



ROY COOPER
Governor

ANTHONY M. COPELAND
Secretary

MEMORANDUM

To: N.C. General Assembly – Joint Legislative Commission on Governmental Operations
N.C. General Assembly – Joint Legislative Economic Development and Global Engagement Oversight Committee
N.C. General Assembly – Fiscal Research Division

From: Susan Fleetwood, Exec. Director of Economic Development, N.C. Department of Commerce
Mary Elizabeth Wilson, General Counsel, N.C. Department of Commerce

Date: February 28, 2020

Re: Annual Report on Activities of EDPNC – N.C. Gen. Stat. § 143B-431.01(f)

Pursuant to N.C. Gen. Stat. § 143B-431.01(f), attached you will find a report outlining the performance of certain departmental functions that were contracted to the Economic Development Partnership of North Carolina, Inc. ("EDPNC"), a North Carolina nonprofit corporation. Attached, please find the following information:

Attachment 1 – An executive summary of the most recent annual report submitted by the EDPNC to Commerce pursuant to N.C. Gen. Stat. § 143B-431A(e)(2).

Attachment 2 – A copy of the most recent annual report submitted by the EDPNC to Commerce pursuant to N.C. Gen. Stat. § 143B-431A(e)(2).

Attachment 3 – A listing of each entity referred to Commerce by the EDPNC.

Attachment 4 – A listing of any instances of noncompliance with the enabling legislation or the contract by the EDPNC, and the response to such instances of noncompliance by Commerce, including actions taken by Commerce to prevent repeat or similar instances of noncompliance.

Attachment 5 – A listing of the date and name of each person or entity from whom funds were solicited by the Secretary of Commerce on behalf of the EDPNC.

Attachment 6 – A listing of any entity that received an award from Commerce and also made a gift, contribution, or item or service of value to the EDPNC for which fair market value was not paid.



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ATTACHMENT 1

Executive Summary Economic Development Partnership of North Carolina Calendar Year 2019 Report to the North Carolina Department of Commerce

The contract relationship between the North Carolina Department of Commerce ("the Department") and the Economic Development Partnership of North Carolina, Inc. ("EDPNC"), a North Carolina nonprofit corporation, is entering its fifth year. Pursuant to the contract, the EDPNC agreed to operate as the sales and marketing arm of the State, responsible for: business recruitment, existing industry and small business support, import and export assistance, marketing, tourism, film and sports development.

Pursuant to the contract and N.C. Gen. Stat. § 143B-431A(e)(2), the EDPNC submits annual reports to Commerce, in which it outlines its program activities, objectives and accomplishments, as well as certain items specifically required by the enabling legislation. The report for calendar year 2019 is included at Attachment 2.

The chart below summarizes the key performance metrics from the 2019 calendar year compared to the previous two calendar years. The activities this calendar year, and over the last two years, have shown improved results each year.

For business recruitment:	CY 2017	CY 2018	CY 2019
Number of jobs announced by the Department in total	19,999	19,541	21,675
Number of jobs announced resulting from recruitment of new businesses	13,332	11,928	16,329
Number of jobs announced resulting from existing business expansions	6,667	7,613	5,346
Total U.S. dollar amount of investment resulting from new projects	\$4,146,247,539	\$3,526,442,217	\$4,401,314,524
Total U.S. dollar amount of investment resulting from recruitment of new businesses	\$2,057,408,700	\$1,859,679,598	\$1,972,232,128
Total U.S. dollar amount of investment resulting from existing business expansions	\$2,088,838,839	\$1,666,762,619	\$2,429,092,396
Total U.S. dollar amount of foreign direct investment	\$2,053,390,248	\$850,502,708	\$610,193,852

Number of business inquiries for business relocation, investment, and expansion (via website)	599,914	624,043	404,821
For business services:	CY 2017	CY 2018	
Number of existing businesses receiving support	1,141	1,161	1,276
Number of Business Services Team leads that lead to an expansion of existing businesses	75	77	69
Number of businesses receiving export assistance	588	592	614
Total U.S. dollar amount of exports by assisted companies	\$884,947,701	\$957,835,597	\$1,078,097,288
For tourism and marketing:	CY 2017	CY2018	
Number of consumer inquiries about travel to North Carolina	7,530,199	6,829,940	7,543,335
Total U.S. dollar amount of spending by visitors while in North Carolina	\$22,932,130,000	\$23,987,970,000	\$25,320,210,000
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina	\$1,875,750,000	\$1,966,180,000	\$2,058,990,000

The Department and EDPNC entered into a new contract effective October 1, 2019, extending its relationship for another three years. In addition to the contract, the Department required the EDPNC to provide details regarding its marketing strategy and plans for 2020. These plans will be reviewed and updated during a monthly meeting between the leadership of both entities.

The clarification and strengthening of the expectations and responsibilities of the EDPNC to the Department will serve to improve and align operations and communications.

Meanwhile, the Department will continue its long-term strategic focus on preparing communities for economic development opportunities. Such a focus requires a clear vision and dedicated, ongoing cooperation with multiple state agencies and other organizations to ensure objectives related to job creation, workforce development, housing, infrastructure, downtown revitalization, innovation and local capacity are met.



2019 Calendar Year Report
The Economic Development Partnership of North Carolina

February 1, 2020
 The Honorable Anthony M. Copeland
 Secretary
 North Carolina Department of Commerce
 301 North Wilmington St.
 Raleigh, N.C. 27699

Dear Secretary Copeland,

The Economic Development Partnership of North Carolina (EDPNC) submits herewith its annual report for 2019.

Under its contract with the N.C. Department of Commerce, the EDPNC performs key economic development responsibilities on the state's behalf. They include recruiting new industry; supporting the growth of existing businesses; helping the state's manufacturers sell more exports; counseling startups; and promoting North Carolina as a premier destination for tourists, retirees and film productions.

In 2019, the EDPNC and our state and local partners closed deals on 154 new corporate facility and expansion projects expected to create 21,675 new jobs, the highest annual tally of jobs connected to state-supported project wins over the past decade. The previous decade-topping record was 19,999 jobs announced in 2017.

Companies involved in the state's 2019 project wins announced \$4.4 billion in capital investment, the largest investment total of any year since the EDPNC opened its doors in late 2014.

In 2019, projects within the state's generally rural Tier 1 and 2 counties accounted for 67% of all wins and nearly half of announced new jobs. Those projects are expected to create 10,072 jobs and \$2.13 billion in capital investment. The employment and investment results in Tier 1 and 2 counties well exceed the year before, when companies announced 7,411 jobs and \$1.7 billion in investment in those communities.

Because we do more than simply wait for companies to reach out to us, the EDPNC business development team is a critical part of our efforts. The team generates leads for international and domestic business recruitment projects by identifying businesses poised for a U.S. expansion and building relationships with their executive leadership. Once the team converts a lead into a qualified project, it's turned over to an EDPNC business recruiter to present site options.

In 2019, the team identified 369 leads overall; 76 of those developed into qualified recruitment or expansion projects actively pursued by the state.

Members of our existing industry team focus on supporting the needs and growth of businesses already operating in North Carolina. Each manager works within one of eight multicounty Prosperity Zones and routinely visits the businesses within them to find ways to help these companies overcome barriers to growth.

They connect businesses to workforce development, lean manufacturing, and other resources. The existing industry team also supports these typically small- to mid-size businesses when they expand. Existing industry managers supported 1,276 businesses in 2019, including 74 expansion and recruitment projects creating 3,862 new jobs.

The export of goods and services is also an important pillar of North

Carolina's economy. So in May 2019, we were thrilled to receive the nation's highest recognition for organizations contributing significantly to increasing U.S. exports – a U.S. President's "E" Award for Export Service.

