

# NCWORKS COMMISSION

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**November 10, 2021**

**Webinar**

A proud partner of the American  Job Center network



We are using Cisco WebEx for today's meeting

Make sure to MUTE your microphone on the taskbar

Make sure you have followed instructions on your key pad



If you experience any technical difficulties, please use the Q & A feature to report issues to "All Panelists" and we will assist you.

# Webinar Instructions

# NCWORKS COMMISSION

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## WELCOME

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**Welcome**

**NCWORKS  
COMMISSION**

**Machelle Baker Sanders, Secretary  
NC Department of Commerce**



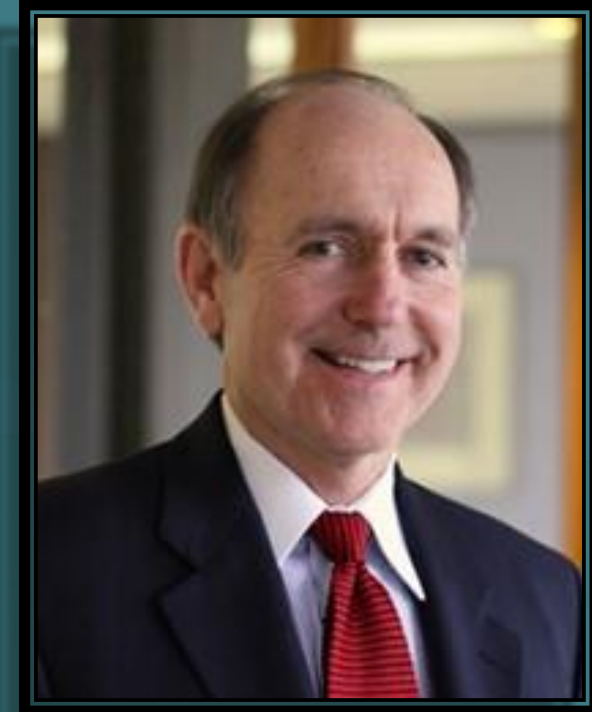
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# Workforce Updates

NCWORKS  
COMMISSION

## Tom Rabon, Chair NCWorks Commission



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**NC**  
works

# LCI Presentation

NCWORKS  
COMMISSION

## Patrick Lindsey, President LCI



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works



November 10, 2021

# Introduction to LCI



LCI is a leading provider of accessible technology solutions for businesses and organizations. We help our clients create a more inclusive and accessible digital experience for all users.



# About LC Industries

Founded in 1936 in Durham, NC

Operations in 13 States

4 Primary Business Units

- Manufacturing
- Retail (Base Supply Centers)
- Distribution
- eCommerce

REACH YOUR HIGHEST POTENTIAL

REACH YOUR HIGHEST POTENTIAL





# About LC Industries

750+ Employees

320+ Employees  
who are Legally  
Blind

Over 1,000,000  
Square Feet of  
Operations

Location	Square Feet
Durham, NC	237,000
Hazlehurst, MS	300,000
Tupelo, MS	18,000
Jackson, MS	14,000
Louisville, KY	30,000
Durham, NC Distribution	140,000
Las Vegas, NV Distribution	80,000
Daytona, FL	19,000
49 BSC Retail Locations	270,000

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# Our Customers

## Government

- All branches of DOD
- DLA
- GSA
- Many Civilian Agencies
- State & Local Government
- Law Enforcement

## Dealers

- Office Supply
- Jan/San/MRO
- Tactical

## Commercial

- Channel Wholesalers
- Mass Market:
- Wal-Mart,
- Variety Wholesalers
- Dollar General
- Fred's
- Military Exchanges

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# Our Product Categories

2500 Products

## Office

- Filing
- Presentation
- Shredders
- Mice
- Document Protectors
- Glue Sticks
- Stamps
- Forms Management

## Cleaning & Breakroom

- Facial Tissue
- C-fold Towels
- Toilet Tissue
- Paper Plates
- Plastic Cutlery
- Napkins
- Party Pack
- Mops
- Brooms

## Safety

- Locks
- ChemLights
- Metal Key Cabinets

## Lodging

- Mattresses
- Mattress Covers
- Sterilize & Repair

## Tactical

- Plate Carriers
- Slings & Holsters
- Packs
- Hydration
- Molle Pouches
- Vests & Chest Rigs
- Belts

