

**2021**  
**GARNER**  
**ECONOMIC**  
**DEVELOPMENT**  
**ANNUAL REPORT**





**34,577**

POPULATION



**4.2%**

UNEMPLOYMENT



**1,929**

PERMITS ISSUED



**\$275,790**

AVG HOME SALE



**21%** \*Increase mainly due to Wake County property revaluation

TAX BASE INCREASE

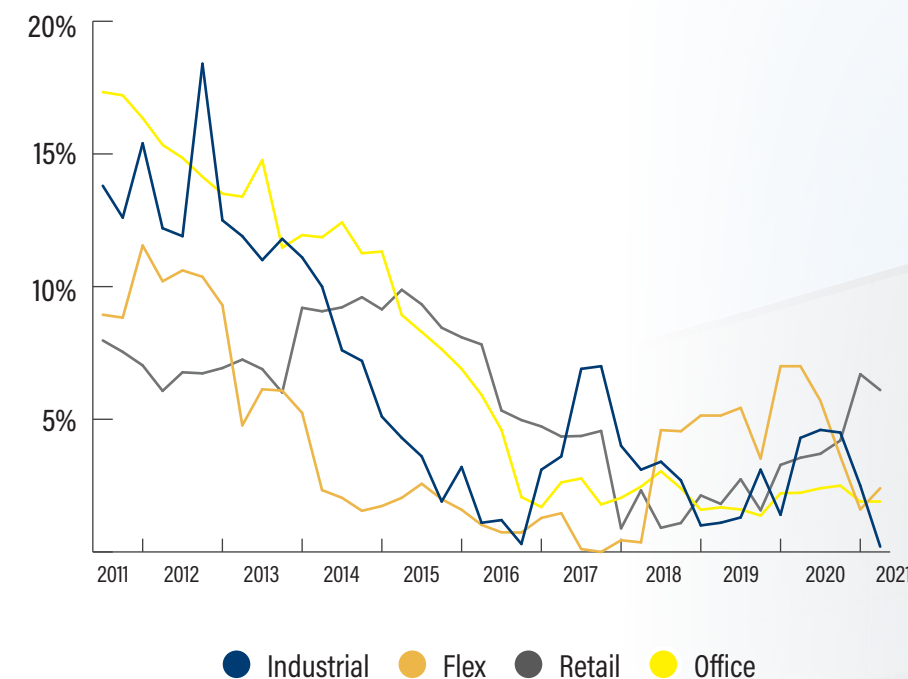


GARNER'S COMMERCIAL REAL ESTATE

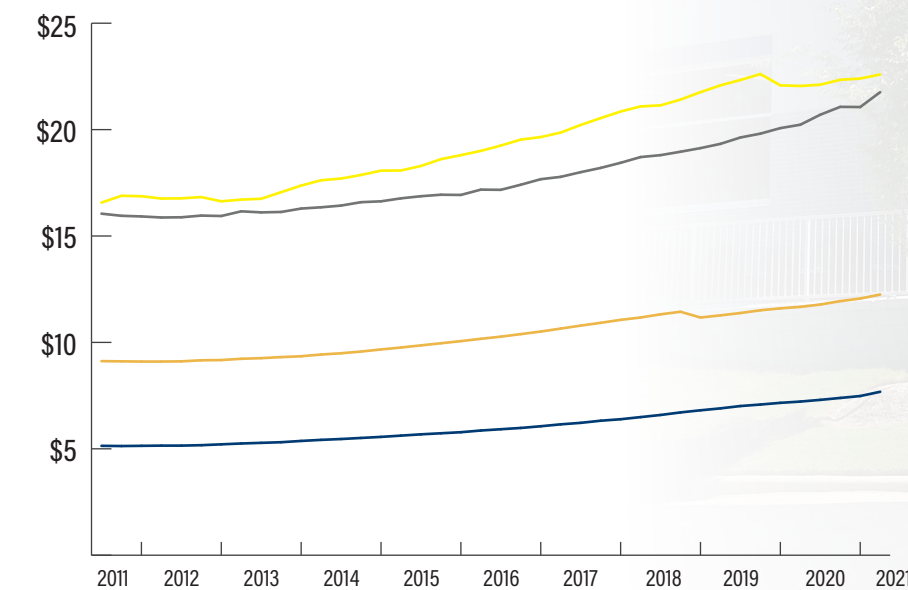
**STEADY DEMAND BRINGS NEW SPACE**

The commercial real estate market continued to show strength throughout the past year. In particular, the industrial and industrial-flex markets grew significantly with the announcement of the Beacon Commerce Park on Jones Sausage Road, the continued buildout of the Garner Business Park 70, and the construction of several industrial-flex spaces by Wigeon Capital and Mason Properties. Vacancy rates in all classes appeared stable and lease rates have continued to rise.

Quarterly Vacancy Rates, 2011-2021



Quarterly Lease Rates, 2011-2021



GARNER BUSINESS RECRUITMENT

# LIFE SCIENCE LEADS THE WAY



Project activity was down from the previous year. However, the total value of projects was greater than the previous year. This reduction in the project activity may be attributed to the uncertainty around the pandemic, specifically in manufacturing and office projects. However, the number of life science projects increased substantially over previous years. Nearly 25% of requests for proposals came from life science companies. This too, maybe attributed to the pandemic and is one of the factors for the increase in potential project investment.