By year's end, our international trade team– which helps North Carolina businesses develop new exporting opportunities and increase sales – was celebrating more good news. Despite a challenging global trade landscape in 2019, our team supported 614 businesses that ultimately reported a record \$1.078 billion in export sales during the year. This was the first time our clients broke the \$1 billion threshold.

Also, our tourism promotion efforts, which include paid advertising campaigns as well as cooperative marketing with local tourism offices, continued to help increase visitation to the state. The latest annual figures were released in 2019, and they show visitor spending increased in all 100 North Carolina counties in 2018. Statewide, domestic visitors spent a record \$25.3 billion in 2018, a 5.6% increase over the prior year. Additionally, tourism industry-supported employment reached 230,560 jobs, to set another state record.

Other 2019 highlights include our Business Link North Carolina team. Primarily through its toll-free line, the team handled over 22,000 cases of counseling individuals on the permitting and licensing requirements of starting or operating a business in North Carolina. To be sure, 2019

was a banner year in economic development for our state.

The EDPNC is honored to be a member of our state's economic development team, led by Governor Cooper and including the North Carolina Department of Commerce, the General Assembly and regional and local economic development organizations. We are setting our goals even higher in 2020.

Sincerely,



Frank E. Emory, Jr.
Board Chairman, Economic
Development Partnership of N.C.



Christopher Chung
CEO, Economic Development
Partnership of N.C.

BUSINESS RECRUITMENT

BY THE NUMBERS

154 RECRUITMENT AND EXPANSION PROJECTS

- 77 were new facility projects (companies locating in the state for the first time or existing businesses adding another corporate facility/plant here) and 77 were expansions.
- 32 resulted from foreign direct investment (FDI).

21,675 ANNOUNCED JOBS

- 16,329 resulted from new facilities and 5,346 from expansions.
- 2,688 resulted from FDI.

\$4.4 BILLION ANNOUNCED INVESTMENT

- \$1,972,232,128 resulted from new facilities and \$2,429,082,396 from expansions.
- \$610,193,852 resulted from FDI.

In 2019, the EDPNC, working jointly with its local and state economic development partners, helped close deals on 154 corporate relocation and expansion projects resulting in the announcement of 21,675 new jobs. That's the highest tally of state-supported job announcements over the past decade.

The 2019 project wins are also expected to create \$4.4 billion in new capital investment in the state.

The EDPNC divisions that help win new and expanded corporate facilities for North Carolina include:

- Statewide business recruiters who recruit new companies to North Carolina while also courting larger-scale expansions by companies already operating here.
- The business development team, which generates leads by connecting to companies poised to expand in the U.S.
- The existing industry team comprising eight regional industry managers

who support the growth of existing companies across the state, including many small businesses.

Top job-generating announcements in 2019 included retailer Lowe's choice of Charlotte for its new \$153-million global technology center, expected to house up to 2,000 technology professionals. Other big IT-related announcements included Microsoft Corp.'s launching a 500-job expansion in Morrisville and a 430-job expansion in Charlotte.

Meanwhile, internationally based advanced manufacturers located major operations in more-rural Tier 1 and 2 counties. For example, India-based global enterprise Bharat Forge announced a \$170-million, 460-job plant in Sanford that will make lightweight aluminum automotive components. And Lincolnton, N.C.-based Cataler North America Corporation, a Japanese subsidiary that produces automotive catalysts for some of the world's largest automakers, is planning a new \$42-million, 151-job plant in Hickory. Overall, there were 103 EDPNC-supported

project wins in Tier 1 and 2 counties in 2019. They called for 10,072 new jobs and \$2.13 billion in new capital investment.

2019 also saw biotech manufacturing continue to boom in North Carolina, notably in our life-saving gene-therapy and gene-editing cluster. French firm Cellectis, which is developing cancer treatments based on gene-edited T-cells, selected Raleigh for its first U.S. commercial manufacturing facility – a \$70-million, 200-job plant. Illinois-based AveXis, a gene-therapy company developing treatments for neurological diseases, announced a 200-job expansion of the manufacturing center it located in Durham County less than a year before. That \$60 million expansion will double the plant's original headcount. And Pfizer is building a \$500-million gene-therapy manufacturing plant at its Sanford facility, adding about 300 new jobs to the 650 already there.

See Appendix A for Business Recruitment performance metrics for 2019

GLOBAL BUSINESS SERVICES

The Global Business Services division supports business success and job growth by connecting existing North Carolina businesses to resources that help them reduce operating costs, increase exports and expand their facilities.

The division also houses a team of small-business counselors who help entrepreneurs and startups navigate the permitting and regulatory requirements of starting a new business in the state.

The division's three teams include: existing industry expansions managers who live and work within eight Prosperity Zones covering the entire state; international trade managers who help the state's small- to mid-sized businesses sell more exports in markets around the world; and Business Link North Carolina counselors who answer thousands of calls a year from individuals seeking guidance on how to start a small business in North Carolina.

Existing Industry Managers

The EDPNC's existing industry expansions team of eight regional managers build strong relationships with companies already operating in the state by conducting onsite

visits and identifying barriers to growth. Then the managers follow up with resources to clear those hurdles.

The managers help coordinate a wide variety of assistance for existing North Carolina businesses. For example, they connect businesses with state programs that can help them find qualified workers, money to buy new manufacturing equipment or renovate buildings, and ways to implement more cost- and energy-efficient manufacturing practices.

The team also supports these businesses when they are ready to launch a formal expansion.

The team assisted 1,276 businesses overall (including supporting expansion projects) in 2019. Many were small- to mid-size businesses in the state's rural communities. In Tier 1 and Tier 2 counties, the EDPNC's regional industry managers supported 908 businesses last year.

Of the 1,276 businesses the existing industry team supported in 2019, 69 projects involved expansions expected to create 3,487 jobs and \$1.06 billion in investment. The team supported an additional five projects involving newly recruited businesses creating 375 jobs and \$104.8 million in investment.

One of the team's 2019 expansion projects included the Greenheck Group, an international manufacturer of commercial and industrial ventilation equipment, which is expanding its Shelby operations in Cleveland County and creating more than 400 new jobs. The company expects to invest nearly \$60 million in the project.

International Trade Managers

Despite a year with global trade agreements in flux and a strong dollar pushing up the price of U.S. goods overseas, North Carolina businesses supported by the EDPNC's international trade team reported \$1.078 billion in export sales during 2019.

2019 was the first year that EDPNC-supported businesses reported breaking \$1 billion in international sales.

It was also the first year the EDPNC received the nation's highest recognition for organizations contributing significantly to increasing U.S. exports – a President's "E" Award for Export Service.

U.S. Commerce Secretary Wilbur Ross presented the annual "E" Awards to businesses and organizations in a ceremony

at the nation's capital in May. In a letter congratulating the partnership, Ross said the EDPNC's "achievements have undoubtedly contributed to national export expansion efforts that support the U.S. economy and create American jobs."

The EDPNC international trade team helps North Carolina businesses identify and develop international sales opportunities. It includes international trade managers based in North Carolina – each of whom specializes in specific industry sectors.

The EDPNC also has trade offices based in Canada, Mexico, Europe, Japan, China (Hong Kong) and the United Arab Emirates. In late 2019, the team expanded its international trade presence by contracting with a Singapore-based representative to help businesses that want to sell in Southeast Asia markets including Singapore, Indonesia, Malaysia, Vietnam, the Philippines and Thailand.

All told, in 2019 EDPNC's international trade managers and foreign offices assisted 614 North Carolina companies in 89 counties.

The trade team's services include helping North Carolina businesses find and vet new

distributors or agents, referring companies to resources for export financing, and providing export education seminars addressing topics such as export documentation and licensing requirements.

In addition, the EDPNC team leads delegations of North Carolina companies to international trade shows and helps them arrange meetings there with potential buyers and distributors.

During 2019, the EDPNC trade team organized and supported the participation of 212 North Carolina companies in 34 major trade events around the world.