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# Manufacturing

- Mattress
  - First major product category
  - Navy innerspring shipboard
  - Sterilize and repair program
- Mops
  - 40 + year supplier to Wal-Mart
  - Dollar Stores
  - Military Exchanges



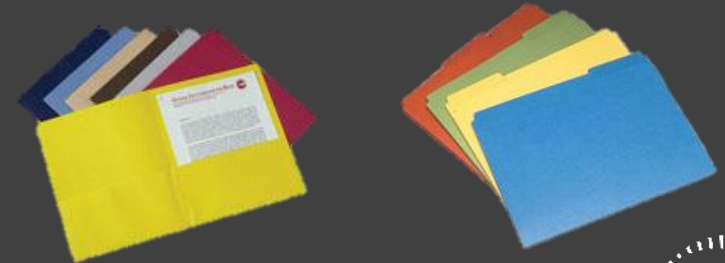
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# Manufacturing

- Paper Conversion
  - File Folders
  - Disposable Paper Products
    - C-fold towels
    - Napkins
    - Paper Plates
  - Toilet Tissue
  - Facial Tissue



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# Manufacturing

## Injection Molding

- 25 Machines: 55 – 730 tons
- Extensive experience in Bio-based resins

## Blow Molding

### Products Include:

- Plastic Flatware: 2010 over 2 billion pieces
- Desk Accessories
- Grommets
- Media Mailing Containers
- Mop Parts
- 5 Gallon Water Can



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# Manufacturing Partnerships

Cyalume: ChemLights

3M: Microfiber Cleaning Cloths

Samsill: Document Protectors, Project Folders

HSM: Paper Shredders

Masterlock: Padlocks

Shachihata: Stamps



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# Tactical Assault Gear

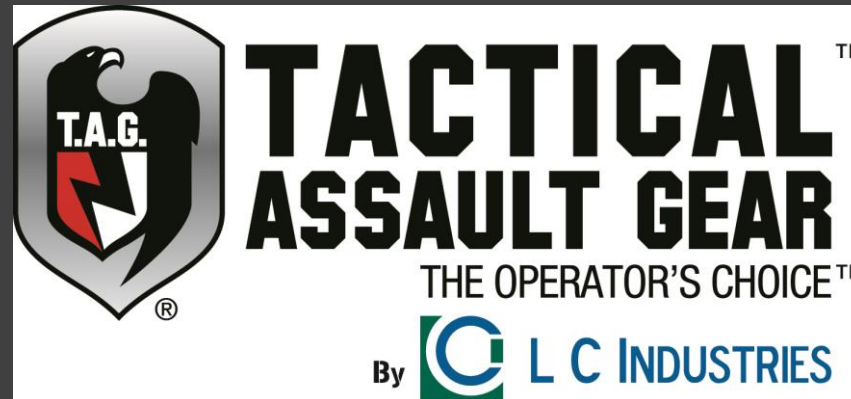
Acquired January 2010

Design Center, Durham NC

- Working with operators to create leading-edge products

Law Enforcement branded products

OEM Manufacturing Capability



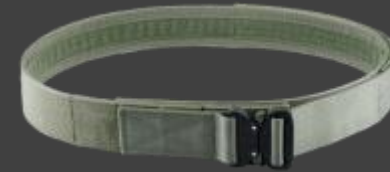
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# Tactical Assault Gear



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# Base Supply Center Program