## 2020-2021 DEVELOPMENT HIGHLIGHTS

### BEACON COMMERCE PARK

Beacon Properties and HM Partners were approved to develop the Beacon Commerce Park on Jones Sausage Road across from Amazon. This new industrial park will add at buildout over 670,000 square feet of new industrial space to the Garner market. The first buildings are estimated to be completed in Q1-Q2 of 2022.

### WIGEON CAPITAL

Wigeon Capital has made significant investments in the Garner industrial-flex market. Their first 26,000 square foot building on Sigma Drive was sold prior to receiving their final certificate of occupancy. Currently, the company has 58,000 square feet under construction at 3300 Waterfield Dr. and are in the process of developing a larger 96,000 square foot warehouse building nearby.

### AMAZON DELIVERY STATION

A new 165,000 square foot Amazon Delivery Station was constructed in Greenfield North Park, fully building out the business park. The new delivery station is one of three in the Triangle. This project created hundreds of new jobs in Garner.

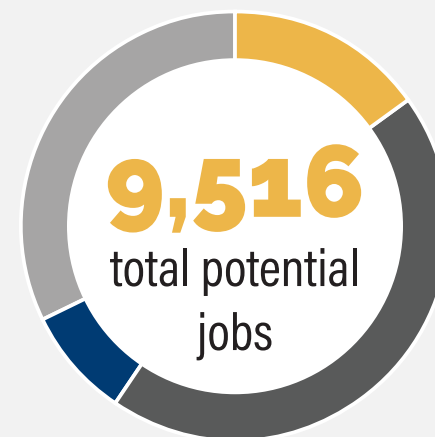
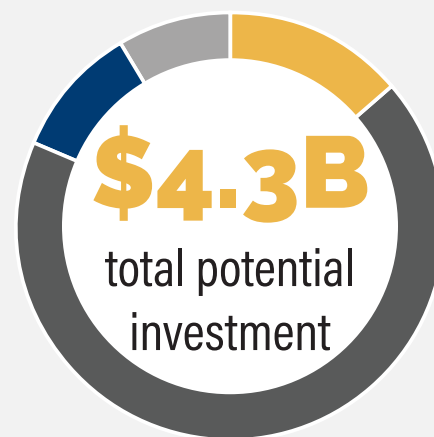


## FOCUS ON DEVELOPMENT

# VA OUTPATIENT CLINIC

Garner was chosen to receive a new 250,000 square foot Veteran's Administration (VA) outpatient clinic. The new clinic will be located on Hwy 50 at Arbor Greene Drive and Rand Road. The new facility will bring hundreds of new jobs to the community and result in over \$100 million in new real property investment. The new VA clinic is estimated to be completed in 2023-2024.

