



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  
David Efird, General Counsel, N.C. Department. of Commerce

**Date:** September 29, 2017

**Re:** Annual Report on Activities of EDPNC – N.C. Gen. Stat. § 143B-431A(f)

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Pursuant to N.C. Gen. Stat. § 143B-431A(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, in 2015. 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** **Fiscal Year 2016-17 Report to the North Carolina Department of Commerce**

On October 6, 2014, the North Carolina Department of Commerce (“Commerce”) entered into a contract with the Economic Development Partnership of North Carolina, Inc. (“EDPNC”), a North Carolina nonprofit corporation, in which the EDPNC agreed to perform the following scope of services:

The Contractor will 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. All responsibilities for making grants, loans or other discretionary incentives will remain public with the Department of Commerce.

The mission of the Contractor is to guide the State’s economic development efforts toward the creation and retention of high-quality jobs through new business attraction, existing business support and the cultivation of the tourism and film industries. It is the goal of the Contractor to be a statewide, collaborative organization that engages the business sector, economic development partners and community representatives at the local and regional levels to foster economic growth across the entire state.

The Contractor will perform the functions that have in the past been performed by the following divisions at the Department: Business and Industry, Marketing, Small Business and Entrepreneurship, International Trade and Investment, and Travel & Tourism (excluding Welcome Center operations, but including Film and Sports Development).

Pursuant to the contract and N.C. Gen. Stat. § 143B-431A(e)(2), the EDPNC submitted an annual report to Commerce dated September 1, 2017, in which it outlined its program activities, objectives and accomplishments, as well as certain items specifically required by the enabling legislation, for the 2014-15 Fiscal Year. The sections below will summarize some of the efforts made during the past fiscal year by the EDPNC, as well as compare the performance metrics

from the last full fiscal year when these functions were performed at Commerce to the fiscal years when these functions were performed at the EDPNC.<sup>1</sup>

## I. BUSINESS RECRUITMENT

In FY 2016-17, the EDPNC and its partners increased the number of jobs announced by nearly 1,000 positions over the prior year. Full staffing of both the EDPNC's business recruitment and existing industry teams, contributed to the increase in project activity in FY 2017.

**Table 1. Business Recruitment Comparison**

For business recruitment:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)	FY 2015-16 (EDPNC)	FY 2016-17 (EDPNC)
Number of jobs announced by the Department in total.	14,369	14,812	14,806	15,748
Number of jobs announced resulting from recruitment of new businesses.	5,589	7,690	6,506	8,396
Number of jobs announced resulting from existing business expansions.	8,780	7,122	8,300	7,352
Total U.S. dollar amount of investment resulting from new projects.	\$2,794,056,182	\$2,388,677,254	\$4,245,981,339	\$3,831,981,726
Total U.S. dollar amount of investment resulting from recruitment of new businesses.	\$1,318,206,500	\$1,416,231,254	\$1,646,968,114	\$1,603,138,523
Total U.S. dollar amount of investment resulting from existing business expansions.	\$1,475,849,682	\$972,445,970	\$2,599,013,255	\$2,228,843,203
Total U.S. dollar amount of foreign direct investment.	\$1,383,621,000	\$564,189,254	\$2,662,836,932	\$1,266,647,121
Number of business inquiries for business relocation, investment, and expansion (via website).	193,799	185,080	159,318	474,231

<sup>1</sup> On December 1, 2014, Commerce submitted a report to the General Assembly entitled "Report on Performance Metrics for Functions Contracted to the Economic Development Partnership of North Carolina, Inc." The performance metrics report was mandated by N.C. Session Law 2014-18, s. 1.3(2), and included certain statutorily required performance metrics for the past fiscal year, as well as 5-year average. This executive summary includes a comparison between the last full fiscal year that these functions were performed at Commerce (FY 2013-14) and the two fiscal years in which these functions were performed at the EDPNC (FY 2014-15 and FY 2015-16). \* Note, as the contract was not entered into between the parties until October 6, 2014, the FY 14-15 metrics were performed at Commerce from July 1, 2014 through the date of contract on October 6, 2014.

## II. GLOBAL BUSINESS SERVICES

The EDPNC's global business services team supports the growth of companies and new jobs in North Carolina by connecting existing businesses in the state to resources that help them expand their facilities, reduce operating costs and increase exports.

During FY 2016-17, the existing industry team, in partnership with local developers supported 1,195 businesses from all over the state, including companies in all 100 counties. This 29 percent increase is attributable, in part, to having full staffing for the entire fiscal year.

In FY 2016-17 the EDPNC's international trade managers and foreign offices assisted 566 North Carolina companies through export education programs, customized searches for new distributors or agents, market research on international markets, participation in international trade shows, setting up meetings with potential buyers and distributors and translating company marketing materials into other languages.

**Table 2. Business Services Comparison**

For business services:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)	FY 2015-16 (EDPNC)	FY 2016-17 (EDPNC)
Number of existing businesses receiving support.	717	672	927	1,195
Number of Business Services Team leads that lead to an expansion of existing businesses.	5	5	42	
Number of businesses receiving export assistance.	435	394	522	566
Total U.S. dollar amount of exports by assisted companies.	\$888,978,612	\$704,412,525	\$806,945,920	\$875,462,059

## III. TOURISM AND MARKETING

The Visit North Carolina (Visit NC) team unifies and leads efforts to promote the state's tourism industry, which supports more than 219,000 jobs and 45,000 small businesses in North Carolina.

In FY 2016-17, VisitNC.com website traffic exceeded seven million visits for the first time.

**Table 3. Tourism and Marketing Comparison**

<b>For tourism and marketing:</b>	<b>FY 2013-14 (Commerce)</b>	<b>FY 2014-15 (EDPNC)</b>	<b>FY 2015-16 (EDPNC)</b>	<b>FY 2016-17 (EDPNC)</b>
Number of consumer inquiries about travel to North Carolina.	4,532,007	5,665,186	6,439,648	7,245,953
Total U.S. dollar amount of spending by visitors while in North Carolina.	\$20,218,576,548	\$21,323,016,842	\$21,961,209,798	\$22,932,130,000
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina.	\$1,614,503,922	\$1,688,268,444	\$1,786,379,678	\$1,875,750,000

#### **IV. FUNDRAISING**

One of the driving factors behind the privatization of these functions was to enable the EDPNC to raise funding from the private industry. The raising of private funds allows the organization to do much more than what was previously possible with only public funds.