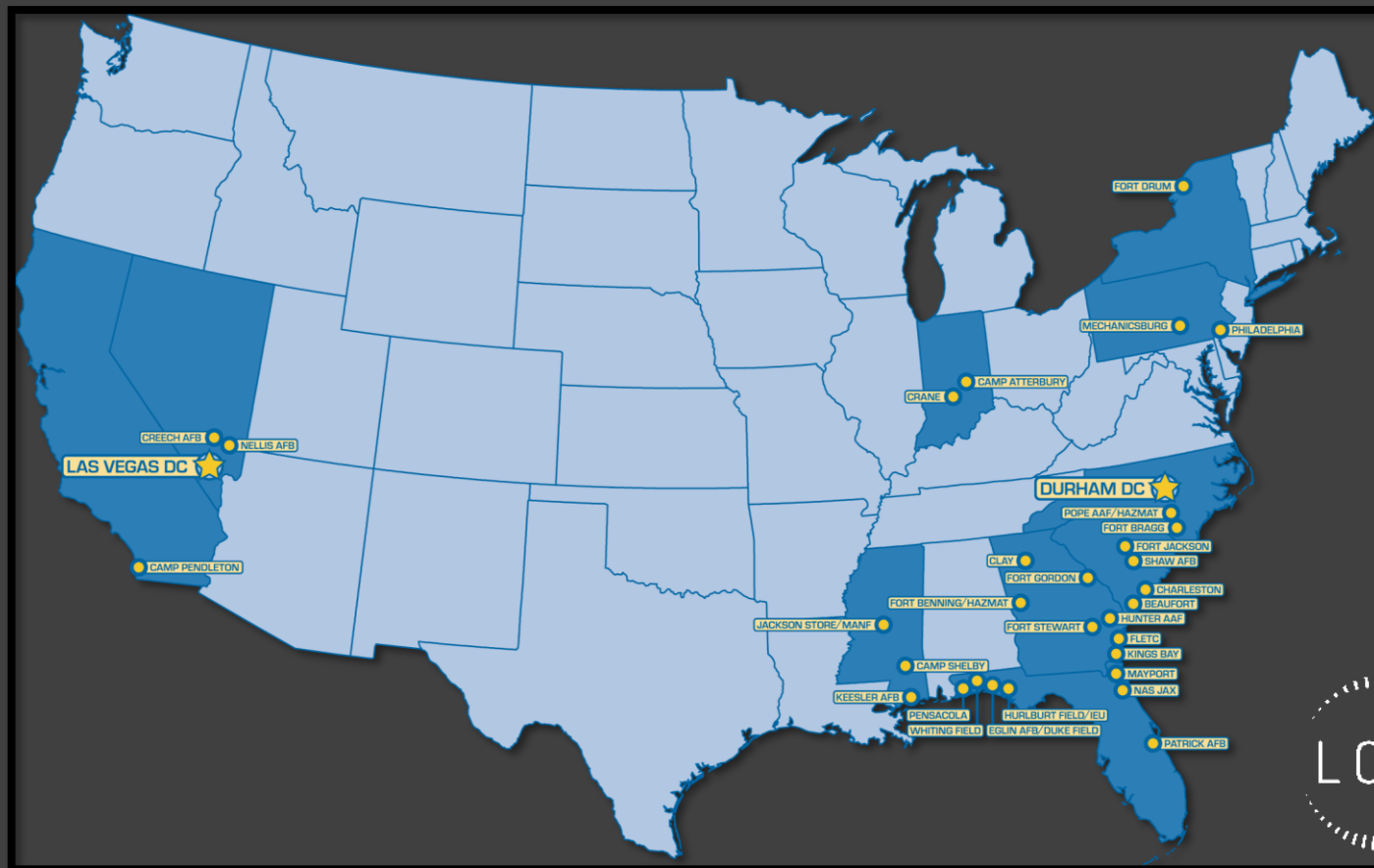
- 49 Retail locations in 9 states
- Army, Air Force, Navy, Marine Corps, Homeland Security
- Supporting the Warfighter
  - Access to 2 million items
  - Everything except fuel, food & ammunition