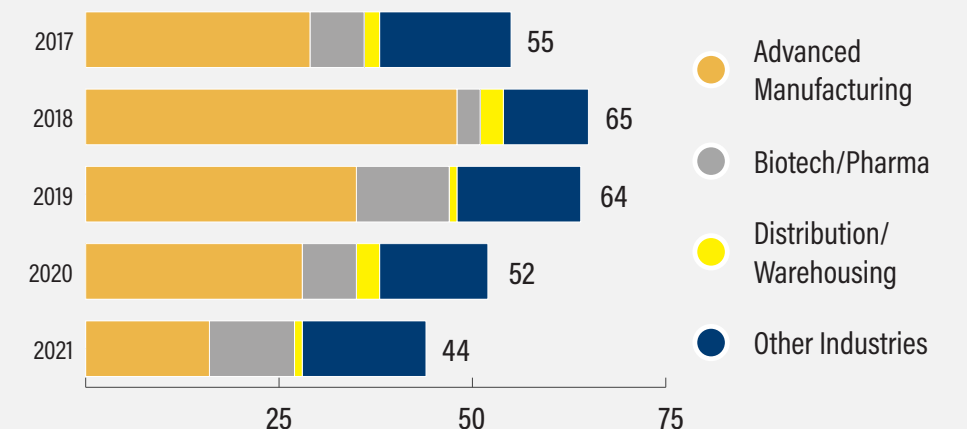
## RFIs BY THE NUMBERS 2020-2021



Top Industries in 2021: ● Advanced Manufacturing ● Biotech/Pharmaceuticals

● Food Processing ● Other Industries

RFIs By Industry, 2017-2021



## FOCUS ON ENTREPRENEURSHIP INNOVATIONS

### NEW CO-WORKING SPACES IN GARNER

Two new spaces recently opened in Garner that will help to assist and grow small businesses in the community.

The Garner Chamber of Commerce opened the HUB, a co-working space designed to give users a dedicated professional space to conduct their business. "At the Garner Chamber, we are really excited to welcome members into our new co-working space to create an environment for collaboration, for new ideas and for connections," said Chamber President Matthew Coppedge. "The HUB at the Garner Chamber continues our move to become the chamber of the future."

Office Ours also opened this year, offering small businesses access to office suites, shared offices, virtual offices, conference rooms, and/or office space for rent by the hour or month. Office Ours, founded by entrepreneur Ryan Rangel, is flexible to the needs of almost any small business. "Office Ours is excited to be Garner's first business center," said Rangel. "We are glad that Garner businesses can now stay local with office suites and virtual offices. We look forward to providing the tools and support that will enable many Garner businesses to grow."



## GARNER ENTREPRENEURSHIP

### NEW OPPORTUNITIES BRING GROWTH



Small businesses are big business in Garner. To help support and encourage the growth of entrepreneurship in the community, Garner Economic Development partnered with Wake Technical Community College, the Garner Chamber of Commerce, the two Garner Rotary Clubs, the Downtown Garner Association (DGA) and the Garner Economic Development Corporation (GEDC) to bring Launch Garner to the town.

Launch Garner is an intensive entrepreneurship training program that consists of ten weeks of in-class training and six months of mentorship. Garner is the 8th municipality in Wake County to start a Launch program and will welcome 16 students to its Fall 2021 cohort. In addition to training and mentoring, participants receive a Chamber membership and access to the new HUB space. This program was made possible by grants given by the DGA and GEDC.



### SMALL BUSINESS WEEK IN GARNER

Board members of the Garner Economic Development Corporation, with the Downtown Garner Association, the Garner Chamber of Commerce and the Garner Town Council, donned their green t-shirts and hit the streets to say "Thank you" to the many small businesses that call Garner home during Small Business – Economic Development Week in May of this year.

This simple act of appreciation was a reminder of how important the local small business community is to the town. Volunteers visited over 100 local businesses to drop off handwritten thank you notes and talk with business owners and employees.



# GARNER ECONOMIC DEVELOPMENT CORPORATION BUILDS A FOUNDATION FOR THE FUTURE



The GEDC continues to find ways to invest in the Garner community. In April of 2021, the GEDC announced the creation of a \$250,000 endowed scholarship fund at Wake Technical Community College. This new endowment will allow a graduating high school student from South Garner and Garner Magnet High Schools to attend Wake Tech at no cost.