Initially, the EDPNC was required to raise \$250,000 prior to contracting. The EDPNC exceeded that goal by raising \$305,000 in private funds. Thereafter, legislation required the EDPNC to raise at least \$750,000 in private funds during the first year of the term of the contract, and \$1.25 million in its second year of operation.

Under legislation approved in June 2017, the EDPNC's private funding raising requirement was reduced to \$500,000 during Year 3 (October 6, 2016 – October 5, 2017) of its contract with the N.C. Department of Commerce. As of June 30, 2017, commitments exceeded the \$500,000 minimum, are were expected to be more than \$780,000.





## **2017 FISCAL YEAR REPORT**

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA



September 1, 2017  
The Honorable Anthony M. Copeland  
Secretary, North Carolina  
Department of Commerce

Dear Secretary Copeland,

The Economic Development Partnership of North Carolina focuses on five critical functions: business recruitment, existing industry support, international export assistance, small-business counseling, and tourism and film promotion. We respectfully submit this report summarizing our performance in fiscal year 2016-17.

In FY 2017, the EDPNC, working with our partners, helped close deals on 144 business recruitment and expansion projects resulting in the announcement of \$3.82 billion in investment and 15,748 new jobs in North Carolina. That compares well to FY 2016 results, particularly on the jobs front, when the EDPNC supported 122 projects that resulted in the announcement of 14,806 new jobs and \$4.25 billion in capital investment.

FY 2017 also saw more EDPNC-supported project wins in Tier 1 and 2 counties. We helped close 92 business recruitment and expansion deals in Tier 1 and 2 counties — 64 percent of all announced projects. That’s up from the 75 Tier 1 and 2 project wins we supported in FY 2016, which amounted to 61 percent of announced projects.

EDPNC’s existing industry managers are on the front line of our efforts to increase our support of economic development in the state’s more rural counties. These managers, each assigned to one of eight multicounty “prosperity zones,” routinely visit businesses located in their assigned regions — specifically to help them identify and overcome barriers to growth. Assistance can range from accessing funds for building renovations to tapping workforce development resources, and even to identifying potential customers and business partners.

In FY 2017, the team supported 1,195 existing businesses across North Carolina, a 29 percent increase over the 927 companies assisted in FY 2016. And Business Link North Carolina — our small-business counseling team that takes toll-free calls from startups and entrepreneurs who want to know how to establish a small business in the state — handled roughly 20,000 inquiries originating from all 100 counties in the state.

Because the export economy supports nearly 160,000 jobs in North Carolina, the EDPNC is deeply committed to helping businesses expand overseas markets for their products and services. In FY 2017, the EDPNC increased by 8.5 percent the number of North Carolina companies it helped enter or grow sales in foreign markets. Our international trade division assisted 566 companies, compared to 522 the prior fiscal year.

Our tourism promotion efforts, which include a cooperative marketing program with local tourism offices, continued to have a positive and broad impact across the state. The latest figures available show visitor spending increased in 97 of the state’s 100 counties in calendar year 2016. Statewide, domestic visitors spent a record \$22.9 billion throughout the year, a 4.4 percent increase from the previous year. That spending supported a record 219,094 jobs.

In FY 2017, our business recruitment-focused cooperative marketing program — introduced in late 2015 — broadly and better engaged our local partners in EDPNC’s statewide economic development marketing efforts. For example, county officials joined EDPNC business-recruitment managers on trips to meet one-on-one with premier site consultants at their offices in Atlanta, New York, Dallas, Cleveland, Columbus and several cities in New Jersey.

In addition, the cooperative marketing program wrapped up more than a year of planning for a special event – one that brought 40 local economic developers in North Carolina together with 13 site consultants during the 2017 PGA Championship in Charlotte. Officials from local and regional economic development groups, who collectively represent

42 North Carolina counties, were able to meet and network with influential site consultants from New York, Chicago, Dallas, Atlanta and other markets during breakfasts, panel discussions, roundtables and receptions. The counties represented stretched from Henderson and Burke in the western part of the state to Brunswick and Onslow in the east.

Also in FY 2017, our NC 100 initiative sent the EDPNC team of business recruiters to gatherings across the state to meet with local economic developers and hear updates on available buildings and industrial properties in their communities. Economic development allies from all 100 counties were invited to participate in the nearest scheduled two- to three-day event, held in towns and cities in the Piedmont-Triad, North Central, Southeast, Southwest, West and East/Northeast regions of the state.

We also overhauled the state’s database of available commercial sites and buildings, AccessNC, in FY 2017, and relaunched it as SelectNC on edpnc.com. The improved website platform offers updated technology and data as well as much easier navigation and searchability for site consultants, corporate real estate representatives and our local partners. While private investment in the EDPNC made this upgrade possible, the EDPNC is grateful for state funding that provides for maintaining the platform through the current fiscal year.

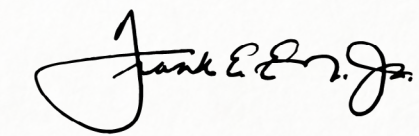
Lastly, in FY 2017 the EDPNC hired two new staff members focused on identifying and developing business recruitment leads in industry sectors critical to North Carolina’s economy, especially in more rural communities across the state — food processing/manufacturing and military/defense.

The EDPNC’s successes in FY 2017 would have been impossible without our public and private partners at the state, regional and local levels. We want to thank the Governor and General Assembly for providing \$2.25 million in onetime funding in FY 2017 for domestic and international advertising to promote economic development and job recruitment and an additional \$1 million in nonrecurring funds for tourism marketing.

For the current fiscal year, the state has provided \$1.9 million in nonrecurring business advertising funds, as well as \$1.5 million in nonrecurring and \$500,000 in recurring monies dedicated to tourism promotion in key markets. We are encouraged by the return on investment that resulted from strategic use of similar funds this past year, and we are hopeful these additional resources will become recurring elements of our budget.

Finally, the EDPNC is extremely grateful for the active leadership of you and Governor Roy Cooper in our business recruitment and marketing efforts. This teamwork is essential to achieving our mission of supporting new jobs and investment in communities throughout this great state.