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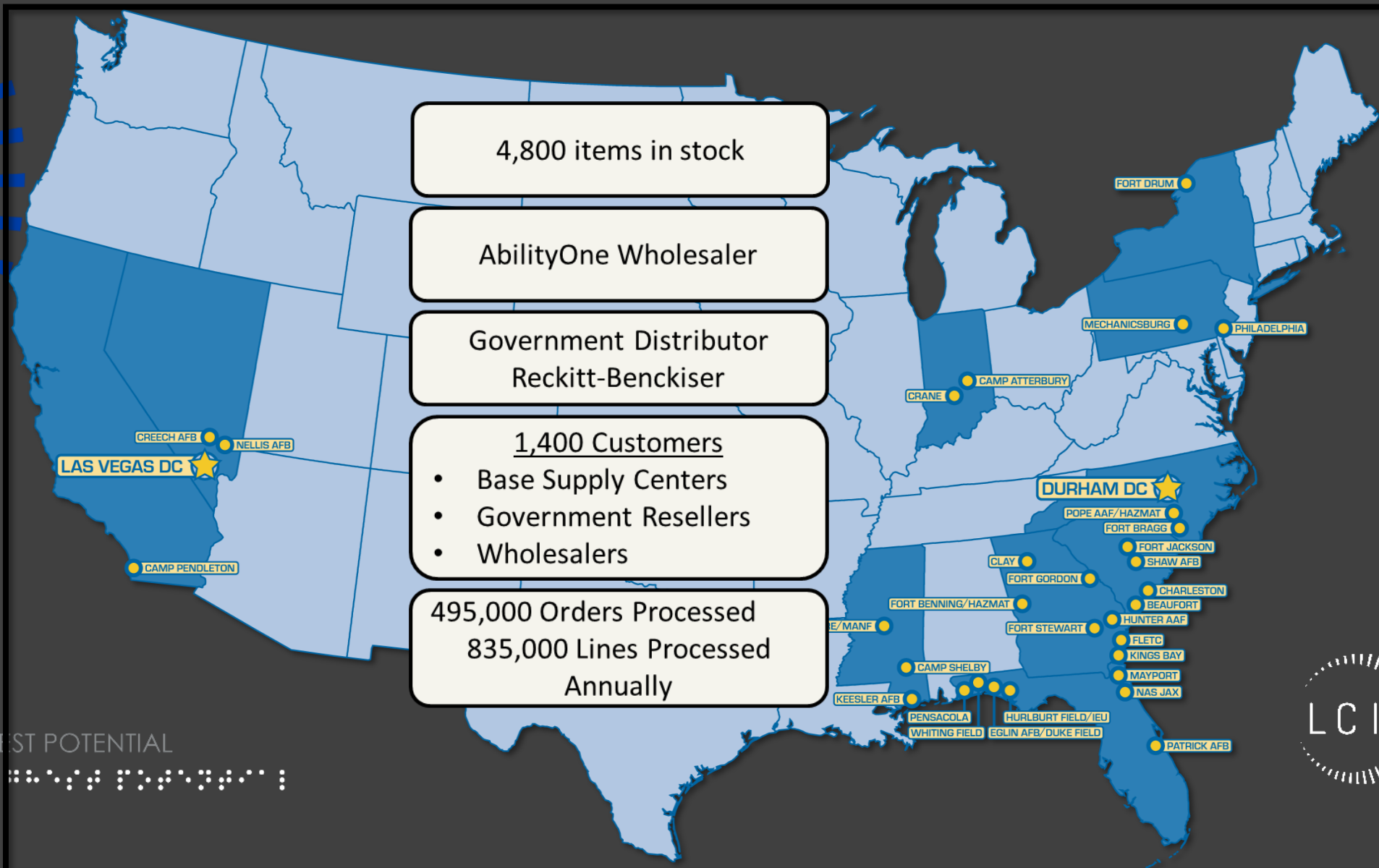
# Retail Locations



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# Distribution



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# E-Commerce

The screenshot shows the top navigation bar of the BUYLCI.COM website. On the left is the LCI logo and the text 'BUYLCI.COM'. To the right is a location dropdown menu set to 'Seymour Johnson AFB' and a phone number '919-721-5233'. Further right are links for 'Sign In / Sign Up'. Below this is a blue navigation bar with 'Departments' (with a dropdown arrow), 'Quick Order', a search bar containing the text 'Search for it here...' with a magnifying glass icon, and a shopping cart icon with 'Quote \$0.00'. The main banner features a large image of hands in blue gloves holding a large, textured orange and yellow virus particle. The text 'STAY PROTECTED & SHOP COVID-19 SUPPLIES' is overlaid on the image. On the right side of the banner, a woman wearing a face mask is shown, with a speech bubble that says 'Can't find an item? Ask Iris!' and a small cartoon character named Iris next to her. At the bottom of the banner, a black bar contains the text 'We use cookies to make your experience better. Learn more.'

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# Thank You

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**Skills and Education Attainment – Sherry Carpenter**

**Employer Leadership – Jeff Frederick**

**Local Innovation – Olalah Njenga**

**Governance and System Alignment – Chris Egan**

# Commission Action Items

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**Chris Egan**  
**Governance and System**  
**Alignment Committee**  
**Chair**