Business Link North Carolina

The Business Link North Carolina (BLNC) team provides one-on-one counseling to would-be entrepreneurs and startups through its toll-free number and online inquiry form.

The counselors answer questions about licensing and permit requirements and provide access to forms for business structures, tax ID numbers and more. They also make referrals to local, federal and state agencies, state occupational licensing boards and programs that can help new businesses

find grants, alternative lending institutions, mentoring and other resources.

BLNC's team of five counselors handled 23,638 cases in 2019. Nearly half of those inquiries originated from Tier 1 and 2 counties.

The team also sponsors or participates in educational outreach activities to support entrepreneurship, including activities that particularly target rural areas and minority-, women-, and veteran-owned startups.

See Appendix B for Global Business Services performance metrics for 2019

VISIT NORTH CAROLINA

Record-breaking spending by visitors to the state attests to the success of tourism marketing efforts spearheaded by the EDPNC's Visit North Carolina team.

In May 2019, the U.S. Travel Association released its latest available study of annual tourism spending in the state. In 2018, domestic visitors spent a record \$25.3 billion in the state, an increase of 5.6 percent from 2017, the study says. All 100 North Carolina counties experienced growth in visitor spending.

The 2018 spending directly supported 230,560 jobs in North Carolina – setting another state record – and generated \$3.95 billion in federal, state and local tax receipts (an increase of 4.8 percent from 2017).

Unfolding monthly hotel and motel lodging figures over the past year indicate the state will see another visitor-spending high when the 2019 study is released.

The Visit NC team executes marketing programs that promote North Carolina as a top tourism destination, as well as a great location for film productions and retirees. Most of Visit NC's marketing focuses on the state's tourism industry.

Visit NC's diverse tourism marketing activities include participating in trade shows and conferences; leading travel-writer tours of the state's attractions; and executing varied print, digital and TV advertising campaigns. In addition, Visit NC broadly engages primarily rural counties throughout North Carolina in cooperative marketing events and programs that help them affordably highlight their local attractions in statewide marketing initiatives.

In 2019, Visit NC continued its most successful tourism advertising campaign ever – "Firsts That Last."

Launched in spring 2018, the ongoing campaign has won numerous awards and

generated strong results. The documentary-style TV, print and digital campaign features video of people visiting North Carolina for the first time, each to experience something they have never done before.

The campaign has won 11 tourism industry awards, including a prestigious Mercury Award from the U.S. Travel Association's National Council of State Tourism Directors for best branding and integrated marketing campaign among states with marketing budgets over \$10 million; a Gold Adrian Award for integrated marketing from Hospitality Sales and Marketing Association International; and nine ADDY Awards from the American Advertising Federation.

See Appendix C for Tourism & Marketing performance metrics

EDPNC SALARIES AND COMPENSATION

The Economic Development Partnership of North Carolina considers several factors in determining employee salaries, including the level of knowledge, experience, years in industry and supervisory skills of the employee (or candidate), as well as market conditions for the position.

To remain competitive, the EDPNC generally monitors what other states and peer organizations pay for economic development and tourism positions. In addition, the EDPNC board of directors has sole discretionary authority to determine compensation for the organization’s chief executive officer, based on performance.

In addition to their salaries, EDPNC staffers can receive performance-based compensation based on divisional and individual performance during a full calendar year. The plan enables the EDPNC to pay an employee performance-based compensation ranging from zero up to 18.75 percent of his or her gross annual salary.

The EDPNC’s executive leadership and board of directors crafted the plan to increase employee accountability and reward strong performance, particularly for achievements that increase economic development in the state’s rural and low-income areas. The compensation plan is meant to create a culture of employees who are focused on organization-wide performance metrics and managers who can drive and reward individual performance.

All full-time employees and regular part-time employees are eligible to participate in the plan, which is funded by EDPNC’s private investments.

Under the performance compensation plan, each EDPNC business unit is allotted a portion of an organization-wide compensation pool, based on the unit’s overall performance relative to certain key performance indicators (KPIs). Business unit employees are eligible for performance-based compensation out of the department’s allotment.

Wherever applicable, the performance metrics determining an employee’s performance-based compensation assign a weight to work that creates announced jobs and capital investment in Tier 1 and Tier 2 counties.

The following table lists EDPNC positions and salaries as of Dec. 31, 2019.

EDPNC SALARIES AND COMPENSATION

Job Title	Salary	From Public Funds	From Private Funds
Accounting Manager	\$65,920.00	\$65,920.00	
Business Development Manager	\$85,000.00	\$85,000.00	
Business Development Manager	\$82,400.00	\$82,400.00	
Business Recruitment Coordinator	\$50,000.00	\$50,000.00	
Business Recruitment Manager	\$80,500.00	\$80,500.00	
Business Recruitment Manager	\$79,400.00	\$79,400.00	
Business Recruitment Manager	\$72,500.00	\$72,500.00	
Business Recruitment Manager	\$69,000.00	\$69,000.00	
Business Systems Manager	\$80,000.00	\$80,000.00	
Chief Executive Officer	\$253,239.92	\$120,000.00	\$133,239.92
Communications & PR Manager	\$59,823.00	\$59,823.00	
Department Operations Manager	\$51,285.99	\$51,285.99	
Digital Marketing Specialist	\$50,000.00	\$50,000.00	
Director, Business Development	\$118,000.00	\$118,000.00	
Director, International Trade	\$94,556.25	\$94,556.25	
Director, Regional Operations	\$82,000.00	\$82,000.00	
Director, Tourism Research	\$78,565.69	\$78,565.69	

Job Title	Salary	From Public Funds	From Private Funds
Film Commissioner	\$85,012.54	\$85,012.54	
Grant Manager	\$56,123.67	\$56,123.67	
Grant Manager	\$52,275.00	\$52,275.00	
Graphic Designer	\$57,556.40	\$57,556.40	
Human Resources Specialist	\$55,000.00	\$55,000.00	
International Trade Manager	\$73,723.13	\$73,723.13	
International Trade Manager	\$73,001.54	\$73,001.54	
International Trade Manager	\$71,750.08	\$71,750.08	
Investor Relations Manager	\$72,000.00	\$72,000.00	
Marketing Events Manager	\$70,000.00	\$70,000.00	
Office Manager	\$51,500.00	\$51,500.00	
Regional Industry Manager	\$75,229.40	\$75,229.40	
Regional Industry Manager	\$71,385.34	\$71,385.34	
Regional Industry Manager	\$71,211.22	\$71,211.22	
Regional Industry Manager	\$69,297.50	\$69,297.50	
Regional Industry Manager	\$66,625.00	\$66,625.00	
Regional Industry Manager	\$67,607.72	\$67,607.72	

EDPNC SALARIES AND COMPENSATION

Job Title	Salary	From Public Funds	From Private Funds
Research Manager	\$71,000.00	\$71,000.00	
Research Analyst	\$63,000.00	\$63,000.00	
Research Analyst	\$60,900.00	\$60,900.00	
Senior Business Recruitment Manager	\$96,000.00	\$96,000.00	
Senior Business Recruitment Manager	\$94,000.00	\$94,000.00	
Senior Business Recruitment Manager	\$88,000.00	\$88,000.00	
Senior International Trade Manager	\$87,115.84	\$87,115.84	
Senior International Trade Manager	\$86,479.96	\$86,479.96	
Senior Manager, Business Development	\$100,000.00	\$100,000.00	
Senior Manager, Tourism Partner & Trade Relations	\$85,850.64	\$85,850.64	
Senior Small Business Counselor	\$56,569.06	\$56,569.06	
Small Business Counselor	\$47,834.19	\$47,834.19	
Small Business Counselor	\$41,408.34	\$41,408.34	
Small Business Counselor	\$42,350.40	\$42,350.40	
Small Business Counselor	\$43,344.29	\$43,344.29	
Staff Accountant	\$50,161.00	\$50,161.00	
Tourism Communications Specialist	\$56,705.68	\$56,705.68	