For the first year starting this fall, two students will be awarded scholarships of \$2,200. In subsequent years, after the endowment is fully vested and earning interest, the fund will support four student scholarships valued at approximately \$2,500 per student.

As Chairman Jeff Swain noted, "Having a well-trained and educated population is vitally important to Garner's future. Every community's greatest asset is its people. That is why the GEDC is pleased to establish the GEDC Endowment for

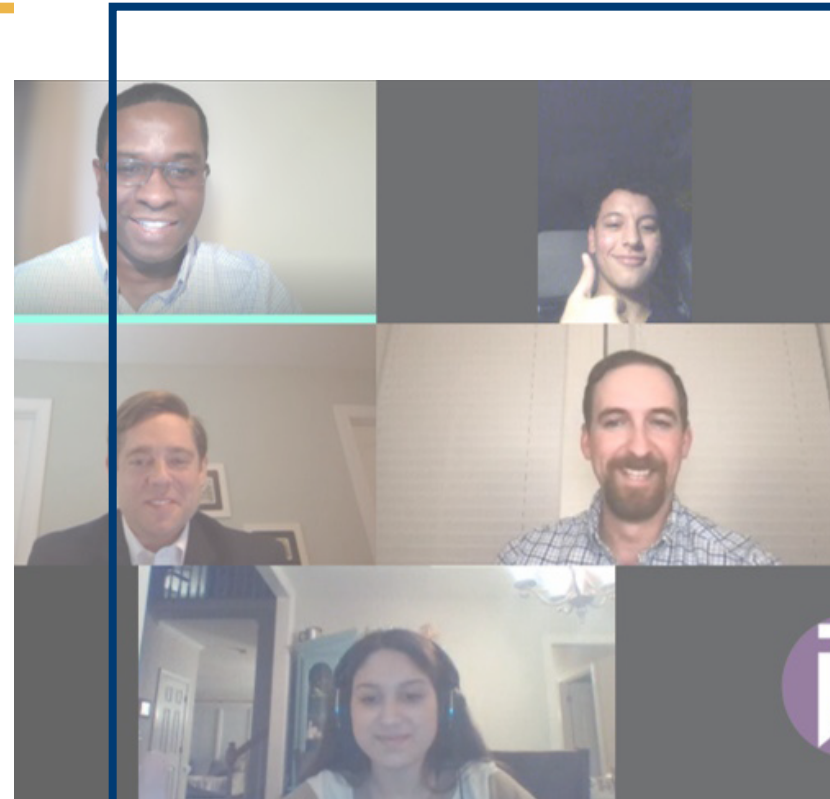
Education and ensure that Garner students have access to a world-class education and a brighter future."

Students must have a minimum 2.5 GPA to qualify and financial need will be considered. The scholarship may be designated to assist students with any Wake Tech degree, diploma, or certificate program. The new scholarship will ensure that students of the Garner community will have access to education after high school in perpetuity.



*"Having a well-trained and educated population is vitally important to Garner's future. Every community's greatest asset is its people."*

Jeff Swain, GEDC Chairman



The first Garner Entrepreneurs of Tomorrow (GET) cohort was held virtually due to the pandemic. Four students from Garner's two high schools pitched their business ideas to a panel of business leaders and competed for prizes. This program was made possible through a partnership between Operation 36, the GEDC, State Farm Insurance - Matt Davis, South Garner High School, and Garner Magnet High School.