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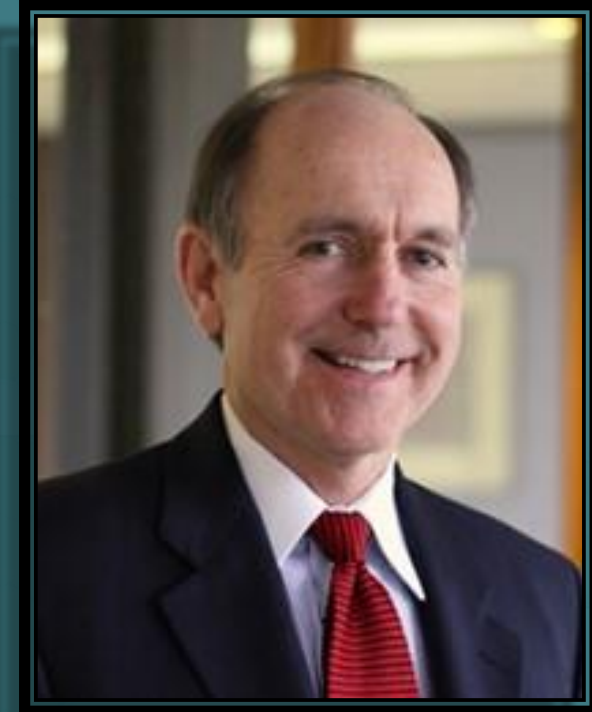
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**Future  
Planning**

**NCWORKS  
COMMISSION**

**Tom Rabon, Chair  
NCWorks Commission**



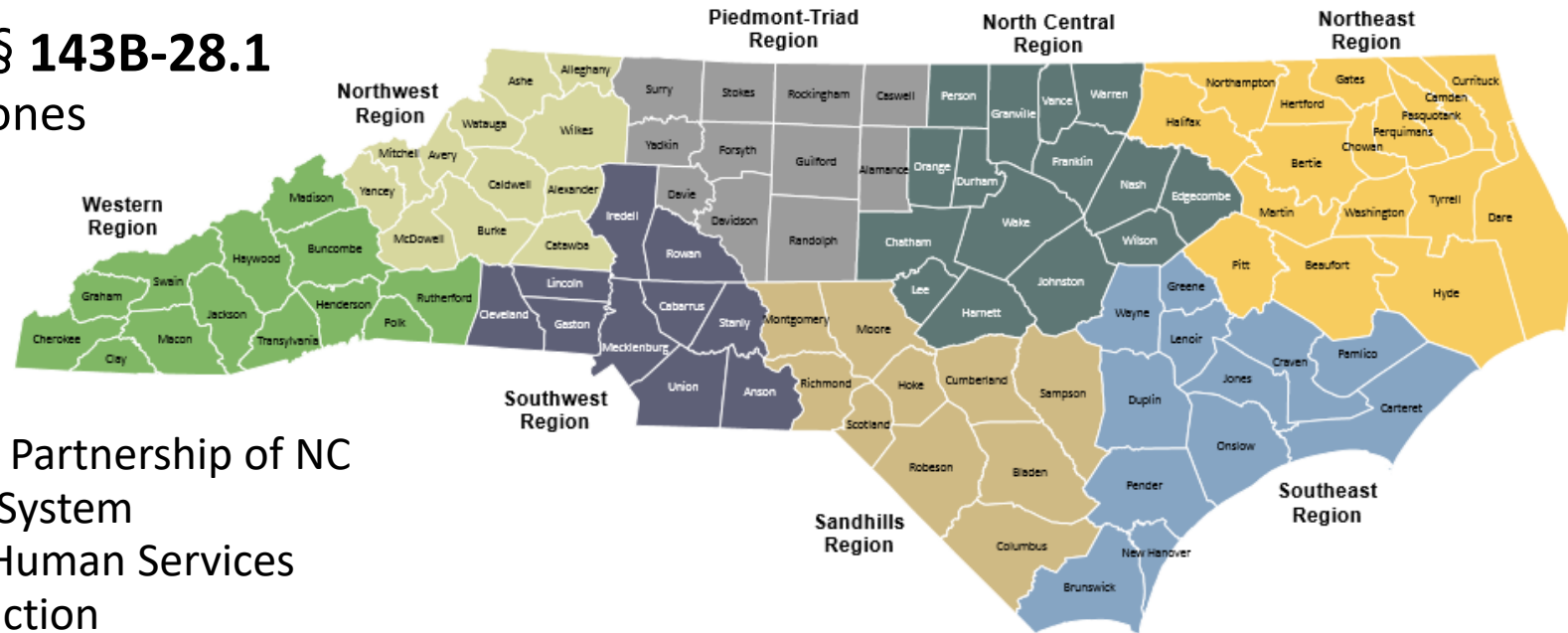
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State Law:

