



# **Presentation to the Town of Chapel Hill's Council Committee on Economic Sustainability**

November 1, 2019

Brief Summary of Orange County's  
Industrial Recruitment Announcements in 2019

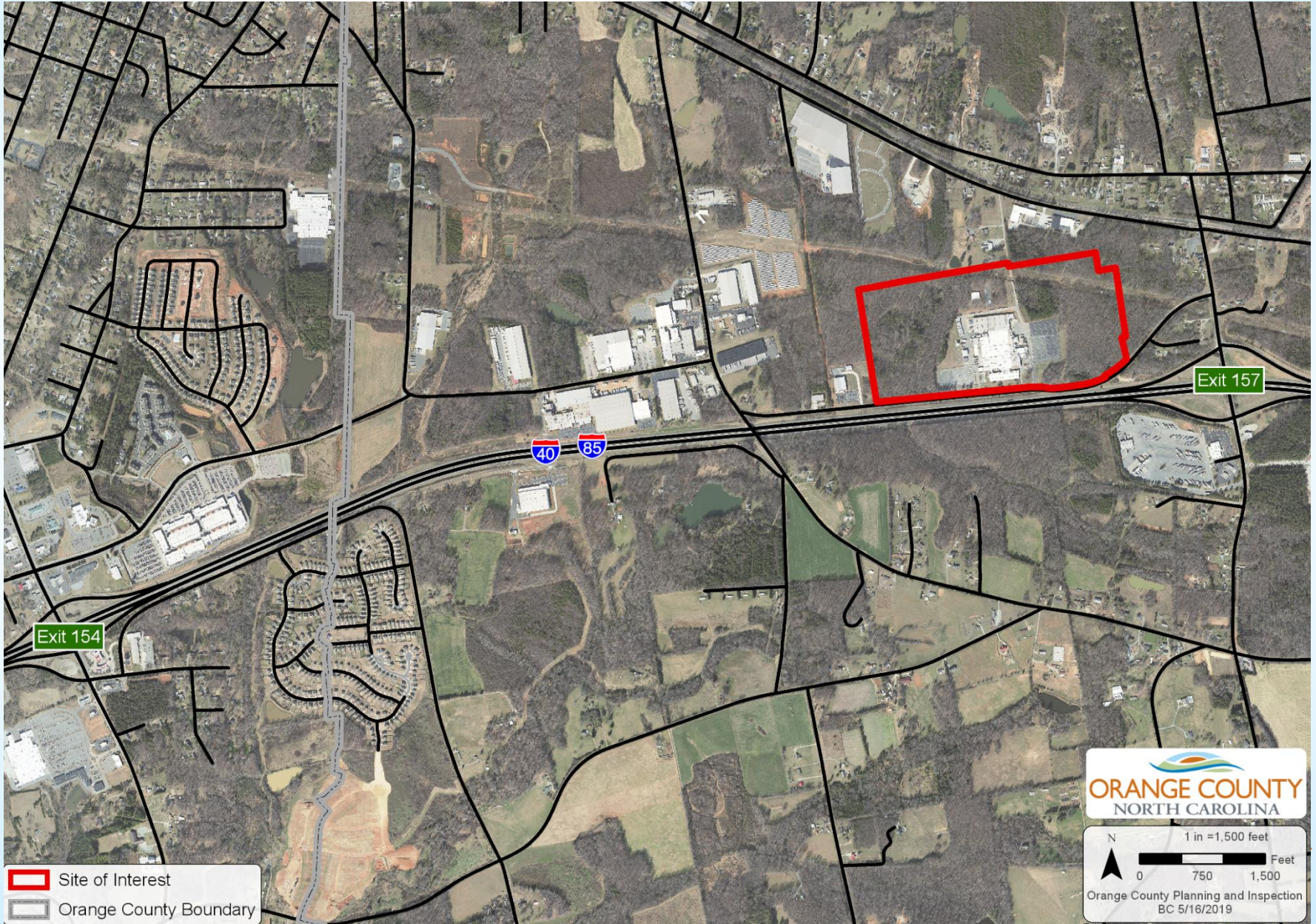


## Company History



- Multinational Swiss/Swedish company founded in 1883 and headquartered in Zurich, Switzerland
- 160,000 employees in over 100 countries; \$18 billion in sales
- 24,000 employees & 65 manufacturing locations in the U. S.
  - Includes 3,000 jobs & \$45 million in annual payroll in North Carolina
  - Orange County factory was purchased from GE in 2018, and is the #1 largest private employer in Orange County.
- Five market-leading entrepreneurial divisions:
  - Electrification Products
  - Power Grids
  - Industrial Automation
  - Robotics & Discrete Automation
  - Motion Control (Industrial motors & drives, traction control)

# ABB, Inc. Location in Orange County



# ABB's State & Local Incentives

**Project:** \$40 million investment, 403 new jobs with average salary of \$70,789 per year, and a 200,000 sq. ft. expansion of the existing factory

<b>State of North Carolina</b>	
Sales Tax Exemption on Machinery & Equipment	\$1,053,000
Jobs Development Investment Grant (JDIG)	\$4,369,500
Rural Division Building Reuse Grant (forgivable loan)	\$500,000
N.C. Community College System's Customized Training	\$644,800
<b>Orange County</b>	
5-Year Performance Based Incentive	\$972,722
<b>City of Mebane (required site annexation by City)</b>	
5-Year Performance Based Incentive	\$997,500
Waiver of Development Fees	\$150,000
<b>Total</b>	<b>\$8,687,522</b>