Sincerely,



Frank Emory Jr.,  
*Board Chairman*  
Economic Development Partnership of North Carolina



Christopher Chung,  
*Chief Executive Officer*  
Economic Development Partnership of North Carolina



# EDPNC

## Business Recruitment

In FY 2017, the EDPNC and its partners closed more deals bringing new companies and corporate expansions to the state — increasing the number of jobs attached to such wins by nearly 1,000 positions over the prior year.

Winning more projects is critical at a time when automation has been reducing the number of jobs created by any individual manufacturer expansion.

The EDPNC’s business recruitment and existing industry teams, working with our partners at the local, regional and state levels, supported 144 announced business recruitment and expansion projects in FY 2017, calling for 15,748 new jobs and \$3.82 billion in capital investment in North Carolina.

In FY 2016, those tallies were 122 announced projects committed to creating 14,806 new jobs and investing \$4.25 billion in the state. Announced capital investment declined from FY 2016 to FY F2017, primarily because a single deal had an outsized impact on investment in FY 2016 — Novo Nordisk’s \$1.7 billion expansion in Johnston County.

Full staffing of both the EDPNC’s business recruitment and existing industry teams, who work jointly to support the creation of new jobs and investment in the state, contributed to the increase in project activity in FY 2017.

The business recruitment team focuses on attracting new facilities to North Carolina and supporting larger, typically incentive-driven expansions of existing corporate facilities here. Meanwhile, the EDPNC’s existing industry team — regional industry managers who are each assigned to one of eight multicounty “prosperity zones” — assists businesses already operating in North Carolina with smaller expansions that are generally not eligible for the state’s largest incentives offered through the Job Development Investment Grant program.

The third component of the EDPNC’s business recruitment approach is the business development team, which focuses on generating substantive leads for the business recruitment team to pursue — primarily involving foreign direct investment. The business development team, working with the EDPNC foreign offices in Germany, China, Japan, and South Korea, proactively identifies international and domestic companies that may be poised for a U.S. expansion, cultivates relationships with their executives and makes them aware of what North Carolina offers for their business model. As an interest in expanding in the U.S. develops into a proposal, the team connects the company to an EDPNC business recruiter to present specific North Carolina options.

The business development team identifies companies through networking and marketing presences

at industry conferences, trade fairs and similar events in the U.S. and abroad. In FY 2017, for example, the team sponsored a North Carolina booth at the 2017 Automotive Engineering Exposition in Yokohama, Japan, an event that drew more than 560 companies including automakers, parts manufacturers, providers of cutting-edge technologies for smart cars and more.

North Carolina has attended the high-profile show for seven years. But in 2017, the EDPNC added and advertised a “North Carolina Investment Seminar” in Tokyo, deliberately timed two days before the start of the show. Representatives of nearly 100 companies in the automotive and other sectors attended the seminar, which included a presentation by Aisin AW, whose subsidiary AW North Carolina manufactures fully assembled automatic transmissions and components for Toyota’s Camry, Tundra, Sequoia, Tacoma and other vehicles. The Greensboro Chamber of Commerce was a co-sponsor in the seminar, which included a presentation on the Greensboro-Randolph Megasite.

During the Yokohama exposition, the EDPNC arranged interviews of its chief executive officer, Christopher Chung, by four Japanese-language dailies including The Nikkei, the world’s largest financial newspaper with a circulation of over 3 million. The interviews produced articles

published in The Nikkei, Nikkan Kogyo Shimbun (specializing in business and industrial affairs and circulating to roughly 420,000 readers), Nikkan Jidosha Shimbun (a 125,000-circulation daily dedicated to the automotive industry) and Kagaku Kogyo Nippo (covering the chemical industry and reaching over 100,000 print readers).

In FY 2017, the EDPNC’s cooperative marketing program continued to offer local partners affordable ways to participate in a variety of domestic and international marketing activities. Partners paid a fee to join the EDPNC in events and advertising that included:

**Outreach to Site Consultants.** Small groups of local and regional, public and private economic developers traveled with the EDPNC’s business recruiters to meet one-on-one with premier site consultants at their offices in Atlanta, New York, Dallas, Cleveland, Columbus and several cities in New Jersey.

**Targeted Industry Gatherings.** Local partners joined the EDPNC at industry events including the Farnborough International Air Show in Hampshire, United Kingdom; the Paris Air Show; the Outdoor Retailer Winter Market in Salt Lake City, Utah; the Retail Industry Leaders Association Supply Chain Conference in Orlando, Fla.; the Select USA Investment Summit in Washington, D.C. (which showcases the U.S. for foreign direct investment); and the Craft Brewers Conference and

Brew Expo in Washington, D.C.

**Hospitality and VIP Functions.** The EDPNC arranged dinners and receptions where partners could network with corporate influencers at venues such as the Industrial Asset Management Council forum in Tampa, Fla. (IAMC is the premier association for industrial asset management and corporate real estate executives), and the High Point Furniture Market.

**Cooperative Advertising.** Local partners were offered advertising space inside cover wrap ads the EDPNC purchased in six issues of Fortune magazine. Each month from January through June 2017, 3,500 issues with the advertising promoting North Carolina’s business assets were delivered to C-suite-level corporate leaders in the U.S., Canada, Japan and Korea. The cover image on the front of the ad, which wrapped fully around each Fortune issue, featured top executives of high-profile companies in North Carolina. The ads focused on the state’s success in the aviation, automotive, food processing and plastics and chemicals sectors. Through its NC 100 initiative, the EDPNC again took to the roads of North Carolina in FY 2017. EDPNC’s business recruitment team went on two- to three-day visits to multi-county regions across the state — to network with partners in their own communities, hear presentations and updates about industrial sites and buildings across the state, and build even stronger relationships with local partners.

In FY 2017, local economic development officials from 25 counties made presentations to the EDPNC team during a visit to Sylva, Flat Rock and Boone. The EDPNC team heard from 18 counties in its trip to Washington and Edenton; seven counties during the Greensboro trip; 14 counties during the Triangle gathering; 15 counties in Elizabethtown; and 12 counties in Charlotte. NC 100 invited every county in the state to send representatives to the nearest regional gathering.



Business Recruitment

By The Numbers

Out of the 144 industry recruitment and expansion projects that the EDPNC and its partners closed in FY 2017:

- 55 were recruitment projects and 89 were expansion projects.
- 37 resulted from foreign direct investment (FDI).