Job Title	Salary	From Public Funds	From Private Funds
Tourism Coordinator	\$36,503.25	\$36,503.25	
Tourism Database and Social Media Specialist	\$50,500.00	\$50,500.00	
Tourism Industry Relations Specialist	\$59,687.46	\$59,687.46	
Tourism Marketing Specialist	\$52,858.95	\$52,858.95	
Tourism Marketing Specialist	\$54,000.00	\$54,000.00	
Tourism Partner Relations Specialist	\$51,000.00	\$51,000.00	
Tourism Public Relations Manager	\$72,334.23	\$72,334.23	
VP, Business Recruitment	\$124,500.00	\$120,000.00	\$4,500.00
VP, Global Business Services	\$121,500.00	\$120,000.00	\$1,500.00
VP, Marketing & Research	\$124,000.00	\$120,000.00	\$4,000.00
VP, Tourism	\$121,500.00	\$120,000.00	\$1,500.00

14 EDPNC ITEMIZED REVENUES AND EXPENSES

The EDPNC strives to attract jobs and capital investment to North Carolina while using limited resources efficiently.

The EDPNC's funding sources for fiscal year 2019 included the state of North Carolina contract (\$20,730,315 in state funding); grant revenue (\$919,667); private-entity fundraising (\$1,186,807); and other revenues (\$202,064). Itemized expenses for the year included personnel (\$6,510,640); advertising and promotion (\$12,964,220); professional fees, including contracts with foreign trade offices (\$1,748,995); travel and hospitality (\$1,059,391); facilities and utilities (\$367,806); information technology (\$383,813); and other general office expenses (\$218,230).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2019, has been provided to the Joint Legislative Economic Development and Global Engagement Oversight Committee, the state Department of Commerce, and the Fiscal Research Division of the North Carolina General Assembly.

EDPNC FUNDRAISING

Nearly 70 companies, organizations and individuals invested in the Economic Development Partnership of North Carolina during the fifth year of its operating contract with Commerce, supporting key efforts to market the state for business relocations and expansions, tourism and film productions.

During the EDPNC's fifth contract year beginning Oct. 6, 2018, and ending Oct. 5, 2019, the EDPNC raised \$1,269,609 in non-state funds.

CONTRACT YEAR 5 INVESTORS

Organization/ Individual Name	Investment	Organization/ Individual Name	Investment
Aberdeen & Rockfish	\$3,000.00	East Coast Hospitality	\$1,500.00
Allen Tate	\$4,000.00	Edifice	\$10,000.00
AT&T	\$5,000.00	ElectriCities of NC	\$50,000.00
Atrium Health	\$30,000.00	Elliott Davis	\$2,000.00
Balfour Beatty	\$10,000.00	Fidelity Bank	\$2,500.00
Bank of America	\$50,000.00	First Bank	\$25,000.00
Barnhill Contracting	\$5,000.00	First National Bank	\$10,000.00
BB&T	\$5,000.00	Flow Lexus	\$25,000.00
Bell Foundation	\$15,000.00	Grubb Properties	\$1,000.00
Biltmore Farms	\$25,000.00	Jeffery & Linda Turner Charitable Fund	\$5,000.00
CaptiveAire	\$5,000.00	Joan Higginbotham	\$1,917.20
Clancy & Theys	\$5,000.00	Joseph M. Bryan Foundation	\$25,000.00
Curi	\$15,000.00	Kilpatrick Townsend & Stockton	\$15,000.00
Deloitte	\$1,000.00	Koury Corporation	\$1,500.00
Dominion Energy	\$75,000.00	Larry McAdams	\$1,250.00
Duke Energy Foundation	\$250,000.00	Lincoln Harris	\$10,000.00
Duke Health	\$10,000.00	Lowe's Companies	\$10,000.00

Organization/ Individual Name	Investment	Organization/ Individual Name	Investment
Martin Marietta	\$50,000.00	Samet	\$1,000.00
McAdams Co.	\$5,000.00	Sanford Area Growth Alliance	\$20,000.00
Moore & Van Allen	\$15,000.00	Sanford Tourism Development Authority	\$9,200.00
NC Banker's Association	\$5,000.00	Sheila Knight	\$1,000.00
NC Railroad Company	\$50,000.00	Shelco	\$10,000.00
NC Realtors Association	\$50,000.00	Smith Anderson	\$10,000.00
NC's Electric Cooperatives	\$36,100.00	Southern Industrial Constructors	\$2,500.00
Novant Health	\$40,000.00	SteelFab	\$20,000.00
Outer Banks Visitor Center	\$1,500.00	The Anthony and Co. Charitable Giving Fund	\$1,000.00
Parker Poe	\$10,000.00	Timmons Group	\$2,000.00
Pinnacle Financial	\$25,000.00	VACO	\$4,063.10
PNC	\$5,000.00	Walbridge	\$10,000.00
Preston Development	\$10,000.00	Wells Fargo	\$15,000.00
Quis Machinery	\$945.00	ZV Pate	\$10,000.00
Randolph County Economic Development	\$1,500.00		
Red Hat	\$100,000.00		
Robinson Bradshaw	\$39,133.65	Total	\$1,269,608.95

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Alamance	3	80	\$22,200,000	0
Alexander	1	11	\$15,300,000	0
Alleghany	0	0	\$-	0
Anson	1	24	\$7,300,000	1
Ashe	0	0	\$-	0
Avery	0	0	\$-	0
Beaufort	1	207	\$12,000,000	1
Bertie	0	0	\$-	0
Bladen	0	0	\$-	0
Brunswick	1	299	\$37,600,000	1
Buncombe	0	0	\$-	0
Burke	2	262	\$13,065,315	1
Cabarrus	3	611	\$43,970,000	3
Caldwell	2	207	\$10,676,265	1
Camden	0	0	\$-	0
Carteret	1	21	\$592,000	0
Caswell	0	0	\$-	0

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
0	\$-	3	80	\$22,200,000
0	\$-	1	11	\$15,300,000
0	\$-	0	0	\$-
24	\$7,300,000	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
207	\$12,000,000	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
299	\$37,600,000	0	0	\$-
0	\$-	0	0	\$-
237	\$11,200,000	1	25	\$1,865,315
611	\$43,970,000	0	0	\$-
167	\$9,486,700	1	40	\$1,189,565
0	\$-	0	0	\$-
0	\$-	1	21	\$592,000
0	\$-	0	0	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Catawba	3	393	\$58,833,000	2
Chatham	1	60	\$4,150,000	1
Cherokee	1	9	\$2,000,000	0
Chowan	2	90	\$9,557,775	0
Clay	1	3	\$566,500	0
Cleveland	2	438	\$61,773,507	0
Columbus	2	56	\$6,226,785	1
Craven	0	0	\$-	0
Cumberland	3	87	\$183,225,000	1
Currituck	0	0	\$-	0
Dare	0	0	\$-	0
Davidson	3	104	\$105,332,402	2
Davie	2	392	\$66,600,000	2
Duplin	0	0	\$-	0
Durham	8	2,613	\$1,337,179,600	4
Edgecombe	0	0	\$-	0
Forsyth	2	41	\$4,344,900	2

