

ncworks.org

NCWorks provides a platform for those seeking employment and for those seeking employees. Job seekers can find a job, create a resume, and get information on careers, education, and training. Employers can find candidates, post a job opening, get assistance with recruiting, and explore labor market information.

NC Community College System NC Small Business Center

ncsbc.net

The SBCN offers a range of in-person and online courses for small business owners, most of them free. Topics include how to use QuickBooks, identifying customers, selling online, and many more.

Time to Grow

Growing a business as an experienced entrepreneur often requires different resources than those needed to start a new business. Resources in this section focus on the existing business and resources for improving processes, discovering new markets, and connecting to other companies.



Business Networking International bni.com / 800-825-8286

Business Networking International (BNI) is a business referral network with over 9,500 local chapters worldwide, including one in Mooresville. BNI aims to help businesses generate “more sales with consistent growth, less effort, and lower cost than other marketing methods.”

Downtown Statesville Development Corporation downtownstatesville.com

Marin Tomlin
mtomlin@downtownstatesville.org
704-878-3436

Downtown Statesville Development Corporation (DSDC) is a nonprofit organization that provides leadership dedicated to the historic preservation and enhancement of Downtown Statesville. The organization promotes downtown as the primary center for economic growth opportunities, social experiences, and cultural arts in Statesville. DSDC fosters redevelopment of Downtown Statesville's Central Business District and serves as a catalyst for private development and public partnerships.

Economic Development Partnership of North Carolina edpnc.com

Melanie O'Connell Underwood
melanie.underwood@edpnc.com
980-256-0497

The Economic Development Partnership of North Carolina (EDPNC) provides a range of services to businesses throughout North Carolina, including assisting company growth and relocation as well as providing technical support for exporting.

Economic Development Partnership of North Carolina *(continued)* edpnc.com/start-or-grow-a-business/export-assistance/services/

EDPNC's International Trade Division provides financial and technical assistance for attending foreign trade shows, developing market entry strategies, helping determine appropriate pricing, and addressing other needs of doing business in foreign markets.

The Greater Statesville Chamber of Commerce statesvillechamber.org

Shannon Viera
sviera@statesvillechamber.org
704-873-2892

Since 1927, the Greater Statesville Chamber of Commerce has been a voice of business and a bridge that links businesses, organizations, and residents together with innovative programs that strengthen our long-term economic vitality, business success, job creation, and quality of life. The chamber is a membership organization that works to achieve a diverse, balanced economy that enhances the quality of living and work in our region.

Iredell County Economic Development Corporation iredelledc.com

Matthew Pierce, Matthew@IredellEDC.com
704-663-1898

Iredell County Economic Development Corporation (Iredell EDC) promotes economic growth within Iredell County through new business attraction, support of existing industry, building a world-class workforce, and collaboration with the community to build economic prosperity for all. Iredell EDC helps identify available properties for new or relocating businesses, provides demographic and workforce information, and assists businesses with company growth.

LaunchLKN launchLKN.org Rhana Kurdi, admin@LaunchLKN.org 502-654-5538

LaunchLKN is a collaborative community of entrepreneurs, mentors, educators, and community leaders dedicated to sharing knowledge and motivating growth of the technology-based startup scene in Lake Norman. LaunchLKN makes connections in the Lake Norman region to advance entrepreneurial success and impact our changing economic landscape.

Mooresville-South Iredell Chamber of Commerce moorevillenc.org

Kirk Ballard, kirk@moorevillenc.org
704-664-3898

The Mooresville-South Iredell Chamber of Commerce is a membership organization that focuses on the advancement of the civic, commercial, and industrial life of the Town of Mooresville and the South Iredell area. The chamber dispenses information concerning all aspects of the community and acts as a catalyst for civic activities. The Mooresville-South Iredell Chamber of Commerce is a major force in promoting the quality of life.

Mooresville Convention and Visitors Bureau visitmooreville.com

Leah Mitcham, leah@racecityusa.org
704-799-2400

The Mooresville Convention & Visitors Bureau promotes travel and tourism on behalf of Mooresville to attract visitors and boost the economy through visitor spending and opportunities for the community.