Out of the 15,748 announced jobs in FY 2017:

- 8,396 resulted from recruitment projects and 7,352 from expansion projects.
- 5,693 resulted from FDI.

Out of the \$3,831,981,726 in announced investment in FY 2017:

- \$1,603,138,523 resulted from recruitment projects and \$2,228,843,203 from expansion projects.
- \$1,266,647,121 resulted from FDI

In FY 2017, the EDPNC supported more project wins in Tier 1 and 2 counties — 92 business recruitment and expansion deals comprising 64 percent of all announced projects. That compares to 75 Tier 1 and 2 project wins in FY 2016, or 61 percent of announced projects. The Tier 1 and 2 project wins in FY 2017 resulted in companies announcing \$2.46 billion in capital investment and 5,722 new jobs. In FY 2016, Tier 1 and 2 wins called for \$2.1 billion in investment and 6,815 new jobs.

Notable projects announced and supported by EDPNC business recruitment managers during FY 2017 include:

- CSX railroad’s decision to build a massive intermodal rail terminal in Rocky Mount. State and local officials consider the Edgecombe County project a “game changer” because it is expected to attract manufacturers and distribution centers to Eastern North Carolina while stimulating more shipping at the Port of Wilmington.
- Switzerland-based Credit Suisse’s blockbuster announcement that it plans to hire 1,200 additional workers and invest \$70.5 million in a new building at its Research Triangle Park campus.
- Everest Textiles USA’s plan to take over a 400,000-square-foot building in Forest City, invest \$18.5 million to establish a sports fabric weaving and finishing operation there and create 610 new jobs in Rutherford County. The company, a unit of Taiwan-based Everest Textile Co., supplies products to companies such as Nike, Columbia and Patagonia.
- Paris-based insurer AXA’s plan to nearly double its presence in Charlotte, through a \$180-million, 550-job expansion that will make Charlotte its largest offices location in the U.S.
- Auto parts manufacturer GKN Driveline’s plans to expand four of its plants in Sanford, Maiden, Mebane and Timberlake – a \$179 million investment that will create 302 new jobs across all the facilities. GKN Driveline, a UK-based multinational company specializing in driveline technologies, produces parts for automakers including BMW, Maserati, Ford, Chrysler and Audi.

See Appendix A for Business Recruitment performance metrics for FY 2016-17

Global

Business Services

The EDPNC’s global business services division supports the growth of companies and new jobs in North Carolina by connecting existing businesses in the state to resources that help them expand their facilities, reduce operating costs and increase exports.

In addition, the division’s small-business counselors help entrepreneurs and startups navigate the requirements of starting a new business in the state.

The division is divided into three teams: regional industry managers who are assigned to eight multicounty “prosperity zones” covering the entire state; international trade managers who help companies begin exporting or expand foreign markets for their products and services; and Business Link North Carolina counselors who answer thousands of toll-free helpline calls a year from individuals seeking guidance on how to start a small business.

Regional Industry Managers

The EDPNC’s existing industry team comprises eight regional industry managers who build strong relationships with companies within their assigned prosperity zones. The managers become familiar with those companies’ needs by conducting onsite visits to tour their operations, meet with owners and staff, and identify barriers to growth. Then the

managers follow up with resources to clear those hurdles.

The managers help coordinate a wide variety of assistance that includes connecting existing North Carolina businesses with programs that help them find qualified workers, funds to renovate buildings, and instruction on how to implement more cost- and energy-efficient manufacturing practices.

The team also serves as the state’s project managers supporting existing North Carolina companies whose proposed expansions don’t have the scale to qualify for the largest state incentives program. While these individual expansions may be smaller, supporting the growth of small- to mid-size companies already operating in North Carolina is particularly impactful in more rural communities.

During FY 2017, the existing industry team, in partnership with local economic developers, supported 1,195 businesses from all over the state, up 29 percent from 927 in FY 2016. Those interactions touched companies in all 100 counties across North Carolina.

The 29 percent increase is attributable, in part, to having full staffing for the entire fiscal year, after the EDPNC existing industry team filled vacancies in the Western, South Central (Sandhills) and Southwest

prosperity zones. Essentially, the team’s new members hit their stride in FY 2017.

The team also increased by 35 percent the number of companies it assisted in Tier 1 and 2 counties. In FY 2017, the EDPNC’s regional industry managers supported 763 existing businesses in Tier 1 and Tier 2 counties, compared to 567 in FY 2016.

Company expansions the team supported, in partnership with local economic developers, included:

- International automotive supplier Continental’s launch of a \$40 million expansion of its main manufacturing facility in Morganton, with plans to create 160 new jobs in Burke County.
- Keihin Carolina System Technology’s plans to invest \$13 million in its Tarboro facility and create 42 new jobs in Edgecombe County. The company assembles and tests electrical components for Honda vehicles made around the world.
- Grady-White Boats’ \$5.8 million, 44-job expansion in Greenville in Pitt County. Grady-White builds outboard powerboats ranging from 18 to 37 feet.
- Baxter International’s \$7.4-million, 90-job expansion of its Marion



# Global Business Services Cont.

manufacturing plant in McDowell County. Baxter manufactures and markets a broad portfolio of renal and hospital products, therapies and technologies.

**International Trade Managers**

The EDPNC’s international trade division supports the growth of North Carolina exports by helping companies identify and develop overseas sales opportunities.

In FY 2017, the division’s Cary, N.C.-based international trade managers and foreign offices assisted 566 North Carolina companies, an 8.5 percent increase over the 522 companies supported in FY 2016.

The team has multilingual experts located in North Carolina (each of whom specializes in specific industry sectors) and seven foreign offices in Canada, Mexico, Europe, South Korea, Japan, China and Hong Kong.

International trade team services include providing export education programs, customized searches for new distributors or agents, and market research on international markets. The team also leads delegations of North Carolina companies to international trade shows, sets up meetings with potential buyers and distributors at shows, and translates company marketing materials into other languages.

In FY 2017, the team continued to

reach out to companies in counties where there previously had been little interaction with international trade managers. The goal is to make more companies aware of the EPDNC’s export-promotion services, which are typically free to businesses. In FY 2017, the EDPNC supported companies in 87 of the state’s 100 counties.