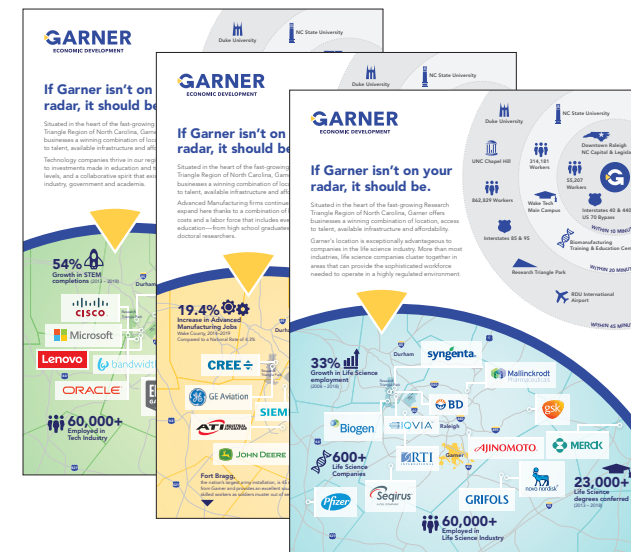
## FOCUS ON YOUTH INITIATIVES

## GARNER ENTREPRENEURS OF TOMORROW



## SHOWCASING GARNER'S ADVANTAGE

New industry marketing sheets are now available at [choosegarnernc.com](http://choosegarnernc.com). The new industry marketing sheets focus on Garner's strategic advantage for advance manufacturing, life science, and technology-based businesses.





## DOWNTOWN GARNER ASSOCIATION

# CREATIVE FOCUS DRIVES GROWTH

In 2021, the Downtown Garner Association (DGA) prioritized public art initiatives as part of their cultural arts economic development strategy. Public art compliments existing assets such as the Garner Performing Arts Center, the Garner Senior Center, and a place making mural created by DGA and stakeholders in 2018.

DGA's primary initiative for 2021 is Garner Art Around Town, a community driven public art project that uses painting to illustrate community and natural beauty and bring joy, healing, and civic engagement. This year's exhibit will feature 23 canvases painted by artists from Garner and Raleigh on display from mid August through November. The artwork is displayed outdoors in Downtown Garner and at select park locations for 24/7 viewing on a walkable loop.

At the end of the exhibit, the Downtown Garner Association will auction the artwork, with 75% of the profit going to the original artist. The auction will take place online in late November 2021. To learn more about this year's artwork, visit [downtowngarner.com/arts](http://downtowngarner.com/arts) for a walking tour, artist info pages, and auction details.



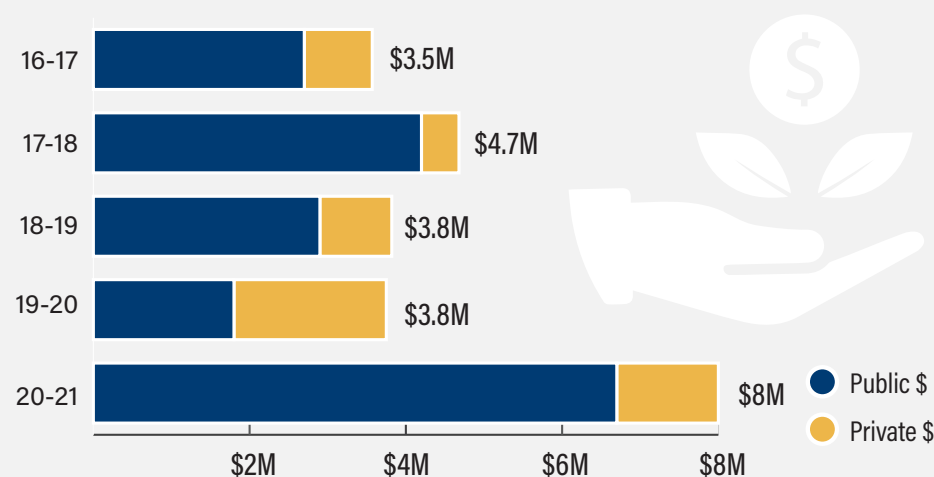
## FOCUS ON DEVELOPMENT

### DOWNTOWN OPPORTUNITY SITE

Following a two year engagement with the UNC School of Government's Development Finance Initiative, the Town selected the Lansing Melbourne Group to develop the opportunity site on Main Street. The public private partnership is underway and initial concepts will bring 5,500 square feet of new commercial space, 50+ residential units, and over 100 new parking spaces to Downtown Garner.

