

WBD LEGACY INVESTORS



AMAZON MOVES AHEAD WITH SECOND FACILITY AT PENDER COMMERCE PARK

It's been six months since regional leaders joined executives from Amazon [Nasdaq: AMZN] in celebrating the Seattle-based retailer's plans for a massive, robotics-driven fulfillment center at Pender Commerce Park that will support its southeastern U.S. business. More recently, company officials also commenced work nearby on a "last-mile" delivery station that will directly serve Amazon's Greater Wilmington customers.

"Construction of this 3 million-sq.-ft. fulfillment center is progressing tremendously," says Sam Blatt, Amazon's Senior Manager of Economic Development for North Carolina of the company's larger "Project Whale" initiative. "The building shell is complete, landscaping is wrapping up, and Amazon is now outfitting the interior with advanced robotics and operational equipment. We remain on track for our Fall 2026 launch."

Amazon's interest in Pender Commerce Park for its 142,000-sq.-ft "Project Tuna" delivery station had culminated with its 2022 acquisition of 40 acres there. Work there has also begun, Blatt says. "We're well underway with construction. The foundation slab has been poured, utility work is progressing, and we're preparing to go vertical shortly," Blatt says.

Delivery Stations power the last mile of Amazon's order process and help speed up deliveries for customers. The company's delivery station at Pender Commerce Park will create 100 full-time jobs, Blatt says. "The last-mile facility will receive customer orders from other facilities in our network such as the nearby fulfillment center, sort them by delivery route, and dispatch them via our delivery service partners in Amazon-branded vans," he explains. "Combined with Project Whale, this means faster delivery speeds throughout

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AMAZON MOVES AHEAD WITH SECOND FACILITY AT PENDER COMMERCE PARK

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the Wilmington region, with Amazon managing the entire fulfillment journey from the moment we pack an item to the second it reaches your doorstep,” Blatt says.

Amazon is the latest in a string of companies to develop new facilities at Pender Commerce Park. The 450-acre industrial property welcomed its first tenant in 2013 — Acme Smoked Fish. Since then, Empire Distributors, FedEx Freight, Coastal Beverage, Pender Commerce Partners 1 LLC and Polyhose have constructed facilities there. RL Cold, a division of RealtyLink, and Ramm Capital Partners have also completed work on significant industrial footprints in the park as well. Equipped with the latest utility infrastructure, Pender Commerce Park is located on U.S. Highway 421, just three miles off I-140 and 13 miles from the Port of Wilmington.

“In just over a decade, Pender Commerce Park has gone from a dream to a reality that now includes some of the world’s most successful companies,” says Scott Satterfield, Chief Executive Officer at Wilmington Business Development. “Amazon keeps that momentum going, closing out development at the park. WBD appreciates the commitment this world-class company is making to Greater Wilmington’s economy.”

POLYHOSE EXPANSION AT PENDER COMMERCE PARK SUPPORTS U.S. CUSTOMERS

Polyhose, the India-based maker of industrial tubing and hoses, announced its initial plans for a U.S. location at Pender Commerce Park in late 2019. Less than five years later, the company began moving into Phase 2 of its strategy — doubling its initial footprint and adding workers. Phase 2 is now complete, and President Mo Millwala says the company’s Wilmington operations support the sustained growth of its U.S. business.

“The expansion is now complete,” Millwala says. “I strongly feel there is a level of confidence that our foundation is now set.”

Architects at Wilmington’s Becker Morgan Group worked with McKinley Building Company in executing Polyhose’s expanded facility, which was completed earlier this year. The project doubled the company’s existing 52,500-sq.-ft. assembly and logistics space.

In the years since announcing its \$8 million investment at Pender Commerce Park, Polyhose has developed close ties with community partners, including economic developers and educational institutions. Millwala, for example, recently joined the board of directors of Wilmington Business Development (see related story nearby), bringing an executive’s point-of-view to the process of attracting more foreign direct investment (FDI) into the region.

Millwala and his family previously lived in the New York City area, supporting Polyhose’s New Jersey office, which the company has since closed. “Our transition has been smooth largely because of WBD,” Millwala says. “As an international company it is so important to have that kind of support.” His experiences navigating the legal, corporate and immigration hurdles associated with setting up a U.S. outpost give him a formidable voice in helping recruit additional FDI. “I would love to see more international companies come to the area,” he says.

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POLYHOSE EXPANSION AT PENDER COMMERCE PARK SUPPORTS U.S. CUSTOMERS

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From its base at Pender Commerce Park, Polyhose has cultivated business across the U.S. Customers supported from its Wilmington facility include large construction and automotive OEMs like John Deere, Caterpillar and BMW. "You can even see Polyhose products at American gas stations," Millwala says.

