

EconDev Greene

NIBCO Selected as 2018 Mid-Sized Manufacturer of the Year in State of Georgia



Winter 2018

In This Edition

- Page 1-2 NIBCO – 2018 Mid-Sized Manufacturer of the Year in Georgia
- Page 3 A2b Fulfillment Has A History of Growth and Generosity in Greene; Growing Nationally
- Page 4 Development Around Greensboro & Greene County
- Page 5 Quail International, Inc. wins 2018 GLOBE Award from State of Georgia
- Page 6 Unemployment Rate in Greene at 4.8 %

Greene County 2017 Year End Building Permit Activity



Pictured L-R: Matt Arthur, Commissioner, TCSG, Pat Wilson, Commissioner, Ga. Dept. of Economic Development, Nathan Deal, Governor, State of Georgia, Doug Purnell, Plant Manager, Chris Moore, Packaging Supervisor, Tiffany Smith, Continuous Improvement Manager, Brenda Moody, Environment, Health & Safety Manager, NIBCO Greensboro Plant.

On April 12, **NIBCO, Inc.**, Greene County's largest manufacturer, was selected by the Technical College System of Georgia's (TCSG) and the Georgia Department of Economic Development as the mid-sized manufacturer of the year in the State of Georgia for 2018.

Governor Nathan Deal awarded the mid-sized (151-500 employee) manufacturer award to NIBCO plant manager **Doug Purnell** at a banquet held as a part of **Manufacturing Appreciation Week** at the Georgia International Convention Center in Atlanta. (See Page 2)

Greene County Board of Commissioners
Gary Usry, Chairman
Dist. 1 Angela Walker Deering
Dist. 2 Jeffrey L. Smith
Dist. 3 Jonathan Human
Dist. 4 Ernie Filice
Byron Lombard, County Manager

NIBCO 2018 Georgia Mid-Sized Manufacturer of the Year (Continued)

The three winning companies, **Metcam** from Alpharetta, Ga., **NIBCO** from Greensboro, Ga. and **Pratt & Whitney** from Columbus, Ga. were nominated by business and civic leaders and chosen for their excellence and contributions to the state's economy and their respective local communities. *"These three companies represent the best we have to offer for manufacturing in the state of Georgia,"* Gov. Deal said in his address to the audience of more than 1,200 business and industry leaders attending the celebration. *"They are critical to the success of Georgia leading the nation as the best state in the U.S. for doing business for the past five years running."*

"It is truly and honor to receive this award," said Doug Purnell, plant manager of NIBCO's Greensboro facility. *"More importantly, it's an honor to be a part of the NIBCO team. In just a few years, this team has gone from being one of the best within the organization at servicing the customer to being world class in the industry".* Dr. Andrea Daniel, President of Athens Technical College stated, *"NIBCO's focus on its employees, processes, and innovation make it an industry leader in the region. Athens Technical College was honored to nominate them for the 2018 Manufacture of the Year."*

NIBCO is a recognized leading provider of valves, fittings and flow control products for commercial, industrial and institutional construction as well as residential and irrigation markets. Founded in Northern Indiana, NIBCO has a manufacturing history that spans 110 years and has operated under four generations of family leadership and employee ownership. Serving a global marketplace, NIBCO operates 10 manufacturing plants throughout the United States, Mexico and Poland. NIBCO has operated in Greensboro for more than 38 years and is Greene County's largest manufacturing employer with 220 associates, an annual payroll of \$3.4 million and contributes more than \$115,000 in property taxes per year to local government in Greene County.

NIBCO recently completed an expansion to their Greensboro plant adding 122,000 square feet of warehouse distribution space with twenty truck bay doors. Their existing space will be utilized to expand manufacturing capacity to meet increased customer demand. Over the past four years NIBCO has increased their number of employees at the Greensboro plant from 130 in June of 2014 to their current 220 employees.