During FY 2017, the EDPNC international trade team organized the participation of North Carolina companies in roughly 40 trade events and educational seminars.

Those events included the Expo Mueble furniture show in Guadalajara, Mexico; the MEDICA life sciences gathering in Dusseldorf, Germany; the Miami International Boat Show; the Global Petroleum Show in Alberta, Canada; the Arab Health conference and trade show in Dubai, United Arab Emirates; International Smart Grid in Tokyo; and the GREEN (Global Resources & Environmental Energy Network) Conference in Mexico City.

The EDPNC has assisted companies such as Charlotte-based Otto Environmental Systems North America, a manufacturer of residential and commercial plastic waste bins that is working to expand its sales in Latin America.

In FY 2017, the EDPNC helped Otto access federal funding to pay travel expenses for its first-

ever participation in Trade Winds Latin America, a U.S. Department of Commerce-sponsored forum consisting of trade mission stops in Chile, Bolivia, Peru, Paraguay, Uruguay, Argentina and Mexico.

Otto met with potential foreign distributors and buyers pre-screened by U.S. Commerce to match the company’s products and services. The company closed a deal with a Peruvian distributor and “came back to North Carolina from the event with five very solid leads, not to mention more connections, more knowledge and more confidence in doing business in this area of the world,” said Travis Dowell, director of international sales.

**Business Link North Carolina**

The Business Link North Carolina (BLNC) team supports the formation and success of small businesses in the state by providing one-on-one counseling to would-be entrepreneurs and startups, primarily through its toll-free number.

In English and Spanish, BLNC counselors answer questions about licensing and permit requirements, 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 to be successful.

The BLNC team responded to 19,520 client inquiries in FY 2017, including 378 in Spanish. That overall volume is slightly less than the 20,159 inquiries BLNC handled in FY 2016. But BLNC assisted 83 percent more callers in Spanish in FY 2017 than the year before, when only 206 calls were in Spanish.

BLNC counselors receive calls originating from all 100 counties in the state. But the team has been increasing its outreach to minority-, women-, and veteran-owned businesses, as well as startups and small businesses in rural communities.

For example, BLNC, in partnership with the Consulate General of Mexico in Raleigh and the Carolina Small Business Development Fund, recently began a pilot program offering workshops for Latino startups in North Carolina. The first of four planned workshop was held last June in Siler City and drew 27 participants. Forty people attended the second workshop, held in Charlotte in August.

*See Appendix B for Global Business Services performance metrics for FY 2016-17.*



# VisitNC Tourism

The Visit North Carolina (Visit NC) team unifies and leads efforts to promote the state’s tourism industry, which supports more than 219,000 jobs and 45,000 small businesses in North Carolina.

In addition, Visit NC oversees the state’s effort to attract film productions and retirees.

In recent years, efforts by Visit NC and its partners at the state, regional and local levels have contributed to increases in lodging and visitor spending in North Carolina.

During calendar year 2016 in North Carolina, the latest year available:

- 48.6 million domestic tourists visited and spent a record \$22.9 billion — a 4.4 percent annual increase in spending that outpaced the 2.9 percent growth nationwide.
- Demand for commercial hotel/ motel lodging increased by 5.1 percent year-over-year, to 35.4 million room nights purchased.
- Direct tourism employment increased 3.6 percent over 2015, to 219,094 people in the state and surpassing the 2.4 percent growth nationwide in 2016.
- Direct tourism payroll increased 5.1 percent, to hit a record \$5.5 billion.
- State tax receipts connected to visitor spending rose 5.1 percent, to

\$1.18 billion.

- Local tax receipts from visitor spending grew 4.9 percent, to \$693.4 million.

In fiscal year 2016-17, VisitNC.com website traffic exceeded 7 million visits for the first time. The number of consumer inquiries about travel to North Carolina totaled 7,245,953 (via the Visit NC family of websites and calls to Visit NC’s 1-800 number).

Under the Visit NC cooperative marketing program, local tourism offices pay to join the state’s advertising and marketing campaigns. In calendar year 2016, cooperative marketing partnerships added nearly \$7 million worth of brand exposure for North Carolina and its partners.

Visit NC’s marketing efforts overall are diverse. They include participating in trade shows and tourism conferences, taking travel writers on tours of the state’s attractions, encouraging tour operators to add North Carolina to their travel packages, placing paid advertisements and utilizing Visit NC’s varied websites and social media.

Highlights of Visit NC marketing efforts in 2016-17, including the recognition of some of those campaigns earned, include the following:

**Adrian Awards.** The Hospitality Sales and Marketing Association

International honored Visit NC during its global Adrian Awards competition, which draws more than 1,200 entries and recognizes excellence in travel brand campaigns. Visit NC received Gold Adrian Awards for its Vacation Big Campaign and Vacation Big “Scroll” TV spot, and a Bronze Adrian Award for the Project 543 website redesign.

**“Beauty Here” campaign.** Fiscal year 2016-17 presented difficulties as the state faced a media backlash over controversial legislation. Visit NC’s multi-tiered response ranged from personally responding to more than 1,000 emails regarding the controversy to pivoting its digital advertising and producing a new TV spot to remind travelers of the inherent, emotional benefits of a North Carolina vacation. The “Beauty Here” campaign emphasized the striking and disarming beauty North Carolina offers. Website traffic in media markets has grown a 76 percent year-over-year during the TV campaign. That increase includes 131 percent growth from Atlanta and 123 percent growth from Nashville, the two largest target markets.

**Donald Ross Golf Experience.** Visit NC recently put together the North Carolina Donald Ross Golf Experience on VisitNC.com, which provides an overview and links to the state’s many private resort and public courses designed by the renowned course architect. During July 2017, the Ross Experience drew 10,000 page views and visitors spent on

average more than six minutes on site content. The content includes articles, trip ideas and videos, complemented by suggestions for Donald Ross-centered getaways to Pinehurst and Southern Pines, as well as locations in the mountain and coastal areas of the state.

**Expanded International Programs.** In 2016, Visit NC began its first-ever marketing campaign in China. China ranks third overall in overseas visitation to the state, but first in spending by visitors from overseas. Through the nonprofit regional destination marketing organization Travel South, Visit NC has contracted with East-West Marketing to represent North Carolina to the travel trade in China. Visit NC participated in the U.S.-China Travel Leadership Summit (a trade show and seminar hosted by Brand USA and the China National Travel Association) and the Travel South China Sales Mission to Beijing and Shanghai. In a separate effort, Visit NC celebrated the new RDU Airport-Paris direct flight by teaming with Delta Air Lines to host a group of French journalists and tour operators on a trip around the state.