Polyhose's U.S. workforce now totals 35, with 25 of those positions being in Wilmington. Others either work remotely or out of company locations in Texas and California. "Every year, we think we won't add more human resources, but we ultimately do as we take on

more business," Millwala says. "We continue to hire." The company has worked with Cape Fear Community College on local staffing and training, and Millwala says the company will look toward UNC Wilmington as a source for filling sales and professional positions. "We've encountered no problems with the region's workforce, but now that we're getting into more technical stuff, we may encounter challenges. So far, we're very satisfied with the quality of our human resources," he says.

BLUE CLAY BUSINESS PARK ENABLES COASTAL MILLWORK TO REACH GROWING REGIONAL MARKETS

Excellent highway access plus a spacious, amenity-rich building is fueling growth for a residential building-products provider. Coastal Millwork Supply Company and its sister firm, Risley Padula Construction, announced plans in late 2023 for an expanded presence on 5.5 acres at Blue Clay Business Park, the property's first tenant.



"We are doubling the capacity of our interior door shop, expanding our cabinet division, and we have invested in equipment to enhance our stair tread and wood countertop offerings," says Bob Padula of his companies' new 68,000-sq.-ft. facility. Padula, who is President of Risley Padula Construction and Vice President of Coastal Millwork Supply, says the building and its equipment facilitate safer and more efficient operations. "We've also upgraded our CNC router and installed a vacuum lift, which makes it easier and safer for employees to load heavy materials on the CNC router and crosscut saws," he says.

The two homegrown companies supply and install interior doors, trim, stair parts and cabinets to single- and multi-family residential builders in Greater Wilmington and other mid-Atlantic markets. The move to Blue Clay Business Park empowers the firms to meet demand from buyers as far away as Jacksonville, Raleigh, Myrtle Beach and Charleston. Padula and his business partner, Steve Risley, founded the company in Wilmington 27 years ago and operated on South 13th Street near Greenfield Street. Their business growth prompted a search for larger space – just as site readiness work came to fruition on 120 acres of undeveloped land owned by New Hanover County. The companies will close their S. 13th Street location once new operations are fully ramped-up, Padula says.

Risley Padula/Coastal Millwork worked with McKinley Building, Hipp Architecture and Paramounte Engineering on the design and construction of their new site. Blue Clay Business Park is convenient to both I-40 and I-140, putting the two companies closer to buyers. The transportation advantage "helps shorten delivery times across our service areas and makes logistics more reliable," explains Padula. Highway access also supports the companies' workforce. "Most of our employees live in New Hanover County, and we're grateful that this move allows us to keep the business, and our investment, in New Hanover County," he says.

The companies currently maintain a 100-person workforce, which could grow according to Padula. As a new year draws closer, he sees good visibility on the horizon for the businesses. "As we look toward 2026, we see the residential and multifamily markets strengthening," he says. "Moving into this new facility positions us to meet that demand and continue growing with our customers."

Padula credits support from New Hanover County and Wilmington Business Development (WBD) in easing the land acquisition at Blue Clay and navigating permitting requirements. "Both WBD and County officials were very supportive and proactive in helping us bring this project to life."

KESSEBÖHMER COMPLETES PHASE I OF CONSOLIDATED U.S. HEADQUARTERS

It's been two years since Kesseböhmer announced plans for a consolidated U.S. headquarters in New Hanover County. The privately held metalworks company had previously operated out of downtown Wilmington office space and a leased warehouse in Leland. Its decision to build a \$29 million facility off U.S. Highway 421 was an opportunity to create efficient, well-positioned operations in support of its growing market for retail merchandising displays.

"The Phase 1 building is complete and we've moved in as of September," says Andre Klehm, Vice President at Kesseböhmer, a German company founded in 1954. "We are now installing a custom-built metal fabrication line and a state-of-the-art powder coating system for production," he says.

Kesseböhmer's parent company has a sales presence in 80 countries, and its worldwide workforce totals more than 3,000.

The company's other Wilmington-based brand, which does business as Kesseböhmer USA, arrived in the region in 2007 with the opening of a downtown sales office. The company ultimately intends to bring manufacturing operations to its 93,000-sq.-ft. space in Wilmington, which it partnered with McKinley Building

Corporation to create. Plans for Phase 2 of "Project Stout" are on the horizon as Kesseböhmer develops new North American business.

"We currently have 33 people employed between both companies and plan to increase that to around 45 in 2026," Klehm says. Its workforce currently consists of office staff and production line workers. Its customers are prominent consumer names like Sheetz, Lidl, Dunham Sports and Meijer, the Michigan-based superstore chain. "Retailers are excited about our investment in U.S. manufacturing," Klehm says, sensing good visibility for the coming year. "We are quoting some very large projects that could rapidly propel us in 2026," he says.