In order to gear up for the increased capacity of manufacturing and distribution, NIBCO entered into a training agreement with Athens Technical College and Georgia Quick Start to assist with their workforce training, all during continued operations and expansion. *"Not only was Quick Start able to work with our 24/7 schedule, but they've been able to provide training resources for specific topics...I don't think we could have done it without them. You hear so much about organizations moving their operations overseas, and here we are growing right here in Greensboro. And the State of Georgia is right by our side. It's just been a phenomenal success story"* said Doug Purnell, NIBCO's Greensboro plant manager.



NIBCO maintains active involvement within the Greensboro and Greene County Community supporting Greene County Habitat for Humanity, the annual Relay for Life event and our local Empty Stocking Fund program. NIBCO is also an active member of the Greene County Chamber of Commerce and is a supporter of the startup Greene College and Career Academy. Thank you to NIBCO and to each of your employees for being such a vital part of our local economy and important contributor to our community.

Left - Doug Purnell, NIBCO Plant Manager, provides a tour to Greene County High School CTAE students, Russell Milton, Jr. and Juan Lopez.



a2b Fulfillment, Inc. Has History of Growth and Generosity in Greene, Expanding Nationally

Over the past 17 years a2b Fulfillment, Inc. has been on the move. From its' inception in 2001 as a small 4,000 square foot warehouse in Athens, GA with a single employee (owner, Ayal Latz) to its now 150+ employees and 680,000 square feet of warehousing and contact center space, a2b Fulfillment's growth has been remarkably steady.

a2b helps companies work smarter by outsourcing business support services, including order fulfillment, customer care, and value-added services, such as kitting and assembly and reverse logistics.

Since moving to their current home in the Greene County Industrial Park in 2006, they have firmly settled into their 180,000 square foot fulfillment center at 150 Stewart Parkway. a2b started at their current location with 10 employees. Today they operate with approximately 150. In 2012, the company acquired its Eatonton, GA facility – adding an additional 210,000 square feet. This past year, a2b added another 170,000 square foot facility in Trenton, SC.

But wait, there's more! This March a2b Fulfillment announced that it is adding a 120,000 square foot facility in Ogden, Utah, which will serve as its base of operations for the Western United States. This will enable even shorter transit times for their customers and truly expand their reach across the entire U.S.

Although a2b takes a national approach to supporting their valued customers, they remain a deeply rooted and a valued member of our local Greene County community. a2b has displayed their caring nature in making many significant contributions to Greensboro and Greene County. In 2010, a2b was named the Large Business of the Year by the Greene County Chamber of Commerce. In 2012, a2b made a significant contribution to the "Festival Walk" adjoining the Greensboro Festival Hall. Their support for the Pete Nance Boys and Girls Club has been evident through its donation of the Art Studio classroom in 2015 and designation as PNC Business Partner of the Year in 2016. Ayal's wife Kara, is a frequent volunteer for PNC and coordinates fundraisers for the organization throughout the year. Team a2b Fulfillment is also a regular sponsor for the monthly Second Harvest Food Distribution at Greene County High School.

a2b Fulfillment markets to their customers by saying "Our Goodness leads to Your Greatness". Their goodness and generosity to our community is making the same mark upon Greene County.

Development Around Greensboro and Greene County!



(Photo Above) Construction is beginning on a new **Burger King** restaurant on Lake Oconee Parkway (S.R. 44) near Home Depot.

(Photo Right) Boswell-Parker Health and Rehabilitation (a facility of Ethica Health) is renovating the old Minnie G. Boswell Hospital in Greensboro into a twenty-one private room skilled nursing and rehabilitation center. This facility is an addition to their existing twenty-nine room semi-private and private room facility. A grand opening is expected in June 2018.





“...I applaud all of our Go Global Award winners for cultivating new international connections and for having such a tremendous impact on Georgia’s economic success. With our strong international presence, Georgia is ready and able to support companies looking to achieve new levels of success through global commerce”

Governor Nathan Deal at GLOBE Awards Reception.



“International business continues to soar in Georgia. As we announce the expansion of our international footprint into Peru, we also celebrate 40 Georgia businesses who have entered new markets in 2017. I am proud of the important work these companies have done to keep us competitive in the global economy, and I appreciate the hard work of our international trade team in Atlanta and offices around the world in helping Georgia’s companies grow and compete on the world stage”.