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
353	\$51,133,000	1	40	\$7,700,000
60	\$4,150,000	0	0	\$-
0	\$-	1	9	\$2,000,000
0	\$-	2	90	\$9,557,775
0	\$-	1	3	\$566,500
0	\$-	2	438	\$61,773,507
30	\$3,460,000	1	26	\$2,766,785
0	\$-	0	0	\$-
80	\$2,725,000	2	7	\$180,500,000
0	\$-	0	0	\$-
0	\$-	0	0	\$-
74	\$24,421,431	1	30	\$80,910,971
392	\$66,600,000	0	0	\$-
0	\$-	0	0	\$-
1,546	\$590,000,000	4	1,067	\$747,179,600
0	\$-	0	0	\$-
41	\$4,344,900	0	0	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Franklin	0	0	\$-	0
Gaston	2	63	\$2,401,588	1
Gates	0	0	\$-	0
Graham	0	0	\$-	0
Granville	6	272	\$15,708,500	1
Greene	0	0	\$-	0
Guilford	8	1,328	\$66,454,000	8
Halifax	1	120	\$4,465,950	0
Harnett	2	167	\$10,100,000	2
Haywood	0	0	\$-	0
Henderson	1	54	\$21,000,000	1
Hertford	0	0	\$-	0
Hoke	0	0	\$-	0
Hyde	0	0	\$-	0
Iredell	8	754	\$110,515,951	3
Jackson	0	0	\$-	0
Johnston	3	290	\$32,775,000	2

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
0	\$-	0	0	\$-
42	\$1,349,000	1	21	\$1,052,588
0	\$-	0	0	\$-
0	\$-	0	0	\$-
126	\$2,700,000	5	146	\$13,008,500
0	\$-	0	0	\$-
1,328	\$66,454,000	0	0	\$-
0	\$-	1	120	\$4,465,950
167	\$10,100,000	0	0	\$-
0	\$-	0	0	\$-
54	\$21,000,000	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
150	\$17,750,000	5	604	\$92,765,951
0	\$-	0	0	\$-
266	\$29,700,000	1	24	\$3,075,000

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Jones	0	0	\$-	0
Lee	3	777	\$671,529,000	1
Lenoir	1	475	\$99,770,000	1
Lincoln	0	0	\$-	0
Macon	0	0	\$-	0
Madison	0	0	\$-	0
Martin	1	0	\$90,745,283	0
McDowell	3	95	\$4,180,926	2
Mecklenburg	14	4,041	\$216,449,930	11
Mitchell	1	7	\$301,919	0
Montgomery	1	76	\$23,815,327	0
Moore	0	0	\$-	0
Nash	3	393	\$6,625,935	1
New Hanover	0	0	\$-	0
Northampton	0	0	\$-	0
Onslow	1	600	\$750,000	1
Orange	3	1,053	\$108,200,000	2

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
0	\$-	0	0	\$-
460	\$170,900,000	2	317	\$500,629,000
475	\$99,770,000	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
0	\$-	1	0	\$90,745,283
83	\$2,790,000	1	12	\$1,390,926
3,970	\$198,975,330	3	71	\$17,474,600
0	\$-	1	7	\$301,919
0	\$-	1	76	\$23,815,327
0	\$-	0	0	\$-
96	\$4,700,000	2	297	\$1,925,935
0	\$-	0	0	\$-
0	\$-	0	0	\$-
600	\$750,000	0	0	\$-
650	\$68,300,000	1	403	\$39,900,000

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Pamlico	0	0	\$-	0
Pasquotank	2	165	\$8,400,942	0
Pender	1	51	\$7,900,000	1
Perquimans	0	0	\$-	0
Person	0	0	\$-	0
Pitt	2	108	\$12,375,000	0
Polk	0	0	\$-	0
Randolph	4	51	\$2,752,537	0
Richmond	3	250	\$30,898,704	1
Robeson	3	351	\$54,698,700	1
Rockingham	3	214	\$26,000,000	3
Rowan	5	1,343	\$115,600,000	2
Rutherford	4	113	\$22,251,781	1
Sampson	0	0	\$-	0
Scotland	1	15	\$461,735	0
Stanly	2	34	\$26,800,000	0
Stokes	0	0	\$-	0

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
0	\$-	0	0	\$-
0	\$-	2	165	\$8,400,942
51	\$7,900,000	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
0	\$-	2	108	\$12,375,000
0	\$-	0	0	\$-
0	\$-	4	51	\$2,752,537
200	\$12,750,000	2	50	\$18,148,704
60	\$50,000,000	2	291	\$4,698,700
214	\$26,000,000	0	0	\$-
1,219	\$55,400,000	3	124	\$60,200,000
35	\$2,225,000	3	78	\$20,026,781
0	\$-	0	0	\$-
0	\$-	1	15	\$461,735
0	\$-	2	34	\$26,800,000
0	\$-	0	0	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Surry	1	100	\$13,000,000	0
Swain	0	0	\$-	0
Transylvania	0	0	\$-	0
Tyrell	0	0	\$-	0
Union	1	20	\$140,000,000	0
Vance	0	0	\$-	0
Wake	5	1,365	\$145,077,767	4
Warren	1	12	\$515,000	0
Washington	0	0	\$-	0
Watauga	0	0	\$-	0
Wayne	1	118	\$5,680,000	1
Wilkes	1	29	\$8,000,000	0
Wilson	5	613	\$202,120,000	2
Yadkin	0	0	\$-	0
Yancey	2	150	\$90,500,000	1
Total	154	21,675	\$4,401,314,524	77

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
0	\$-	1	100	\$13,000,000
0	\$-	0	0	\$-
0	\$-	0	0	\$-
0	\$-	0	0	\$-
0	\$-	1	20	\$140,000,000
0	\$-	0	0	\$-
1,303	\$134,527,767	1	62	\$10,550,000
0	\$-	1	12	\$515,000
0	\$-	0	0	\$-
0	\$-	0	0	\$-
118	\$5,680,000	0	0	\$-
0	\$-	1	29	\$8,000,000
441	\$26,120,000	3	172	\$176,000,000
0	\$-	0	0	\$-
100	\$88,000,000	1	50	\$2,500,000
16,329	\$1,972,232,128	77	5,346	\$2,429,082,396

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by Tier

Tier	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Tier 1	41	3,848	\$846,019,016	15
Tier 2	61	6,224	\$1,283,877,260	27
Tier 3	51	11,603	\$2,271,418,248	35
Total	153	21,675	\$4,401,314,524	77

Announced Jobs and Capital Investment by Prosperity Zone

Zone	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Western	7	179	\$45,818,281	2
Northwest	15	1,154	\$200,857,425	7
Southwest	38	7,328	\$724,810,976	21
Piedmont-Triad (Central)	26	2,310	\$306,683,839	17
North Central	40	7,615	\$2,533,980,802	20
Sandhills (South Central)	13	835	\$299,326,251	4
Southeast	6	1,564	\$152,292,000	5
Northeast	9	690	\$137,544,950	1
Total	154	21,675	\$4,401,314,524	77

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
1,980	\$252,730,000	27	1,868	\$593,289,016
4,997	\$499,029,031	34	1,227	\$784,848,229
9,352	\$1,220,473,097	16	2,251	\$1,050,945,151
16,329	\$1,972,232,128	77	5,346	\$2,429,082,396

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
89	\$23,225,000	5	90	\$22,593,281
940	\$162,609,700	8	214	\$38,247,725
6,016	\$324,744,330	17	1,312	\$400,066,646
2,049	\$187,820,331	9	261	\$118,863,508
5,115	\$1,041,197,767	20	2,500	\$1,492,782,035
370	\$68,935,000	9	465	\$230,391,251
1,543	\$151,700,000	1	21	\$592,000
207	\$12,000,000	8	483	\$125,544,950
16,329	\$1,972,232,128	77	5,346	\$2,429,081,396

FOREIGN DIRECT INVESTMENT

Foreign Direct Investment by County

County	Announced Investment	County	Announced Investment
Cabarrus	\$9,750,000	Iredell	\$17,750,000
Caldwell	\$9,486,700	Johnston	\$3,075,000
Catawba	\$48,000,000	Lee	\$170,900,000
Davidson	\$23,000,000	Martin	\$90,745,283
Davie	\$2,100,000	Mecklenburg	\$11,414,602
Durham	\$1,679,600	Pender	\$7,900,000
Forsyth	\$4,234,900	Randolph	\$1,760,000
Granville	\$2,700,000	Robeson	\$50,000,000
Guilford	\$6,570,000	Rockingham	\$6,000,000
Harnett	\$7,000,000	Rowan	\$56,950,000
		Wake	\$79,177,767
		Total	\$610,193,852

BUSINESS INQUIRIES

During 2019, the EDPNC received 404,821 inquiries for business relocation, investment, and expansion as measured by web traffic.