Kesseböhmer's new facility sits across U.S. Highway 421 from Wilmington Trade Center, the first-ever speculative Class A industrial development in New Hanover County featuring a Wilmington address. In May, local officials joined executives from Edgewater Ventures and McKinley Building Company to break ground on an additional 170 acres at the property. They also marked the completion of a third building which brings the total square-footage under roof there to +400,000 sq.-ft.



MILAM ASSUMES CHAIRMANSHIP OF WBD; TWO BUSINESS LEADERS JOIN BOARD

WBD's leadership ranks have always read like a Who's Who of influential business names, and this summer saw fresh perspective added to the WBD board of directors with the addition of CEOs from two fast-growing national companies. At the same time, a seasoned WBD member and regional real estate icon stepped up to assume the important role of Board Chairman.

The new directors include Ryan Legg, CEO of MegaCorp Logistics, one of America's top freight brokerage firms. The company launched a five-year expansion in 2022 that is adding significantly to its Wilmington workforce. Legg founded the company in 2009 with his wife, Denise, and the private company has been recognized for its innovation, customer focus and commitment to strategic partnerships. He is a native of West Virginia and holds a business degree from West Virginia University.

Another new director, Mo Millwala, came to Greater Wilmington with the 2021 completion of Polyhose's facility at Pender Commerce Park. Based in Chennai, India, Polyhose is a diversified global conglomerate that designs, develops and manufactures industrial tubing and hose. Millwala is President of the company, which has already doubled the size of its Wilmington location while also establishing operations in Houston to support Polyhose's oil and gas business. "Our transition to Wilmington, both in terms of our business and personally, has been smooth largely because of WBD," Millwala says. "As an international company it is so important to have that kind of support," he adds. "I can help other companies in their journey to expand into Greater Wilmington," says Millwala.

Tim Milam, WBD's new Chairman, joined the organization eight years ago and quickly moved into the leadership ranks. He is



CEO of Coldwell Banker Sea Coast Advantage, a residential realty firm serving markets in the Carolinas. "I'm proud to lead the organization," Milam says. He hopes to boost recognition for the organization's success in bringing jobs and businesses to the region. "A lot of people don't understand how valuable the WBD team is to this area," he says. "The more I've gotten involved in WBD the more I've seen the organization's value."

Milam believes the board's two new members each bring unique perspectives to the organization. In Millwala, WBD will benefit from first-hand insight of a global company staking out a U.S. headquarters. Legg's success as an entrepreneur gives voice to home-grown firms establishing a foothold in national markets. "Their backgrounds are impressive," says Milam, "and we're excited to have them."



CEO NOTES/OPINION HITTING THE MARK

When our supporters gathered for the 2025 WBD Invitational in mid-October, they were met with a blend of old and new.

The tournament, as always, was a memorable event featuring world-class golf, great food and meaningful fellowship. Proceeds from the event are a reliable source of funding for

regional marketing and recruitment programs, and this year was no different. The scene – the serene, moss-draped landscapes at River Landing – was also very familiar to attendees.

But new this year was something very exciting: a new look for WBD and the region. We've unveiled a secondary logo. The new mark complements our existing WBD logo in terms of colors and style but now features overlapping Blue Herons forming an elegant "W." The look conveys our region's coastal spirit, relaxed vibe and cool confidence. It typifies Greater Wilmington's outdoor appeal and steadfast resilience.

You'll see our new herons on the WBD website and in our printed marketing collateral. Also look for it on WBD's branded apparel and accessories, which are worn locally by our members but also make the rounds statewide, nationally and abroad as we promote

Greater Wilmington as an irresistible destination for businesses and businesspeople from around the world. We hope you'll find opportunities to showcase the region everywhere you go.

Institutions endure because they make subtle changes as the years go on while never losing site of their founding mission. That's certainly the case at WBD. With our roots extending to 1956, we have always sought ways to sharpen our tools, tactics and operations. But we remain unwavering in our focus on industrial diversification, corporate outreach, modern economic infrastructure and ready-to-go business sites. While logos may come and go, our fundamentals won't change.

We thank those of you that joined us at our golf tournament and look forward to further networking at our November 12 annual meeting. Both events are always unique celebrations of the success we've all worked hard to build.



Best wishes,
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WBD WELCOMES NEW MEMBERS

THE BREIT GROUP
Mike Breitfeller
www.thebreitgroup.com

WBD ANNUAL MEETING & SOCIAL WEDNESDAY, NOVEMBER 12TH 2025, 5 - 7 PM CAPE FEAR COUNTRY CLUB

2026 BOARD OF DIRECTORS

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