Mooresville Downtown Commission (MDC) downtownmooreville.com

Kim Atkins
info@downtownmooreville.com
704-662-3336

The MDC is a partnership of merchants, property and business owners, volunteers, neighbors, and local leaders who work together to promote, cultivate, advocate, and care for Downtown Mooresville. The MDC acts as a conduit between property owners, businesses, community leaders, and state and national organizations to ensure Downtown remains a vibrant asset for the Town of Mooresville.

NC Growth ncgrowth.unc.edu

NC Growth is an award-winning applied economic development university center with a goal of directly addressing inequality, poverty, underemployment, and other factors that keep people and communities from reaching their greatest potential. They work to transform communities by providing technical support to promising businesses so they can grow, hire more people, and create wealth.

North Carolina Veteran's Business Association ncvetbiz.org

NC VetBiz was formed to assist veterans, veteran professionals, and veteran business owners. A member-operated association of veteran professionals and business owners, NC VetBiz works to strengthen the veterans' business network in North Carolina.

Prospera USA

prosperausa.org

980-729-8273

Prospera USA specializes in providing bilingual assistance to Hispanic entrepreneurs who want to establish or expand a business. The organization has been established for almost 30 years and its service model, created by Hispanic entrepreneurs for Hispanic entrepreneurs, includes four lines of service: business consulting, business seminars, business grants, and access to capital.

Service Corps of Retired Executives

score.org / 704-344-6576 (Charlotte)

Service Corps of Retired Executives (SCORE) is a national nonprofit dedicated to helping businesses get started and grow, supported by the U.S. Small Business Administration. Retired business executives provide mentoring, counseling, local workshops, and online webinars to business owners.

Small Business and Technology Development Center

Mooresville & South Iredell:

sbtcdc.org/offices/uncc / 704-687-0440

Statesville & North Iredell:

sbtcdc.org/offices/wssu / 336-750-2030

SBTDC is a business advisory resource for growing and developing businesses, specifically existing small and mid-sized businesses. Highly skilled business counselors provide free industry-specific advice and counseling, including business planning, marketing, legal and human resources. The SBTDC offers services statewide from offices located on campuses of the University of North Carolina System.

Statesville Convention & Visitors Bureau

visitstatesville.com / 704-878-3480

The Statesville Convention & Visitors Bureau serves as the marketing arm of the community, showcasing local businesses, events, as well as “things to do” to both residents and visitors.



Industry Specific Resources

Many resources for growing businesses and experienced entrepreneurs are industry specific or focused on specific aspects of doing business.



AGRICULTURE & AGRITOURISM

Iredell County Cooperative Extension Service

iredell.ces.ncsu.edu / 704-873-0507

NC Cooperative Extension connects farmers, agribusinesses, and communities with vital research-based information and technology. Their specialists provide technical assistance and programs in all areas of agriculture and consult in topics ranging from farm health and safety to rural and community development.

NC” hosts member-only events, trade shows, and marketing initiatives for farmers, fisheries, and agritourism sites throughout the state.



BIOTECHNOLOGY

North Carolina Biotechnology Center

ncbiotech.org

Corie Curtis, corie_curtis@ncbiotech.org
704-687-8563

The North Carolina Biotechnology Center focuses on strengthening the biotechnology research capabilities of the state’s universities; assisting biotechnology business development; educating the public about the science, issues, and application of biotechnology; encouraging collaboration among the state’s universities, industry, and government; and strengthening North Carolina’s national and international leadership in biotechnology.

Department of Agriculture & Consumer Services

ncagr.gov

Tim Ivey, tim.ivey@ncagr.gov
919-707-3117

The North Carolina Department of Agriculture helps provides technical assistance to agriculture-related businesses looking to grow and diversify.

“Got to Be NC”

gottobenc.com/find-local/agritourism

“Got to Be NC” is a business development program for North Carolina farmers and agribusinesses. “Got to Be

Did you know?

You can help aspiring entrepreneurs and small business owners as a teacher or mentor.

Many of the resource providers listed in this directory deploy experienced business operators and industry professionals as teachers and mentors.