Foreign Direct Investment by Prosperity Zone

Zone	Announced Investment
Western	\$-
Northwest	\$57,486,700
Southwest	\$95,864,602
Piedmont-Triad (Central)	\$43,664,900
North Central	\$264,532,367
Sandhills (South Central)	\$50,000,000
Southeast	\$7,900,000
Northeast	\$90,745,283
Total	\$610,193,852

Foreign Direct Investment by Tier

Tier	Announced Investment
1	\$146,745,283
2	\$330,601,600
3	\$132,846,969
Total	\$610,193,852

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Existing Companies Supported by County

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Alamance	16	Catawba	39	Franklin	8
Alexander	7	Chatham	9	Gaston	18
Alleghany	3	Cherokee	15	Gates	1
Anson	3	Chowan	10	Graham	7
Ashe	8	Clay	8	Granville	18
Avery	3	Cleveland	26	Greene	6
Beaufort	14	Columbus	4	Guilford	39
Bertie	4	Craven	8	Halifax	13
Bladen	8	Cumberland	69	Harnett	4
Brunswick	8	Currituck	1	Haywood	5
Buncombe	66	Dare	9	Henderson	12
Burke	24	Davidson	19	Hertford	2
Cabarrus	14	Davie	5	Hoke	7
Caldwell	8	Duplin	16	Hyde	6
Camden	2	Durham	19	Iredell	41
Carteret	15	Edgecombe	4	Jackson	6
Caswell	0	Forsyth	30	Johnston	6

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Jones	7	Pamlico	0	Surry	14
Lee	23	Pasquotank	5	Swain	6
Lenoir	11	Pender	5	Transylvania	7
Lincoln	7	Perquimans	2	Tyrell	3
Macon	7	Person	5	Union	8
Madison	6	Pitt	16	Vance	13
Martin	10	Polk	2	Wake	55
McDowell	19	Randolph	37	Warren	1
Mecklenburg	43	Richmond	20	Washington	4
Mitchell	7	Robeson	10	Watauga	9
Montgomery	24	Rockingham	9	Wayne	21
Moore	29	Rowan	28	Wilkes	14
Nash	6	Rutherford	9	Wilson	10
New Hanover	14	Sampson	7	Yadkin	7
Northampton	8	Scotland	9	Yancey	7
Onslow	5	Stanly	10		
Orange	3	Stokes	1	Total	1,276

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Existing Companies Supported by Tier

Tier Designation	Number of Existing Companies Supported
Tier 1	392
Tier 2	525
Tier 3	359
Total	1,276

Existing Companies Supported by Prosperity Zone

Prosperity Zones	Number of Existing Companies Supported
Western	156
Northwest	148
Southwest	198
Piedmont-Triad (Central)	177
North Central	184
Sandhills (South Central)	187
Southeast	116
Northeast	110
Total	1,276

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Companies Supported by International Trade by County

County	# of Companies Receiving Export Assistance	Export Value (USD)	County	# of Companies Receiving Export Assistance	Export Value (USD)
Alamance	22	\$35,208,715	Catawba	24	\$15,464,400
Alexander	2	\$10,000	Chatham	5	\$0
Alleghany	0	\$0	Cherokee	2	\$0
Anson	2	\$0	Chowan	5	\$3,983,769
Ashe	1	\$0	Clay	0	\$0
Avery	0	\$0	Cleveland	9	\$0
Beaufort	10	\$3,930,000	Columbus	5	\$0
Bertie	2	\$0	Craven	3	\$18,900,000
Bladen	1	\$0	Cumberland	11	\$55,000
Brunswick	6	\$11,438,500	Currituck	1	\$0
Buncombe	18	\$4,145,877	Dare	3	\$0
Burke	2	\$0	Davidson	5	\$16,244,116
Cabarrus	6	\$0	Davie	1	\$0
Caldwell	7	\$6,000,000	Duplin	2	\$0
Camden	1	\$0	Durham	23	\$3,724,194
Carteret	2	\$0	Edgecombe	3	\$18,550,000
Caswell	0	\$0	Forsyth	20	\$101,000

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Companies Supported by International Trade by County

County	# of Companies Receiving Export Assistance	Export Value (USD)	County	# of Companies Receiving Export Assistance	Export Value (USD)
Franklin	3	\$0	Jones	3	\$5,000
Gaston	11	\$6,620,000	Lee	5	\$372,369,359
Gates	1	\$0	Lenoir	1	\$10,000
Graham	0	\$0	Lincoln	2	\$0
Granville	6	\$4,906,173	Macon	1	\$0
Greene	1	\$0	Madison	3	\$10,000
Guilford	50	\$227,748,456	Martin	1	\$0
Halifax	2	\$0	McDowell	1	\$18,000,000
Harnett	4	\$0	Mecklenburg	68	\$89,702,358
Haywood	2	\$75,000	Mitchell	3	\$10,265,000
Henderson	8	\$8,025,000	Montgomery	1	\$0
Hertford	1	\$0	Moore	14	\$1,018,047
Hoke	2	\$0	Nash	3	\$1,703,500
Hyde	1	\$0	New Hanover	15	\$21,734,617
Iredell	19	\$12,380,000	Northampton	1	\$0
Jackson	0	\$0	Onslow	4	\$0
Johnston	1	\$0	Orange	5	\$1,200,000

County	# of Companies Receiving Export Assistance	Export Value (USD)	County	# of Companies Receiving Export Assistance	Export Value (USD)
Pamlico	0	\$0	Surry	3	\$0
Pasquotank	1	\$0	Swain	1	\$1,050,000
Pender	4	\$28,000	Transylvania	1	\$0
Perquimans	1	\$0	Tyrell	0	\$0
Person	4	\$0	Union	3	\$36,327
Pitt	9	\$13,405,000	Vance	4	\$0
Polk	2	\$0	Wake	82	\$78,788,818
Randolph	9	\$43,600	Warren	0	\$0
Richmond	2	\$4,185,462	Washington	2	\$0
Robeson	3	\$0	Watauga	2	\$150,000
Rockingham	4	\$1,750,000	Wayne	3	\$24,000,000
Rowan	7	\$9,850,000	Wilkes	2	\$0
Rutherford	3	\$3,075,000	Wilson	8	\$27,000
Sampson	2	\$0	Yadkin	1	\$180,000
Scotland	3	\$28,000,000	Yancey	0	\$0
Stanly	1	\$0			
Stokes	0	\$0	Total	614	\$1,078,097,288

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Companies Supported by International Trade by Tier

Tier Designation	# of Existing Companies Supported	State & Local Tax Receipts (in millions)
Tier 1	110	\$100,589,731.00
Tier 2	219	\$745,060,819.00
Tier 3	285	\$232,446,738.00
Total	614	\$1,078,097,288.00

BUSINESS LEADS

During 2019, 69 Global Business Services leads resulted in a company expansion.