## MAIN STREET'S ECONOMIC IMPACT 2020-2021

Public/Private Investment, 2016-2021



### NET NEW JOBS

**13** FULL TIME  
**3** PART TIME



### IMPROVEMENTS

**3** FACADE RENOVATIONS  
**3** BUILDING REHABS



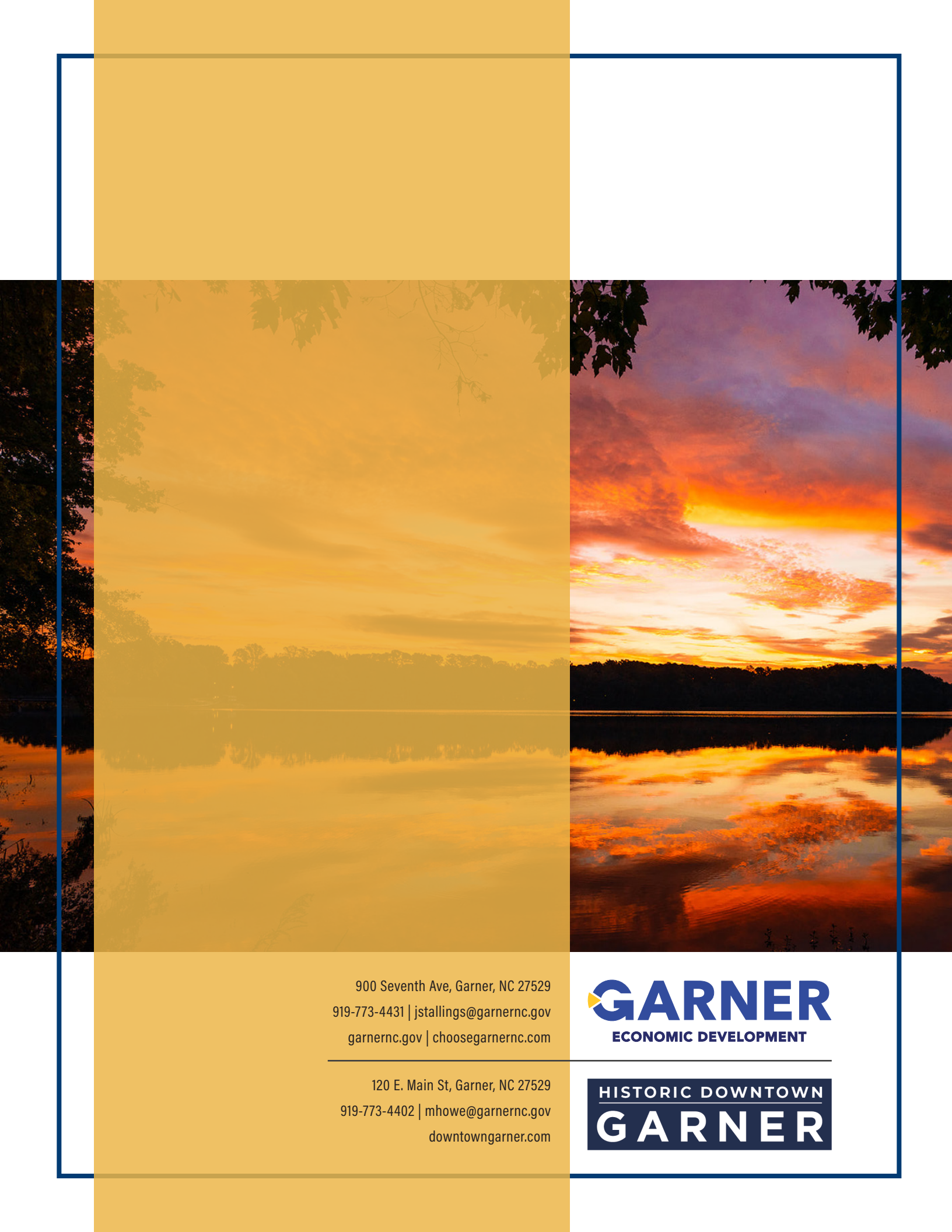
### BUSINESS GROWTH

**2** NEW OPENINGS  
**1** EXPANSION



### VOLUNTEERS

**439** HOURS  
**\$11,405** VALUE



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**GARNER**  
ECONOMIC DEVELOPMENT

HISTORIC DOWNTOWN  
**GARNER**