# NC Prosperity Zones: Economic, Education and Government Regionalism and Collaboration

## NC General Statutes § 143B-28.1 8 Regional Prosperity Zones



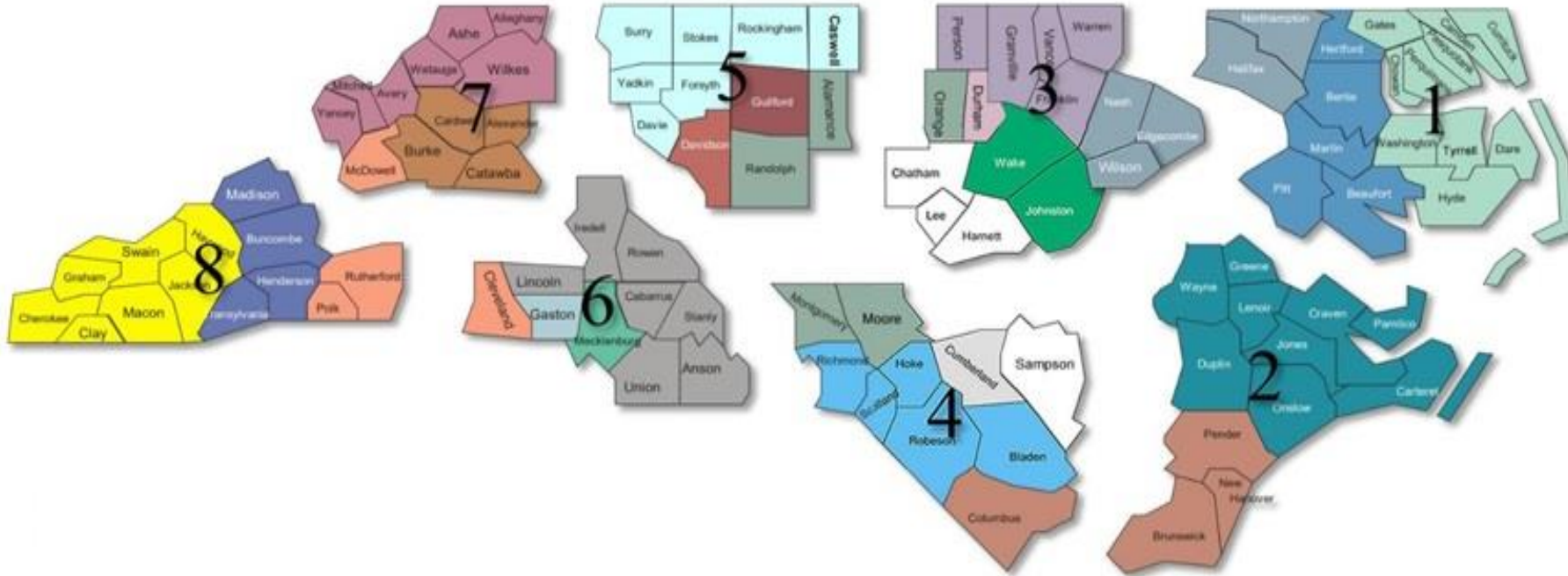
- NC Dept of Commerce
- Economic Development Partnership of NC
- NC Community College System
- NC Dept of Health and Human Services
- NC Dept of Public Instruction
- NC Dept of Transportation
- NC Dept of Environmental Quality
- NCSU Industry Expansion Solutions

Source: NC General Statutes § 143B-28.1  
[https://www.ncleg.gov/EnactedLegislation/Statutes/PDF/BySection/Chapter\\_143B/GS\\_143B-28.1.pdf](https://www.ncleg.gov/EnactedLegislation/Statutes/PDF/BySection/Chapter_143B/GS_143B-28.1.pdf)

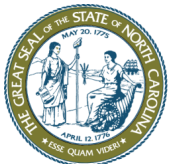


NORTH CAROLINA  
**DEPARTMENT of  
COMMERCE**

# CURRENT: 23 WORKFORCE DEVELOPMENT BOARDS



- *Current local board areas are located in as many as 3 different Prosperity Zones*



# Chair Tom Rabon

## Next Meeting Dates:

February 9, 2022

March 30, 2022 (Virtual Special Meeting)

May 11, 2022

August 10, 2022

November 9, 2022

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