**Partnering with Brand USA.** Visit NC partnered with Brand USA, an organization dedicated to marketing the U.S. as a premier tourist destination, to reach consumers via multi-channel advertising programs in China, the UK and Canada. The China campaign comprised 10 televised segments viewed by 280

million people and resulting in a 10 percent increase in room bookings in the state, which produced \$720,000 in lodging revenue. The UK advertising program produced more than 1,300 additional bookings to the state, and the Canadian advertising produced nearly \$300,000 in additional lodging revenue during the campaign. In addition, North Carolina was represented in the official Brand USA Guide to the USA, which is translated into 10 languages and distributed in more than 20 countries. Visit NC also develop four road trip videos featured the Brand USA North Carolina website pages and highlighting attractions and themed trips statewide.

**Visit NC Film Office.** In calendar year 2016, film productions spent more than \$140 million in the state and provided over 11,500 job opportunities, including more than 2,300 crew and talent positions for the state’s film professionals. Filming took place in 36 of the state’s 100 counties. Feature films produced in North Carolina included “Dirty Dancing,” “Three Billboards Outside Ebbing, Missouri,” “Abundant Acreage Available” and “Bolden.” Other productions included full seasons of the television series “Good Behavior” and “Shots Fired,” the lifestyle series “Love It or List It” and “A Chef’s Life,” and the reality series “My Big Fat Fabulous Life,” “Wicked Tuna: Outer Banks,” and “Toymakerz.”

**Expanding the Impact of a Cycling**

**Event.** To extend the economic reach and impact of the annual seven-day Cycle NC Mountains to Coast Ride, Visit NC teamed with the North Carolina Amateur Sports organization to offer Visit NC Excursions during the ride. Mountains to Coast Ride participants and those traveling with them took breaks from the ride and paid to have a motorcoach take them from the overnight host city in the morning to area attractions and a lunch stop before arriving at the next overnight host city. Each of these daily excursions hosted nine to 54 people.

**Marketing to Retirees.** Visit North Carolina markets the state’s Certified Retirement Community (CRC) Program, which recognizes towns that are positioning themselves for retiree attraction as an economic and community development strategy. In FY 2017, Visit NC assisted two more communities in joining the CRC program, making a total of 17 communities statewide. In November 2017, Visit North Carolina helped host the American Association of Retirement Communities (AARC) annual conference in Asheville. The AARC is a not-for-profit professional association that supports the efforts of states and municipalities that market to retirees.

*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 their level of performance and achievements during a full calendar year. The plan enables the EDPNC to pay an employee performance-based compensation ranging from zero up to 15 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 foster economic development in the state's rural and low-income areas.

The compensation plan is meant to create a culture that fosters

employees who are focused on organization-wide performance metrics and managers who can drive and reward individual performance.

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

Under the performance-compensation plan, each EDPNC business unit is allotted a portion of an organization-wide compensation pool, based in part 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 EDPNC does not rely on formal pay scales to determine base salaries but considers factors such as employee skill level, job and supervisory experience and market conditions. The following table lists EDPNC positions and salaries as of June 30, 2017, and indicates whether the position is paid through public funds, private funds or a combination.

Job Title	Salary	From Public Funds	From Private Funds
Business Development Manager	\$72,000.00	\$72,000.00	
Business Recruitment Coordinator	\$52,000.00	\$52,000.00	
Business Recruitment Coordinator	\$48,000.00	\$48,000.00	
Business Recruitment Manager	\$77,000.00	\$77,000.00	
Business Recruitment Manager	\$77,000.00	\$77,000.00	
Business Recruitment Manager	\$72,000.00	\$72,000.00	
Business Recruitment Manager	\$72,000.00	\$72,000.00	
Business Recruitment Manager	\$67,000.00	\$67,000.00	
Business Recruitment Manager	\$65,000.00	\$65,000.00	
Business Systems Manager	\$80,000.00	\$80,000.00	
Chief Executive Officer	\$238,702.56	\$120,000.00	\$118,702.56
Communications & PR Manager	\$57,500.00	\$57,500.00	
Database and Social Media Specialist	\$46,449.65	\$46,449.65	
Department Operations Manager	\$47,740.58	\$47,740.58	
Director, Regional Operations	\$70,380.00	\$70,380.00	
Director, Tourism Research	\$73,319.39	\$73,319.39	
Film Commissioner	\$79,335.75	\$79,335.75	
Grant Manager	\$48,327.60	\$48,327.60	
Graphic Designer	\$49,400.00	\$49,400.00	
Intern	\$12.00/hour	\$12.00/hour	
Intern	\$12.00/hour	\$12.00/hour	
Intern	\$12.00/hour	\$12.00/hour	
Intern	\$10.00/hour	\$10.00/hour	
International Trade Manager	\$73,542.00	\$73,542.00	
International Trade Manager	\$68,289.00	\$68,289.00	



Job Title	Salary	From Public Funds	From Private Funds
International Trade Manager	\$68,289.00	\$68,289.00	
Marketing Events Manager	\$58,000.00	\$58,000.00	
Marketing Strategist	\$65,000.00	\$65,000.00	
Office Manager	\$48,000.00	\$48,000.00	
Partner Relations Manager	\$57,783.00	\$57,783.00	
Regional Industry Manager	\$65,000.00	\$65,000.00	
Regional Industry Manager	\$57,783.00	\$57,783.00	
Regional Industry Manager	\$57,783.00	\$57,783.00	
Regional Industry Manager	\$57,000.00	\$57,000.00	
Regional Industry Manager	\$56,650.00	\$56,650.00	
Regional Industry Manager	\$56,100.00	\$56,100.00	
Regional Industry Manager	\$55,000.00	\$55,000.00	
Research Analyst	\$61,800.00	\$61,800.00	
Research Analyst	\$60,000.00	\$60,000.00	
Senior Business Recruitment Manager	\$90,000.00	\$90,000.00	
Senior Business Recruitment Manager	\$86,000.00	\$86,000.00	
Senior International Trade Manager	\$80,896.20	\$80,896.20	
Senior International Trade Manager	\$80,896.20	\$80,896.20	
Senior Manager, Business Development	\$103,000.00	\$103,000.00	
Senior Manager, Tourism Marketing	\$79,335.75	\$79,335.75	
Senior Manager, Tourism Partner & Trade Relations	\$79,335.75	\$79,335.75	
Senior Small Business Counselor	\$52,530.00	\$52,530.00	
Small Business Counselor	\$21.29/hour	\$21.29/hour	