Manufacturing Management & Ops

Mitchell Community College

Deb Lazenby

DLazenby@mitchellcc.edu

704-878-3235

Technology

Brian Hamilton Foundation

brianhamilton.org/contact

LaunchLKN

launchLKN.org/mentors/apply-mentor

General Business

Service Corps of Retired Executives (SCORE)

score.org/volunteer

Small Business Center at Mitchell Community College

Gregory Cain, gcain@mitchellcc.edu

704-878-3227



FINANCE

Carolina Fintech Hub

carolinafintechhub.org

The Carolina Fintech Hub was formed in late 2017 with the mission of fostering a collaboration between the world's leading financial services firms and innovative fintech startups. By providing resources and support for fintechs of all types, at all points along the innovation pipeline and through focused efforts to attract and retain fintech talent, Carolina Fintech Hub is fueling the future of fintech in the Carolinas.



FOOD & BEVERAGE

NC Food Innovation Lab

ncfoodinnovationlab.org

contactncfil@ncsu.edu

The NC Food Innovation Lab is a fee-for-service, cGMP-certified, pilot-scale facility for plant-based foods manufacturing. The 16,000 square-foot space is managed by an experienced support staff offering guidance and ensuring efficiency on every project. Starting with ideation, NCFIL provides a collaborative environment to accelerate research, development, and commercialization for entrepreneurs and established companies.



MANUFACTURING

Carolina Textiles District

carolinatextiledistrict.com

getitmade@carolinatextiledistrict.com

Carolina Textiles District (CTD) connects makers, designers, and entrepreneurs to a reliable domestic supply chain in order to make quality products in the Carolinas. CTD host workshops and programs for both large and small companies to help address their needs.

Industry Expansion Solutions, North Carolina State University

ies.ncsu.edu

Kami Baggett

kameron_baggett@ncsu.edu

919-830-7292

Industry Expansion Solutions (IES) is the engineering-based, solutions-driven, client-focused extension unit of NC State's College of Engineering. IES works with North Carolina manufacturers on process optimization, quality management, workplace health and safety, sustainability and energy, as well as innovation and growth strategies.

Manufactured in North Carolina

manufacturednc.com

Manufactured in North Carolina is a free directory and resource for North Carolina manufacturers to list their products and services and to find local sources for materials ranging from food and minerals to polymers. Companies can also sign up to receive news related to manufacturing and submit or respond to supplier requests.

Manufacturing Solutions Center

manufacturingsolutionscenter.org

828-327-7000, Ext. 4265

The Manufacturing Solutions Center (MSC) helps manufacturers develop new and enhanced products, create prototypes of new offerings, test products for reliability and quality, train staff in manufacturing and supply chain processes. The MSC focuses on knitting, cut and sew process, sourcing, business incubation, and procurement.

Polymers Center of Excellence

polymers-center.org

contact-us@polymers-center.org

704-602-4100

The Polymers Center is a one stop shop for customers looking to compound a resin, characterize their material in a testing lab, simulate an injection molding process, mold parts in injection molding machines, and verify the dimensions of their part to ensure that it will work in their application.



Textile Technology Center

at Gaston College

gaston.edu/textile-technology-center

704-825-3737

The Textile Technology Center assists textile manufacturers develop new and enhanced products, create prototypes of new offerings, test products for reliability and quality, train staff in manufacturing and supply chain processes. (The Center is "upstream" the Manufacturing Solutions Center, working primarily on fiber production, dyeing, and finishing.)

US Export Assistance Center

2016.export.gov/northcarolina/

Greg Sizemore

greg.sizemore@trade.gov

704-333-4886

The Commercial Service has a network of export and industry specialists located in more than 100 U.S. cities and over 80 countries worldwide. These trade professionals provide counseling and a variety of products and services to assist small and mid-sized U.S. businesses export their products and services.

Zeis Textiles Extension, North Carolina State University

textiles.ncsu.edu/zte

Andre West, ajwest2@ncsu.edu

919-515-6650

ZTE provides training and certification in textiles and Lean Six Sigma while serving the textile industry's prototyping and pilot production needs in its five laboratories—spun yarn, knitting, weaving, dyeing and finishing, and physical testing.



**MILITARY /
DEFENSE
CONTRACTING**



MOTORSPORTS

North Carolina Military Business Center

ncmbc.us

Fran Perez-Wilhite, perezf@ncmbc.us
704-806-6858

The North Carolina Military Business Center (NCMBC) leverages military and other federal business opportunities to expand the economy, grow jobs, and improve quality of life in North Carolina. The NCMBC connects North Carolina firms to current government contracting opportunities in two ways—with a team of business development specialists across the state who also provide technical services, and electronically with MatchForce.org.