**Commissioner Pat Wilson,
Ga. Department of
Economic Development**

Quail International, Inc. is Leader in Quail Production, Wins 2018 Georgia GLOBE Award for New International Markets



Quail International, Inc., operating under the registered trade mark of Plantation Quail, was established in Greensboro, Georgia, in 1983. Quail International has grown into a national leader and international exporter of quail meat and eggs employing 120 employees and operating with 30 grower facilities spread across Georgia.

Governor Nathan Deal and Georgia Department of Economic Development Commissioner Pat Wilson recently recognized Quail International at the Go Global Awards Reception in Atlanta as one of forty companies to be honored with a 2018 GLOBE Award recognizing them for achieving entry into one or more new international markets. To qualify for the award, Georgia-based companies must have entered into a new international market within the previous calendar year. Quail International represented Greene County as one of only fifteen counties in Georgia to serve as the home of a 2018 GLOBE Award winner.

Quail International processes between fifteen and sixteen million quail each year. At Quail International, Inc. all aspects of the process, from egg production to the final packed product are controlled within their organization. On-site veterinarians assure that hatchery, growing houses, laying houses, and processing plant receive hands-on care, providing the best conditions possible for quail.

Quail International products are voluntarily inspected by the Georgia Department of Agriculture and the United States Department of Agriculture to assure customers that the Plantation Quail line of products is wholesome and safe. Quail International, Inc. also works closely with the University of Georgia, including genetic research, to continually improve their products.

Greene County Unemployment Rate Slightly Up to 4.8%

Greene County's unemployment rate rose slightly to 4.8% in January 2018 after reaching 4.4% in November and December 2017. Greene's unemployment rate has not dropped below 4.4% since July 2001 (4.1%). This trend is consistent with the **Georgia** unemployment rate which rose as well to 4.5% and the **Northeast Georgia Region** at 4.3% in January. Surrounding neighbor counties **Oconee** and **Morgan** were lower than **Greene** at 3.2 and 4.5% respectively. **Oconee County's** rate of 3.2% was the lowest unemployment rate of all counties in Georgia in January. (Source: U. S. Bureau of Labor Statistics and Ga. Dept. of Labor)



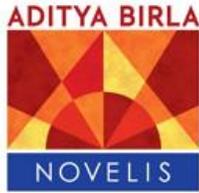
Source: <https://fred.stlouisfed.org/series/GAGREE3URN>

Greene County Building Permit Activity

January to December - 2016 to 2017 Comparison

Category	2017 Valuations**	2016 Valuations**	% Change
Additions/Renovations	\$ 4,117	\$ 6,740	-39%
Lake Seawalls/Docks	\$ 1,828	\$ 2,092	-13%
New Residential	\$97,871	\$87,354	12%
New Commercial	\$ 6,189*	\$ 1,813	241%
Other	\$ 2,607	\$ 634	311%

*Mostly Publix Renovation, Ritz Carlton Pavilion, Harbor Club Boat Storage permits **Valuations in Thousands



Winter 2018

NOVELIS, produced the third largest amount ever of recycled aluminum ingots at their recycling plant in Greensboro in December 2017 and the largest amount in over 10 years.

December 2017 production was 35,847,894 pounds of ingots. This amount was the largest production at the plant since October of 2007 when the plant produced 38,538,657 pounds. Each aluminum ingot produced today is approximately 27 tons.



Homegrown at Lickskillet is a Georgia Certified Farm Market located at 2130 Athens Hwy. (Ga.15) and Lickskillet Road. Small agribusinesses like Homegrown are found throughout Greene County and are an important segment of our local economy. With strawberries, blueberries, blackberries, tomatoes, greens and other vegetables, you can pick your own or just pick them up at their barn. Homegrown is open seasonally starting in April. Call 706-817-3455 or check out their facebook page to know when they are open before you visit.



To find out more about Greene County and business development opportunities in our community contact: **Sam Young, Economic Development Director** at 706-454-7022 or email at syoung@greenecountyga.gov

1034 Silver Drive, Suite 201
Greensboro, Georgia 30642

Subscribe to our email list at: www.greenecountyga.gov