Job Title	Salary	From Public Funds	From Private Funds
Small Business Counselor	\$43,775.06	\$43,775.06	
Small Business Counselor	\$40,000.00	\$40,000.00	
Staff Accountant	\$46,350.00	\$46,350.00	
Tourism Communications Specialist	\$52,787.50	\$52,787.50	
Tourism Coordinator	\$35,000.00	\$35,000.00	
Tourism Industry Relations Specialist	\$55,158.00	\$55,158.00	
Tourism Marketing Specialist	\$50,184.00	\$50,184.00	
Tourism Marketing Specialist	\$48,564.50	\$48,564.50	
Tourism Partner Relations Specialist	\$45,000.00	\$45,000.00	
Tourism Public Relations Manager	\$67,500.00	\$67,500.00	
Tourism Public Relations Specialist	\$40,000.00	\$40,000.00	
VP, Business Development	\$100,000.00	\$100,000.00	
VP, Business Recruitment	\$112,000.00	\$112,000.00	
VP, Finance and Administration	\$111,000.00	\$111,000.00	
VP, Global Business Services	\$112,500.00	\$112,500.00	
VP, Marketing & Research	\$95,000.00	\$95,000.00	
VP, Tourism	\$113,300.00	\$113,300.00	



# 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 the fiscal year ended June 30, 2017, included the state of North Carolina contract (\$21,413,482 in state funding); grant revenues (\$1,017,202); private-entity fundraising (\$1,173,504); and other revenues (\$276,996). Itemized expenses for the fiscal year included personnel (\$5,810,629); advertising and promotion (\$13,917,514); professional fees, including contracts with foreign trade offices (\$2,049,117); travel and hospitality (\$1,124,222); facilities and utilities (\$371,703); information technology (\$436,019); and other general office expenses (\$241,973).

A copy of the audited financials for EDNPC’s fiscal year ended June 30, 2017, will be provided to the Joint Legislative Economic Development and Global Engagement Oversight Committee, the Department of Commerce and the Fiscal Research Division of the North Carolina General Assembly within seven days of issuance.

# EDPNC Fundraising

## Contract Year 3 Fundraising Commitments as of June 30, 2017

Under budget legislation approved in June 2017, state lawmakers reduced the EDPNC’s private fundraising requirement to \$500,000 from \$1.25 million during Year 3 (covering October 6, 2016, to October 5, 2017) of its contract with the N.C. Department of Commerce. Commitments as of June 30, 2017, had already exceeded the \$500,000 minimum, and are detailed in the table below.

Organization/Individual Name	Commitment	Organization/Individual Name	Commitment
North Carolina Railroad Company	\$12,500.00	Medical Mutual Group	\$15,000.00
Grubb Properties	\$1,000.00	Balfour Beatty Construction	\$25,000.00
Wells Fargo	\$5,000.00	Kane Realty	\$12,000.00
Foundry Commercial	\$2,500.00	Shelco, LLC	\$10,000.00
NAI Southern Real Estate	\$1,250.00	Childress Klein	\$25,000.00
Chatham Park (Preston Dev. Corp)	\$10,000.00	PSNC Energy	\$30,000.00
CenturyLink	\$5,000.00	The Bell Foundation	\$15,000.00
Crescent Communities, LLC	\$10,000.00	SunTrust Bank	\$12,500.00
PwC	\$4,000.00	Froehling & Robertson	\$2,000.00
Allegacy Federal Credit Union	\$7,500.00	Duke Health	\$10,000.00
Kilpatrick Townsend	\$15,000.00	Walbridge	\$10,000.00
G-5 Properties	\$1,500.00	Timmons Group	\$2,000.00
McAdams Company	\$10,000.00	Robert Singer	\$1,000.00
NC Electric Membership Corporation	\$25,000.00	Wells Fargo	\$15,000.00
SteelFab	\$20,000.00	Bank of North Carolina	\$25,000.00
NAI Beverly Hanks Commercial	\$1,250.00	Red Hat	\$100,000.00
NAI Carolantic Realty	\$1,250.00	The Joseph M. Bryan Foundation	\$25,000.00
NAI Piedmont Triad	\$1,250.00	Flow Lexus	\$25,000.00
NAI Southern Real Estate	\$1,250.00	Biltmore Farms	\$10,000.00
Sheila P. Knight	\$1,000.00	Jacksonville Onslow Economic Dev.	\$2,500.00
Charlotte Metro Area Reloaction Council	\$200.00	Ogletree Deakins (in-kind)	\$24,164.00
Duke Energy	\$200,000.00		
NC Realtors	\$50,000.00	<b>TOTAL</b>	<b>\$783,614.00</b>
Koury Corporation	\$1,000.00		