North Carolina Motorsports Association

northcarolinamotorsportsassociation.org

David Miller, david@motorsportsnc.org
704-455-5606

The North Carolina Motorsports Association is a trade association dedicated to promoting the \$6 billion motorsports industry in North Carolina. Open to any business involved in motorsports in North Carolina, NCMA promotes causes and programs important to members, serves as a clearinghouse for information related to motorsports, and provides legislative and regulatory representation for members at the state and local levels.

Did you know?

Iredell EDC works with regional partners to attract new businesses, support existing industries, and promote economic opportunity for all.

The Charlotte Regional Business Alliance (CRBA) advocates on behalf of businesses within the 15-county region, assists companies with relocations and expansions, provides regional economic data, and offers professional development programs. CRBA also houses the CLT Alliance Foundation, which amplifies regional efforts to advance prosperity for all people in the Charlotte region while championing inclusive economic growth. charlotteregion.com

The Centralina Economic Development District (CEDD) aids in coordinating economic development efforts in the Charlotte region. The CEDD is responsible for administering Economic Development Administration funding for economic development projects across the region, developing and maintaining the region's Comprehensive Economic Development Strategy (CEDS), and consolidating economic development resources to empower partner institutions in their mission to grow the region. centralinaedd.org

Workforce Solutions

Your company needs talented employees to grow and thrive. These resources can help you find, train, and retain great employees.

Apprenticeship 2000 apprenticeship2000.com

Apprenticeship 2000 is a partnership between companies to provide jobs by training apprentices for skilled trades and, in return, gain the skilled workforce needed to operate their high-tech businesses. This is a 4-year technical training program that works with highly motivated juniors and seniors from area high schools.

Apprenticeship Iredell
mitchellcc.edu/programs/apprenticeship
Amanda Rhea, arhea@mitchellcc.edu
704-978-5441

Apprenticeship Iredell aims to meet the demand for highly-skilled workers in Iredell County through a partnership between local industry and Mitchell Community College (MCC). Apprentices are hired by an industry partner and receive paid on-the-job training while earning an Associate in Applied Science degree from MCC.

Business Edge (NC Commerce)
nccommerce.com/business/workforce-development/consulting-services-staffing-business-edge
DWS_BusinessServices@nccommerce.com
800-562-6333

Business Edge works with “at risk” North Carolina companies facing significant layoffs to prevent or minimize job losses. Business Edge engages local, regional, and state partners to develop customized solutions for each company.

Catapult
letscatapult.org / 704-522-8011

Catapult (formerly The Employers Association) has been providing human resources and training services to organizations in the greater Charlotte, NC area since 1958.

Centralina Workforce Development Board
centralinaworks.com/business.php?Overview-1

Anna Lu Wilson, alwilson@centralina.org
704-385-4790

UpSkill Centralina offers competitive training grants designed to address employees' skill gaps. Eligible businesses can use this talent solution when their employees have identified skills gaps that need to be addressed through training. Grants of up to \$10,000 are available.

Customized Training at Mitchell Community College
mitchellcc.edu/customized-training

Deb Lazenby, DLazenby@mitchellcc.edu
704-878-3235

Customized Training at Mitchell Community College provides education, training, and support services for new and existing industries in Iredell County. Customized Training fosters and supports three key aspects of a company's wellbeing: job growth, technology investment, and productivity enhancement.

Division of Vocational Rehabilitation Services (DVRS), NC Department of Health and Human Services
ncdhhs.gov/divisions/dvrs/employer-services

David M. Monteleone
david.monteleone@dhhs.nc.gov
704-380-6660

The Division of Vocational Rehabilitation Services (DVRS) is a state program that helps people with physical, sensory, mental, emotional, or learning disabilities find, get, or keep a job. DVRS helps employers striving for a disability inclusive business to recruit, onboard, and retain talent while also providing technical assistance with technology solutions, workplace accessibility, and disability awareness training.

Edge Factor

Jessica Stewart
jessica@iredelledc.com
704-663-1898

Edge Factor is a digital career awareness platform that equips educators with story-driven media and interactive activities designed to inspire students

to pursue in-demand careers and raise awareness of local career opportunities. Using real-life examples from local industries, Edge Factor reinforces lessons in math, science, engineering, technology, and the arts while also teaching the soft skills necessary in today's workforce. A Business Membership allows jobs in your industry and your business to be showcased among the future workforce.