Companies Supported by International Trade by Prosperity Zone

Prosperity Zone	# of Companies Receiving Export Assistance	Export Value (USD)
Western	41	\$16,380,877.00
Northwest	44	\$49,889,400.00
Southwest	128	\$118,588,685.00
Piedmont-Triad (Central)	115	\$281,275,887.00
North Central	156	\$481,269,044.00
Sandhills (South Central)	44	\$33,258,509.00
Southeast	44	\$76,116,117.00
Northeast	42	\$21,318,769.00
Total	614	\$1,078,097,288.00

APPENDIX C: TOURISM PERFORMANCE METRICS

Visitor Spending and State & Local Tax Revenue by County

County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)	County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Alamance	\$201.59	\$15.29	Catawba	\$293.05	\$24.79
Alexander	\$21.93	\$2.13	Chatham	\$36.89	\$2.86
Alleghany	\$25.43	\$2.91	Cherokee	\$52.67	\$5.43
Anson	\$17.97	\$1.49	Chowan	\$22.82	\$2.56
Ashe	\$60.73	\$6.40	Clay	\$14.02	\$2.14
Avery	\$132.51	\$12.45	Cleveland	\$116.98	\$8.94
Beaufort	\$93.26	\$10.23	Columbus	\$58.85	\$4.99
Bertie	\$14.60	\$1.63	Craven	\$149.15	\$11.38
Bladen	\$42.86	\$3.83	Cumberland	\$574.03	\$42.87
Brunswick	\$599.11	\$64.13	Currituck	\$243.81	\$25.28
Buncombe	\$1,212.65	\$100.79	Dare	\$1,187.38	\$109.93
Burke	\$107.15	\$8.90	Davidson	\$176.22	\$15.57
Cabarrus	\$469.31	\$34.84	Davie	\$39.47	\$2.90
Caldwell	\$55.59	\$4.74	Duplin	\$43.38	\$3.93
Camden	\$2.21	\$0.30	Durham	\$859.47	\$74.57
Carteret	\$377.05	\$39.14	Edgecombe	\$62.26	\$4.56
Caswell	\$9.48	\$1.12	Forsyth	\$950.57	\$73.32

County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)	County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Franklin	\$25.71	\$2.08	Jones	\$4.39	\$0.41
Gaston	\$276.58	\$20.28	Lee	\$82.64	\$6.41
Gates	\$6.81	\$0.67	Lenoir	\$93.48	\$7.03
Graham	\$29.40	\$3.35	Lincoln	\$59.66	\$5.08
Granville	\$52.44	\$4.57	Macon	\$178.37	\$22.23
Greene	\$6.11	\$0.56	Madison	\$42.24	\$4.10
Guilford	\$1,487.69	\$110.42	Martin	\$33.28	\$2.63
Halifax	\$101.45	\$8.71	McDowell	\$62.18	\$5.52
Harnett	\$94.48	\$7.36	Mecklenburg	\$5,681.82	\$406.03
Haywood	\$189.94	\$17.57	Mitchell	\$24.83	\$2.17
Henderson	\$313.37	\$27.60	Montgomery	\$31.25	\$4.68
Hertford	\$30.48	\$2.59	Moore	\$520.69	\$41.93
Hoke	\$12.44	\$0.89	Nash	\$309.08	\$24.57
Hyde	\$39.26	\$4.00	New Hanover	\$612.92	\$54.27
Iredell	\$271.66	\$23.20	Northampton	\$15.10	\$1.97
Jackson	\$205.81	\$20.84	Onslow	\$249.19	\$22.47
Johnston	\$256.02	\$20.70	Orange	\$208.00	\$15.66

APPENDIX C: TOURISM PERFORMANCE METRICS

Visitor Spending and State & Local Tax Revenue by County

County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)	County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Pamlico	\$19.65	\$2.98	Surry	\$130.90	\$10.06
Pasquotank	\$65.65	\$5.10	Swain	\$215.17	\$18.09
Pender	\$101.71	\$11.94	Transylvania	\$106.32	\$9.00
Perquimans	\$11.14	\$1.74	Tyrell	\$3.83	\$0.54
Person	\$38.36	\$3.10	Union	\$147.46	\$10.77
Pitt	\$260.59	\$19.28	Vance	\$52.23	\$4.67
Polk	\$32.44	\$3.53	Wake	\$2,400.87	\$178.91
Randolph	\$153.58	\$11.78	Warren	\$26.65	\$3.35
Richmond	\$53.03	\$3.81	Washington	\$15.97	\$1.57
Robeson	\$159.84	\$12.43	Watauga	\$263.90	\$23.50
Rockingham	\$75.28	\$5.80	Wayne	\$178.92	\$13.86
Rowan	\$184.67	\$15.73	Wilkes	\$81.01	\$5.93
Rutherford	\$189.49	\$17.03	Wilson	\$126.26	\$9.85
Sampson	\$53.31	\$4.69	Yadkin	\$40.40	\$3.15
Scotland	\$46.72	\$3.38	Yancey	\$40.64	\$4.68
Stanly	\$84.81	\$7.45			
Stokes	\$26.20	\$2.37	Total	\$25,320.21	\$2,058.99

APPENDIX C: TOURISM PERFORMANCE METRICS

Visitor Spending and State & Local Tax Revenue by Tier

Tier Designation	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Tier 1	\$2,015.70	\$190.36
Tier 2	\$8,669.56	\$710.59
Tier 3	\$14,634.95	\$1,158.04
Total	\$25,320.21	\$2,058.99

CONSUMER INQUIRIES

During 2019, EPNDC’s tourism division – Visit NC – received 7,543,335 consumer inquiries as measured by web traffic, call center activity and email signups at state Welcome Centers.

Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Western	\$2,781.89	\$251.71
Northwest	\$1,168.96	\$104.13
Southwest	\$7,310.92	\$533.82
Piedmont-Triad (Central)	\$3,291.39	\$251.77
North Central	\$4,133.75	\$324.24
Sandhills (South Central)	\$1,553.01	\$123.50
Southeast	\$2,435.06	\$232.09
Northeast	\$2,645.23	\$237.73
Total	\$25,320.21	\$2,058.99



ROY COOPER
Governor

ANTHONY M. COPELAND
Secretary

Attachment 3

Listing of Each Entity Referred to Commerce by the EDPNC in 2019

Companies Locating or Expanding in North Carolina (Referred in 2019, Announced in 2019)

Entity	Jobs Announced	Capital Investment Announced	Tier	County
ABB	403	\$39,900,000.00	3	Orange
Accu Link	32	\$3,800,000.00	2	Pitt
Active Energy Group	60	\$50,000,000.00	1	Robeson
Aeolus Filter Corporation	11	\$1,760,000.00	2	Randolph
Aircraft Solutions USA	475	\$99,770,000.00	1	Lenoir
Altec Industries Inc	72	\$8,745,000.00	2	Granville
Altec Industries Inc	50	\$2,500,000.00	2	Yancey
American Home Care Products	10	\$1,175,000.00	2	Granville
AmeriQual Group Holdings, LLC	76	\$23,815,327.00	2	Montgomery
Avient Biosciences, LLC	83	\$89,000,000.00	1	Wilson
Babington Technology LLC	20	\$1,315,935.00	1	Nash
Badger Sportswear Inc	82	\$3,993,802.00	3	Iredell
BestCo	141	\$47,584,000.00	3	Iredell
BioNutra, Inc.	167	\$9,486,700.00	2	Caldwell
Black's Tire	26	\$2,766,785.00	1	Columbus
Brakebush Brothers	346	\$64,500,000.00	2	Davie
BrightFarms	54	\$21,000,000.00	3	Henderson
Broad River Retail	161	\$16,000,000.00	3	Johnston
Buechel Stone, LLC	12	\$1,390,926.00	2	McDowell
Cardinal Tissue, LLC	40	\$8,900,000.00	1	Rutherford
Carolina Botanicals	30	\$3,460,000.00	1	Columbus
Carvana	469	\$33,200,000.00	3	Cabarrus
Cataler North America Corporation	151	\$48,000,000.00	2	Catawba
Centric Brands, Inc.	213	\$2,000,000.00	2	Guilford
Colony Tire Corp	40	\$3,800,000.00	1	Chowan