## Company History

- Began in Chicago in 1910 as Northwestern
- Garment Factory; became MEDCO, and renamed Medline Industries in 1966; based in Northfield, IL
- Facility presence in 20 countries
  - Serves customers in 90+ countries
- \$12 billion in annual sales; owner of “*Curad*” adhesive bandages
- 24,000 employees worldwide (8,300 new jobs added since 2014)
- Largest privately held manufacturer and distributor of medical supplies in the United States:
  - 43 medical grade distribution centers totaling 20 million sq. ft.
  - 30 manufacturing centers producing 80,000 medical products
  - 50+ distribution centers worldwide, including North America, Europe, Asia and Australia, with 600,000 Medline-brand and national brand products
  - 2+ month of Medline-brand product inventory is held for each customer to protect against unplanned demand increases and natural disaster response
  - Primary supplier to U.S. Department of Homeland Security
  - Fleet of 750 company-owned delivery trucks

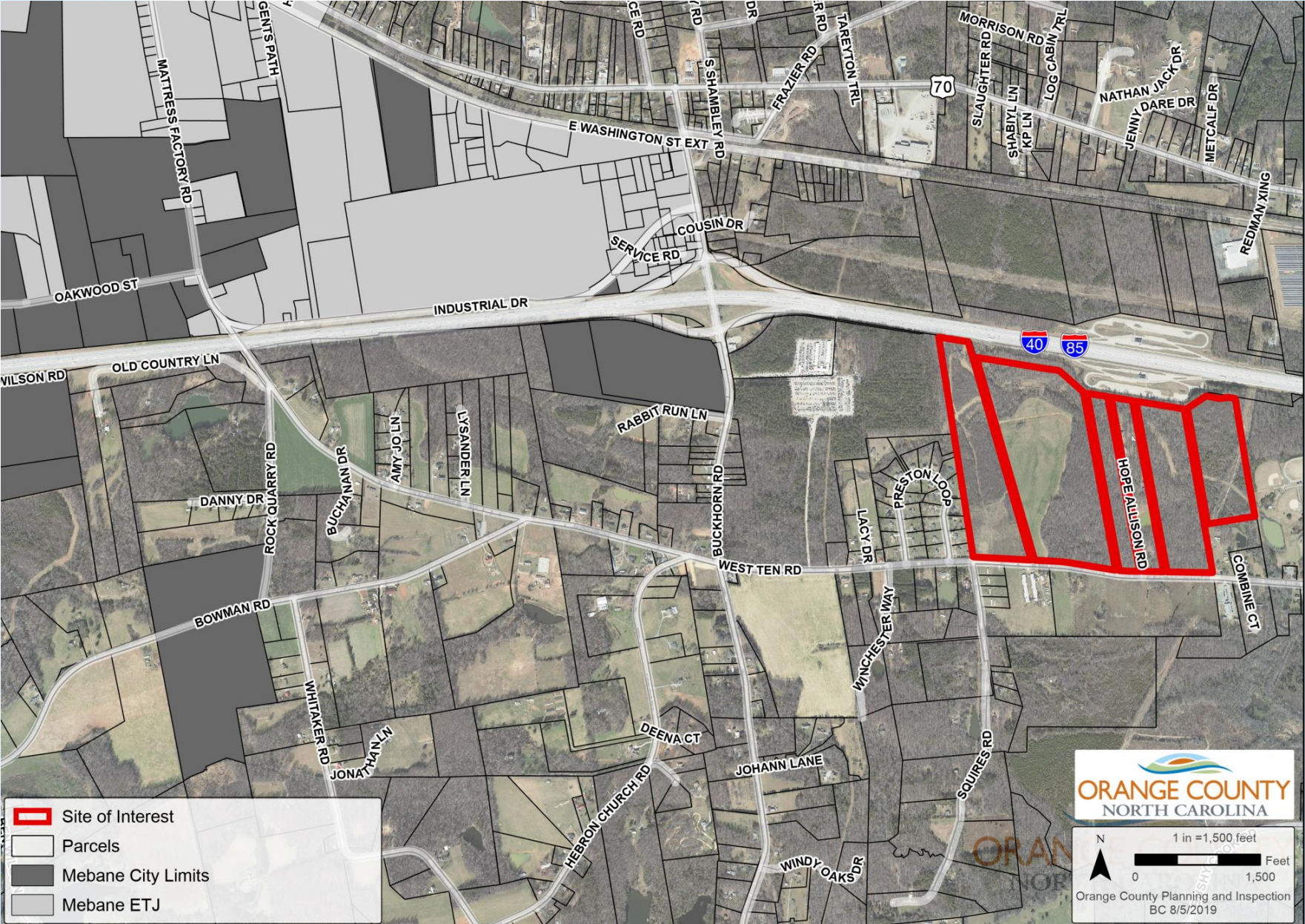


## Company History

- Medline's 1.2 million sq. ft. Orange County facility will be LEED certified and have rooftop-mounted solar panels that will supply 35% - 50% of all electricity needs.
- Regionally, Medline operates two 400,000 sq. ft. distribution centers in Lincolnton, NC (photo below) and Richmond, VA.



# Medline Site - Current Mebane City Limits & ETJ



# Medline Industries' State & Local Incentives

**Project: \$65.3 million investment & 250 jobs in first 5 years, growing to 700 jobs by year #10, and a new 1.2 million sq. ft. distribution facility**

<b>State of North Carolina</b>	
One North Carolina Fund ( <i>Discretionary Grant</i> )	\$500,000
N.C. Department of Transportation ( <i>West Ten Road improvements</i> )	\$1,000,000
N.C. Community College System's ( <i>Customized Workforce Training</i> )	\$225,000
<b>Orange County</b>	
5-Year Performance Based Incentive	\$1,840,967
<b>City of Mebane (required site annexation by City)</b>	
5-Year Performance Based Incentive	\$653,000
Waiver of Development Fees	\$150,000
<b>Total</b>	<b>\$4,368,967</b>