Goodwill Industries of Northwest North Carolina, Inc.
goodwillnwc.org / 704-873-5005

Goodwill Industries partners with area businesses to assist with a range of staffing needs, including job fairs and other hiring events (3-4 per year), promotion of open positions through a partnership with Indeed.com, preliminary testing of job candidates in their computer labs, marketing open positions through their regional network, and hosting gatherings in one of their conference rooms.

Iredell Human Resource Association
ihra.shrm.org

Iredell Human Resource Association (IHRA) provides a local forum for personal and professional development; opportunities to develop leadership, managerial, public speaking and group decision-making skills; and networking opportunities among colleagues. IHRA is chartered as a local chapter affiliate of the Society for Human Resource Management (SHRM).

Lake Norman HR
lakenormanhr.org
info@lakenormanhr.org

Lake Norman HR (LKNHR) promotes and enhances the human resources profession through leadership in the field, professional development, and

networking opportunities for members, non-members, partners, and local businesses. LKNHR is chartered as a local chapter affiliate of the Society for Human Resource Management (SHRM).

NASCAR Technical Institute
uti.edu/locations/north-carolina/mooresville / 800-834-7308

NASCAR Technical Institute provides the hard and soft skills training for graduates to excel as entry-level technicians in the automotive and motorsports fields. NASCAR Tech is the exclusive educational partner of NASCAR and one of 12 Universal Technical Institute (UTI) campuses nationwide. The Mooresville campus also offers a Computer Numerical Control (CNC) Machining Technology program and Manufacturer-Specific Advanced Training with Ford, Nissan, and Mopar.

NC Motorsports and Automotive Research Center (NCMARC)
enr.uncc.edu/about-us/college/history/research-centers/ncmarc
Mesbah Uddin, PhD
Mesbah.Uddin@uncc.edu
704-687-7020

UNC Charlotte Motorsports is located in the heart of NASCAR country and is the first stop for employers hiring interns and entry-level engineers. Located within 50 miles of 90% of the NASCAR Cup teams and 5 miles from Charlotte Motor Speedway, NCMARC partners with businesses on engineering and product development projects.

NC Works Centers
ncworks.gov
Mooresville, Troutman, & South Iredell
704-360-8067
Jens Schmidt
jens.schmidt@equusworks.com

continued next page



Did you know? Iredell EDC and its partners host both in-person and virtual job fairs.

The collaboration helps match employers currently hiring with job seekers. To learn about upcoming events and how your company can take part, contact Jessica Stewart, Jessica@iredellEDC.com / 704-880-0513.

NC Works Centers *(continued)*

Statesville & North Iredell

704-878-4241

Annisa Morton

annisa.morton@nccommerce.com or

Frances Thornton

frances.thornton@equusworks.com

704-878-4241, Ext. 235

NCWorks is North Carolina's workforce system. Both NCWorks staff and the website can help job seekers search for jobs, create resumes, and find education and training; employers can find candidates, post jobs, and search labor market information.

On-the-Job Training offsets initial training costs to fill skilled positions while building organizational productivity as new employees learn job requirements. An OJT arrangement can be the impetus for an employer to create a job opportunity. Wage reimbursement ranges from 50 to 75 percent, depending upon the size of the business, with higher percentage for businesses with up to 250 employees.

The **Work Experience (WEX)** program helps companies looking to grow their business and add additional, trained staff. WEX partners with companies to identify viable youth (18-24) candidates and perform pre-hiring screening. Participating youth are paid by the program for up to 29 hours per week for work in for-profit or non-profit settings (with a maximum of 240 hours in for-profit settings, 520 in non-profit settings).

North Carolina Employee Ownership Center

nceoc.org

Guenevere Abernathy

gabernathy@nceoc.org

919-339-1611

Employee ownership is a business model in which employees collectively own a

percentage of the business for which they work. The NCEOC's mission is to educate business owners and their advisors (lawyers, bankers, accountants, wealth advisors) on the benefits of employee ownership via Employee Stock Ownership Plans (ESOPs), worker cooperatives, and Employee Ownership Trusts (EOTs). NCEOC provides resources, case studies and articles, and a list of service providers who can assist with employee ownership transitions.

