

Modern Nissan tops Mid-Atlantic region

Nissan Motor Corporation recently announced that Modern Nissan in Winston-Salem achieved the number one position in sales in the Mid-Atlantic Region in 1997. This means that Modern Nissan had the highest volume of retail sales of all the Nissan dealers in North Carolina, Virginia, Maryland, West Virginia, eastern Tennessee, eastern Kentucky, and parts of Pennsylvania. In recognition of this achievement, Modern Nissan was recently presented with a plaque by Drew Starke, the Nissan dealer operations manager for the Greensboro and Winston-Salem areas.



Drew Starke (third from left), representing Nissan Motor Corporation, presents a plaque to Rob Fowler, Modern Nissan's vice president and general manager. Also representing Modern Nissan are (left) Gary Frazier, general sales manager, and Jerome Sam, new vehicle sales manager.

Chamber

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The principle authors of the brownfields grant application were Don Nielsen and Rick Reich of Kilpatrick Stockton who were assisted by Liz Harris, the Chamber's director of advocacy. The Winston-Salem Board of Aldermen approved the submission of this application Dec. 15. Winston-Salem was the only city in North Carolina to win a brownfields grant during this cycle. Charlotte and High Point have received this grant in the past. The Greater Winston-Salem Chamber of Commerce is a leading business organization in Winston-Salem and Forsyth County, representing more than 1,700 area business that are committed to increased economic development in the region. The Chamber offers services to strengthen existing businesses and recruit new ones, to encourage small business creation and growth, and to expand the region's firm industry. For more information, call Liz Harris at 777-3787, ext. 1208.

N.C. beats S.C. for FedEx hub

Incentives top \$272 million
BY ESTES THOMPSON
Associated Press Writer

GREENSBORO (AP) — Federal Express picked Greensboro's airport for its \$300 million package sorting hub Monday, snapping up \$272.3 million in bait dangled by state and local authorities for a prize also wanted by two South Carolina airports. State officials said the agreement would open new avenues in industrial recruitment because the state beat out South Carolina airports in Columbia and Greenville-Spartanburg. Other North Carolina airports considered were Raleigh-Durham, Charlotte and the state-owned Global TransPark in Kinston. Construction of the hub is scheduled to begin in early 2000 and be complete by the fall of 2003. Initial employment will be 700 to 800 people with a total of 1,500 jobs when the 1 million-square-foot facility is completed. Most are part-time, paying between \$8 and \$10 an hour, the company said. "This is the day for good news," said an excited Gov. Jim Hunt, who later donned a purple

FedEx cap to pose for pictures. "We decided several years ago we were going to be competitive in North Carolina. And we won. ... We're a player now." The economic lure was divided into two parts: \$142.3 million in state incentives over 20 years, the largest package North Carolina has ever offered, and \$130 million in airport improvements, including a \$100 million parallel runway at Piedmont Triad International Airport. David Bronczek, chief operating officer of FedEx, said the airport "sits in the heart of our business." The state package includes new tax breaks, such as eliminating sales taxes on aircraft parts and the property tax on new aircraft. The incentives must be approved by the state Legislature. The local package will have to be financed largely by the Federal Aviation Administration. Sen. Lauch Faircloth, R-N.C., and a member of the Senate FAA appropriations subcommittee, said he would push for the money. The hub is expected to have an economic impact of more than \$1 billion. Hunt called it the largest corporate investment in North Carolina since 1991, the limit of

the state Commerce Department's database. South Carolina's bid reportedly focused on Greenville-Spartanburg International Airport, with an incentive package thought to be competitive with what North Carolina was offering. A Commerce Department spokeswoman refused to comment on South Carolina's offer. In recent years, South Carolina outbid North Carolina for a BMW auto plant. FedEx selected the Piedmont Triad facility primarily because it eliminates the need for expensive connector flights within the Carolinas, Virginia and east Tennessee, said Leonard Feiler, a senior vice president. Most of the cargo FedEx ships from the new hub can be brought in by truck because the airport is centrally located, he said. Federal Express already has national sorting hubs in Memphis, Tenn.; Indianapolis; Fort Worth, Texas; and Anchorage, Alaska. The company employs more than 141,000 people and ships more than 3 million items daily to 211 countries. It had revenues of \$11.5 billion last year.