Core Scientific	9	\$2,000,000.00	2	Cherokee
Covenant Made Custom Cabinet Company	11	\$178,000.00	2	Randolph
Cree Inc	420	\$500,000,000.00	3	Durham
DILL Air Controls Products	23	\$1,624,500.00	2	Granville
EG-GILERO	60	\$4,150,000.00	3	Chatham
ENG	80	\$2,725,000.00	1	Cumberland
Fairfield Chair Co	40	\$1,189,565.00	2	Caldwell
Fiberson	16	\$25,800,000.00	2	Stanly
Flexaust Inc.	47	\$3,700,000.00	2	Alamance
Forever Outdoors	30	\$1,500,000.00	2	McDowell
Founder's Hemp	15	\$550,000.00	2	Randolph
Fountain Services, LLC	11	\$226,781.00	1	Rutherford
Frozen Food Express	96	\$4,700,000.00	1	Nash
Gildan Yarns LLC	85	\$5,500,000.00	1	Rockingham
Greenheck	403	\$58,823,507.00	1	Cleveland
Grover Gaming	76	\$8,575,000.00	2	Pitt
Hockmeyer Equipment Corp	90	\$6,132,942.00	1	Pasquotank
Hubbell Industrial Controls	14	\$264,537.00	2	Randolph
Impact Plastics, Inc.	30	\$13,550,000.00	1	Richmond
Innospec Active Chemicals LLC	30	\$11,750,000.00	2	Rowan
Jeld-Wen, Inc.	29	\$8,000,000.00	2	Wilkes
Kalyani Technoforge	460	\$170,900,000.00	2	Lee
Kindred Rolling Door Company	21	\$1,052,588.00	2	Gaston
Kitsbow Cycling Apparel	53	\$1,290,000.00	2	McDowell
KriGen Pharmaceuticals	117	\$7,000,000.00	2	Harnett
Little Leaf Farms	100	\$88,000,000.00	2	Yancey
LLFlex, LLC	46	\$5,500,000.00	2	Guilford
Lowe's Companies, Inc.	1612	\$153,885,328.00	3	Mecklenburg
Marves Industries LLC	25	\$1,865,315.00	2	Burke
Medline Industries, Inc	250	\$65,300,000.00	3	Orange
Merck & Co., Inc.	391	\$650,000,000.00	3	Durham
Merck & Company, Inc.	55	\$57,000,000.00	1	Wilson
Michael Aram Inc.	118	\$5,680,000.00	1	Wayne
Microsoft Corporation	500	\$47,500,000.00	3	Wake
Microsoft Corporation	430	\$23,900,000.00	3	Mecklenburg
Minnewawa, Inc.	21	\$1,421,431.00	2	Davidson

Mitsubishi UFJ Financial Group	300	\$1,250,000.00	3	Mecklenburg
MJM Yachts	207	\$12,000,000.00	1	Beaufort
National OnDemand, Inc.	33	\$1,100,000.00	2	Alamance
Novipax	20	\$4,598,704.00	1	Richmond
Olympia Group (Sunlight Batteries)	46	\$6,570,000.00	2	Guilford
Ontic Engineering and Manufacturing, Inc.	126	\$2,700,000.00	2	Granville
Pactiv Corporation	60	\$22,730,000.00	3	Iredell
Pallet Consultants	50	\$3,100,000.00	2	Harnett
Pamlico Air	305	\$10,120,000.00	1	Wilson
Paragon Films	11	\$15,300,000.00	2	Alexander
Parexel International	264	\$1,679,600.00	3	Durham
PCB Piezotronics, Inc.	120	\$4,465,950.00	1	Halifax
Pella Corporation	124	\$20,000,000.00	1	Rockingham
Policygenius	377	\$6,000,000.00	3	Durham
Polyhose India Private Ltd.	51	\$7,900,000.00	3	Pender
Pultron Composites NC	108	\$9,750,000.00	3	Cabarrus
Q ² Solutions	293	\$74,900,000.00	3	Durham
Rempac Foam Corporation	40	\$4,057,185.00	1	Robeson
SHD Composite Materials	94	\$1,250,000.00	3	Iredell
SSD Designs	35	\$2,225,000.00	1	Rutherford
Strong Arm Bakery	19	\$786,000.00	2	Granville
Team Auto Group	19	\$400,000.00	2	Rowan
Telephonics	75	\$2,268,000.00	1	Pasquotank
Tergus Pharma	212	\$35,500,000.00	3	Durham
The Fresh Market	53	\$5,400,000.00	2	Guilford
The Results Company	600	\$750,000.00	2	Onslow
Triad Corrugated Metal	17	\$629,000.00	2	Lee
Unilin NA/Mohawk Laminate	30	\$80,910,971.00	2	Davidson
United Rentals	317	\$7,150,000.00	3	Mecklenburg
Vaughan Buckley (Volumetric)	200	\$12,750,000.00	1	Richmond
Well Dot Inc.	400	\$3,000,000.00	3	Orange
Winston International Limited	22	\$678,000.00	2	Granville
Xerox Corporation	600	\$18,400,000.00	3	Wake

Companies Not Selecting North Carolina

(Referred in 2019, Announced in 2019)

Entity	Jobs	Capital Investment	Tier(s) Under Consideration	Counties Considered
DIRTT Environmental Solutions, LTD.	150	\$21,500,000.00	3	Davie
Henry Schein Inc.	835	\$4,175,000.00	3	Mecklenburg
Morgan Olson	573	\$41,000,000.00	1	Cumberland; Lincoln; Sampson
Not Disclosed	600	\$290,150,000.00	3	Durham; Wake
Not Disclosed	3,400	\$657,330,000.00	3	Mecklenburg
Provalus	108	\$1,190,000.00	1	Bladen; Columbus
Traditional Medicinals	68	\$22,890,000.00	3	Alamance; Buncombe; Cabarrus; Catawba; Chatham; Durham; Forsyth; Gaston; Guilford; Henderson; Lincoln; Orange; Rowan; Transylvania; Wake
Wegman's	650	\$206,000,000.00	1; 2; 3	Alamance; Durham; Granville; Orange; Vance; Wake; Warren

Companies Still Considering a North Carolina Location, as of February 6, 2020

Tier	No. of Projects	Jobs	Investment
Tier 1	4	290	\$23,355,456.00
Tier 2	14	1,987	\$1,818,073,000.00
Tier 3	11	3,799	\$1,253,701,977.00
Tiers 2, 3	3	353	\$339,000,000.00

Attachment 4

Issues of Non-Compliance by the EDPNC and Response from Commerce in CY 2019

Date	Instance of Non-Compliance	Commerce Response
February 21, 2020	EDPNC failed to provide to Commerce an Annual Certification of compliance with the contract and enabling legislation as required by G.S.143B-431.01(e)(12) and the contract. EDPNC provided the Annual Certification when made aware of the noncompliance.	Counseled EDPNC leadership to meet Annual Certification deadlines as required by the contract.
February 24, 2020	The Annual Certification ultimately provided to Commerce disclosed that the composition of EDPNC's governing board did not meet those required under G.S. 143B-413.01(d)(2). EDPNC informed legislative leadership of this issue.	Commerce received copies of the letters EDPNC sent to legislative leadership.
February 24, 2020	The Annual Certification ultimately provided to Commerce disclosed that the administration of the Certified Sites Program is still being performed by the EDPNC, a function which is now prohibited as a result of legislation passed in June 2019: G.S. 143B-431.01(b)(5).	Commerce will work with EDPNC on a transition plan for this function.

Attachment 5

Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce on Behalf of the EDPNC in CY 2019

Date	Entity	Amount of Funds Donated
N/A	N/A	N/A

Attachment 6

Listing of Gifts/Contributions Received by the EDPNC by Entity Receiving Award from Commerce in CY 2019*

Name of Entity	Amount of Gift	Amount of Award
Lowe's Companies	\$10,000	\$54,090,750 (JDIG); \$2,000,000 (One NC)

** This does not include local governments through which awards for some programs flow.*