North Carolina Manufacturing Institute ncmanufacturinginstitute.com

Deb Lazenby, DLazenby@mitchellcc.edu

704-878-3235

NC Manufacturing Institute (NCMI) is a regional initiative working to close the manufacturing skills gap by providing a foundation in manufacturing principles. The Certified Production Technician program is nationally recognized. NCMI serves Iredell, Rowan, and Cabarrus counties.

WCI, Inc.

wciinc.org

Wendy Ratcliff, SPHR, SHRM-SCP

wratcliff@wciinc.org

828-667-3311

WCI collaborates with hundreds of manufacturers, businesses, and nonprofits in Iredell County and throughout WNC, providing robust training (e.g., performance management, engagement, compliance, coaching, etc.), wise human resources counsel, and professional services. They work to develop exceptional managers, productive and inclusive employees, lower healthcare costs, and positively compliant workplaces for their members.



Finding Funds

There are a variety of funding sources available to help your business grow.

Non-Profit and Government Funding Sources

Carolina Small Business Development Fund

carolinasmallbusiness.org

Mark Royster

mroyster@carolinasmallbusiness.org

Carolina Small Business Development Fund (CSBDF) is a nonprofit lender that provides affordable financing, business counseling, and policy research to North Carolina's entrepreneur community. CSBDF has special programs for minority-owned businesses, veteran-owned businesses, and woman-owned businesses.

Iredell County and Municipal Discretionary Incentive Grants

iredelledc.com/business/taxes-incentives/local-incentives/

Matthew Pierce, Matthew@IredellEDC.com

704-663-1898

Iredell County, the City of Statesville, the Town of Mooresville, and the Town of Troutman offer discretionary local

incentives to qualifying new and existing industries based on investment, wages, and both created and retained jobs. To qualify for discretionary incentives, companies must make a minimum investment in real property and machinery & equipment. All incentives are performance based and subject to a public process with a vote by the elected leadership of the respective government jurisdiction.

Natural Capital Investment Fund ncifund.org

NCIFund lends to small and mid-sized businesses, agricultural enterprises, and nonprofits that have positive community, economic, and environmental impacts that can't access traditional financing because of perceived risks. NCIFund also targets funding and assistance to farmers of color, food producers, and businesses who would benefit from energy efficiency upgrades.

NC IDEA

ncidea.org/grants-programs
919-941-5600

NC IDEA is a private foundation with a mission to maximize the economic potential of the people of North Carolina by supporting the formation and fruition of high-growth entrepreneurial endeavors. The organization helps with product development, finding funding, and providing special assistance to female and minority entrepreneurs.

Small Business Administration

sba.gov/funding-programs/loans/lender-match

The SBA works with lenders to provide loans to small businesses. The agency does not lend money directly to small business owners. Instead, it sets guidelines for loans made by its partnering lenders, community development organizations, and micro-lending institutions. The SBA reduces risk for lenders and makes it easier for them to access capital. That makes it easier for small businesses to get loans.

Self-Help Credit Union

self-help.org

Self-Help Credit Union strives to create and protect ownership and economic opportunity for all. They do this by providing responsible financial services, lending to small businesses and nonprofits, developing real estate, and promoting fair financial practices. While their work benefits communities of all kinds, their focus is on those who may be underserved by conventional lenders, including people of color, women, rural residents, and low-wealth families and communities.

Small Business Innovation Research Program (SBIR) / Small Business Technology Transfers (STTR)

sbir.gov

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are highly competitive programs that encourage small, domestic businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization. Through a competitive awards-based program, SBIR and STTR enable small businesses to explore their technological potential and provide the incentive to profit from its commercialization.

Thread Capital

threadcap.org

Thread Capital works one-on-one with small business owners to identify and provide connections to the optimal financing, networking, and coaching resources for their businesses. They work with entrepreneurs who have good ideas and experience but may have difficulty obtaining financing for their businesses.

Private Investment Sources

Charlotte Angel Fund

cltangelfund.com

Charlotte Angel Fund invests in early-stage companies throughout North Carolina and contiguous states. CAF actively seeks investment opportunities in companies which meet the following criteria:

- Located in North Carolina or a contiguous state (the closer to Charlotte, the better!)
- Experienced, dedicated, and motivated management and advisory team
- Sound business concept
- Technology or business model advantage
- Addressing a large target market

CFV Ventures

fintechvc.us

CFV Ventures is a venture capital fund based in Charlotte, NC. CFV Ventures focuses on early stage fintech startups primarily based in the United States.