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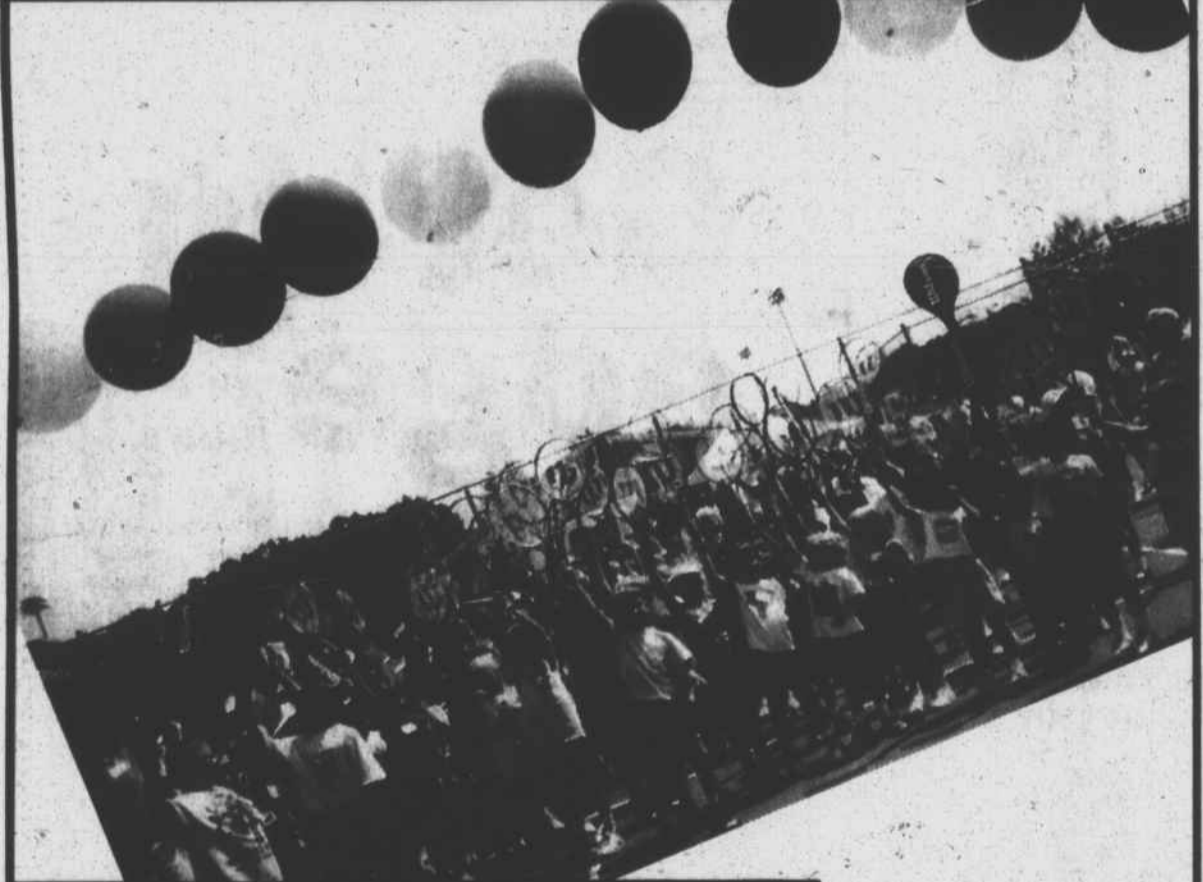
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