Cramer Mountain Growth Partners

cramermountaingp.com

Cramer Mountain Growth Partners invests in a select number of software, technology enabled service, or media technology businesses per year so they can amplify the value of the significant personal capital, time, and relationships they bring to advantage the business.

Inception Micro Angel Fund

imafcharlotte.com

Inception Micro Angel Fund (IMAF) is a member-managed early-stage angel committed capital fund designed to capitalize on the growth in entrepreneurial activity and venture financing, primarily in the greater Charlotte region, but also in selective areas of Virginia, South Carolina, Tennessee, and north Georgia.

JB Fitzgerald Venture Capital

jbfitzgerald.com

JBF has made over fifty different investments in multiple industries, ranging from technology solutions, consumer products, financial services, real estate, sports enterprises, personal fitness, and nutrition solutions.

Did you know?

The federal government has place-based incentives to encourage development in specific communities.

HubZones: sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program

New Market Tax Credits, cdfifund.gov/programs-training/Programs/new-markets-tax-credit/Pages/default.aspx

Opportunity Zones, eda.gov/opportunity-zones/

To learn more about how your business can benefit from operating in a place-based incentive area, please give Iredell EDC a call (704-663-1898) or visit iredellcdc.com.



A Penny Saved

Utility providers and government agencies offer a range of services to help businesses save money on the costs of doing business.



Duke Energy

Seema Yang
Seema.Yang@duke-energy.com
704-724-2472

duke-energy.com/SaveMoney

Duke Energy Smart \$aver Rebate Program provides cash rebates to encourage the purchase and installation of high-efficiency lighting, HVAC systems, commercial and agricultural equipment for industrial facilities.

energyassistance.theweidgroup.com

Duke Energy Design Assistance can help with the design and construction of energy-efficient buildings that are better for the environment, are less expensive to operate, and positively reflect on your organization's values and vision.

duke-energy.com/EWB

The EnergyWise Business program pays for the professional installation and programming of an energy saving thermostat on every HVAC system in your building, typically saving businesses \$50 to \$135 per AC unit each year. Program available for most nonresidential Duke Energy customers including nonprofit and governmental agencies.

Electricities

electricities.com
Dale Odum, dodum@electricities.com
336-250-4223

Commercial and industrial customers of Statesville Electric can receive rebates for the installation of energy efficient lighting.



EnergyUnited

energyunited.com/rebates

EnergyUnited provides rebates to commercial and industrial customers who upgrade to more energy-efficient bulbs that meet the co-op's standards. The rebate is based on how many watts (units

of energy) are saved with the new bulbs. For each watt saved, EnergyUnited will provide the member a rebate of \$0.20!

Waste Reduction Partners

wastereductionpartners.org

Waste Reduction Partners helps organizations save money with efficiency techniques to improve environmental and energy management. Their highly experienced volunteer engineers, scientists, architects and staff continue to provide clients with innovative cost-saving strategies and resources to meet their goals during these trying times. Consulting services are non-regulatory and provided at no cost to the client, supported through government and utility-sponsored grants.

Did you know?

North Carolina allows manufacturers to claim an exemption on the portion of their utility that is considered "consumed in the production" in a manufacturing process.

A detailed energy study must be performed to identify the exact percentage of utility that is exempt from sales tax. To learn more, visit edpnc.com/incentives/manufacturing-tax-exemption.



Rules & Regs

Depending upon the type of business you operate, different rules and regulations pertain to protect the health, safety, and welfare of you, your customers, and your employees.



Small Business Ombudsman, Iredell County Economic Development iredelledc.com

Matthew Lawrence Pierce
matthew@iredelledc.com
704-799-5863

The Small Business Ombudsman program at ICEDC works with small businesses to navigate regulatory requirements in the development process, including building standards, zoning, water/wastewater/sewer, and environmental quality.

Backflow

Every commercial property is required to have a functioning backflow preventer installed and inspected annually. Before signing a lease or purchasing a building, check with the respective town official or water provider to find out if the unit/property has an up-to-date backflow preventer or what will be required to install one.

Municipalities

Mooresville – Angie Boliek
mboliek@mooresvillenc.gov
704-799-8995

Statesville – Regina Hoke
RHoke@statesvillenc.net
704-832-3847

Troutman – Randy Galliher
rgalliher@troutmannnc.gov
704-902-1455

Non-Municipal Providers

Aqua Water – C. Ruffin Poole
CRPoole@AquaAmerica.com
919-653-6967

Energy United Water – David Fox
dfox@energyunitedwater.com
704-585-6518

Iredell Water – Curtis Meyer
704-876-0672, Ext. 105

West Iredell Water – Mike Barr
westiredellwater@bellsouth.net
704-873-1658

Zoning

Your local zoning department should be your first stop when choosing a site for your new or expanding business. Zoning departments work to protect the character of communities by regulating the mix of uses within an area and how structures relate to one another.

Harmony – co.iredell.nc.us/275/Town-of-Harmony / 704-878-3118

Iredell County – co.iredell.nc.us/236/Planning-Development / 704-878-3118

Mooresville – mooresvillenc.gov/218/Planning-Community-Development
704-662-7040

Statesville – statesvillenc.net/departments/planning / 704-878-3574

Troutman – troutmannnc.gov/planning
704-528-7600

Building Standards

co.iredell.nc.us/234/Building-Standards-Division / 704-928-2021, Ext. 2021

The Building Standards Division issues permits for all contractor's trades, performs field inspection using the North Carolina building codes, does plan reviews of all commercial building projects, and enforces the Iredell County minimum housing ordinance.

Restaurants, Food Trucks, and Other Food Service Establishments

Iredell County, Environmental Health co.iredell.nc.us/214/Environmental-Health

The Environmental Health Division serves as the local governmental arm of the North Carolina Department of Health and Human Services (NCDHHS). EHDS staff provide environmental education as well as enforcement of state laws, rules, and local ordinances pertaining to food sanitation, wastewater disposal, private drinking water wells, and other public health concerns.

Food Services, North Carolina **Department of Agriculture and Consumer Services** ncagr.gov/fooddrug

Whereas restaurants and caterers are regulated by Iredell County Environmental Health, NCDACS regulates most other food-related business, including meat and meat-containing products, seafood, and dairy production and products, among others.

Safety and Health Consultation Program, North Carolina **Department of Labor** labor.nc.gov/safety-and-health/occupational-safety-and-health/safety-and-health-consultation-program

The Consultative Services Bureau helps employers who have 500 or fewer employees in both the private and public sectors. In the private sector, consultation is limited to employers who have 500 or fewer employees nationwide. The bureau's main focus is to help the small business employer, small employers with hazardous operations, or employers in high hazard industries. Services are provided free of charge. Records maintained by the Consultative Services Bureau are kept confidential and are not shared with other NCDOL bureaus.

Did you know?

Local police and sheriff's departments can create a safer, more secure environment for your employees.

Many police departments provide security walk-throughs and active shooter trainings. (Plus, it's always a good idea to update local law enforcement with contact information for your business)

Iredell County Sheriff
Captain Bill Hamby
whamby@co.iredell.nc.us
704-924-4035

Statesville Police Department
Officer Chan Austin
caustin@statesvillenc.net
704-878-3442

Mooresville Police Department
Officer Dave Harding
dharding@mooresvillenc.gov
704-799-4187

Troutman Police Department
Lt. Darrin Payne
dpayne@troutmannnc.gov
704-528-7610



Iredell County Economic Development Corporation

Iredell EDC promotes economic growth and stability in our community by supporting the creation of new jobs and encouraging investment. We accomplish this through new business attraction, support of existing industry, building a world-class workforce, and collaboration with our community to build economic prosperity for all.

Iredell EDC is a 501(c)6 private-public partnership dedicated to the growth and success of Iredell County. We work with local, county, regional, and state partners to address business opportunities and challenges to ensure a vibrant business community. Established by the Iredell EDC, the ICEDC Foundation is a 501(c)3 that supports specific economic development initiatives that create jobs, investment, and resources to minimize the tax burden to the local community.





THANKS TO OUR MUNICIPAL & COUNTY PARTNERS



500 S. Main Street, Suite 449
Mooresville, NC 28115

116 N. Center Street
Statesville, NC 28677

IredellEDC.com