Appendix A: Business Recruitment Performance Metrics

Business Recruitment and Expansion Projects by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Alamance	4	343	\$109,700,000.00	2	265	\$74,100,000.00	2	78	\$35,600,000.00
Alexander	2	77	\$16,800,000.00	1	47	\$15,000,000.00	1	30	\$1,800,000.00
Alleghany	1	35	\$1,500,000.00	0	0	\$-	1	35	\$1,500,000.00
Anson	1	100	\$12,548,240.00	1	100	\$12,548,240.00	0	0	\$-
Ashe	1	5	\$316,000.00	0	0	\$-	1	5	\$316,000.00
Avery	0	0	\$-	0	0	\$-	0	0	\$-
Beaufort	0	0	\$-	0	0	\$-	0	0	\$-
Bertie	0	0	\$-	0	0	\$-	0	0	\$-
Bladen	1	20	\$848,000.00	0	0	\$-	1	20	\$848,000.00
Brunswick	0	0	\$-	0	0	\$-	0	0	\$-
Buncombe	1	551	\$20,400,000.00	0	0	\$-	1	551	\$20,400,000.00
Burke	2	192	\$41,800,000.00	0	0	\$-	2	192	\$41,800,000.00
Cabarrus	5	681	\$492,500,000.00	1	54	\$2,900,000.00	4	627	\$489,600,000.00
Caldwell	3	132	\$9,250,000.00	1	52	\$1,750,000.00	2	80	\$7,500,000.00
Camden	0	0	\$-	0	0	\$-	0	0	\$-
Carteret	0	0	\$-	0	0	\$-	0	0	\$-
Caswell	0	0	\$-	0	0	\$-	0	0	\$-
Catawba	6	636	\$249,310,000.00	2	128	\$7,560,000.00	4	508	\$241,750,000.00
Chatham	0	0	\$-	0	0	\$-	0	0	\$-
Cherokee	0	0	\$-	0	0	\$-	0	0	\$-
Chowan	0	0	\$-	0	0	\$-	0	0	\$-
Clay	0	0	\$-	0	0	\$-	0	0	\$-
Cleveland	2	293	\$347,900,000.00	1	113	\$17,900,000.00	1	180	\$330,000,000.00
Columbus	0	0	\$-	0	0	\$-	0	0	\$-
Craven	0	0	\$-	0	0	\$-	0	0	\$-
Cumberland	1	15	\$6,572,000.00	0	0	\$-	1	15	\$6,572,000.00
Currituck	0	0	\$-	0	0	\$-	0	0	\$-
Dare	0	0	\$-	0	0	\$-	0	0	\$-
Davidson	2	70	\$36,812,500.00	0	0	\$-	2	70	\$36,812,500.00
Davie	1	10	\$320,451.00	0	0	\$-	1	10	\$320,451.00
Duplin	1	40	\$100,000,000.00	1	40	\$100,000,000.00	0	0	\$-
Durham	3	268	\$61,231,375.00	1	58	\$141,375.00	2	210	\$61,090,000.00
Edgecombe	2	191	\$173,802,000.00	1	149	\$160,000,000.00	1	42	\$13,802,000.00
Forsyth	2	490	\$45,650,000.00	1	390	\$3,900,000.00	1	100	\$41,750,000.00



Appendix A: Business Recruitment Performance Metrics

Business Recruitment and Expansion Projects by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Franklin	3	250	\$150,200,000.00	0	0	\$-	3	250	\$150,200,000.00
Gaston	2	57	\$10,150,000.00	1	7	\$3,150,000.00	1	50	\$7,000,000.00
Gates	0	0	\$-	0	0	\$-	0	0	\$-
Graham	0	0	\$-	0	0	\$-	0	0	\$-
Granville	2	100	\$17,720,000.00	0	0	\$-	2	100	\$17,720,000.00
Greene	1	22	\$560,000.00	0	0	\$-	1	22	\$560,000.00
Guilford	3	205	\$5,308,000.00	1	70	\$308,000.00	2	135	\$5,000,000.00
Halifax	2	36	\$50,353,000.00	1	16	\$48,253,000.00	1	20	\$2,100,000.00
Harnett	1	25	\$2,000,000.00	0	0	\$-	1	25	\$2,000,000.00
Haywood	0	0	\$-	0	0	\$-	0	0	\$-
Henderson	2	71	\$24,600,000.00	1	46	\$18,100,000.00	1	25	\$6,500,000.00
Hertford	0	0	\$-	0	0	\$-	0	0	\$-
Hoke	0	0	\$-	0	0	\$-	0	0	\$-
Hyde	0	0	\$-	0	0	\$-	0	0	\$-
Iredell	2	43	\$78,000,000.00	2	43	\$78,000,000.00	0	0	\$-
Jackson	1	10	\$2,615,000.00	0	0	\$-	1	10	\$2,615,000.00
Johnston	2	66	\$12,366,426.00	0	0	\$-	2	66	\$12,366,426.00
Jones	0	0	\$-	0	0	\$-	0	0	\$-
Lee	4	524	\$157,192,000.00	1	92	\$3,750,000.00	3	432	\$153,442,000.00
Lenoir	4	102	\$27,200,000.00	0	0	\$-	4	102	\$27,200,000.00
Lincoln	3	293	\$32,188,124.00	0	0	\$-	3	293	\$32,188,124.00
Macon	0	0	\$-	0	0	\$-	0	0	\$-
Madison	0	0	\$-	0	0	\$-	0	0	\$-
Martin	1	31	\$12,800,000.00	1	31	\$12,800,000.00	0	0	\$-
McDowell	3	126	\$8,000,000.00	0	0	\$-	3	126	\$8,000,000.00
Mecklenburg	18	4,223	\$391,273,151.00	12	2,941	\$300,373,151.00	6	1,282	\$90,900,000.00
Mitchell	1	5	\$150,000.00	0	0	\$-	1	5	\$150,000.00
Montgomery	4	133	\$5,425,189.00	2	116	\$4,331,000.00	2	17	\$1,094,189.00
Moore	1	11	\$3,500,000.00	0	0	\$-	1	11	\$3,500,000.00
Nash	0	0	\$-	0	0	\$-	0	0	\$-
New Hanover	1	6	\$500,000.00	0	0	\$-	1	6	\$500,000.00
Northampton	1	21	\$4,900,000.00	0	0	\$-	1	21	\$4,900,000.00
Onslow	0	0	\$-	0	0	\$-	0	0	\$-
Orange	1	185	\$30,000,000.00	1	185	\$30,000,000.00	0	0	\$-



Appendix A: Business Recruitment Performance Metrics

Business Recruitment and Expansion Projects by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Pamlico	0	0	\$-	0	0	\$-	0	0	\$-
Pasquotank	0	0	\$-	0	0	\$-	0	0	\$-
Pender	1	15	\$2,000,000.00	0	0	\$-	1	15	\$2,000,000.00
Perquimans	0	0	\$-	0	0	\$-	0	0	\$-
Person	1	57	\$31,000,000.00	0	0	\$-	1	57	\$31,000,000.00
Pitt	3	78	\$6,355,000.00	1	25	\$250,000.00	2	53	\$6,105,000.00
Polk	1	8	\$2,000,493.00	0	0	\$-	1	8	\$2,000,493.00
Randolph	7	414	\$56,011,996.76	2	316	\$20,454,757.00	5	98	\$35,557,239.76
Richmond	1	94	\$12,750,000.00	1	94	\$12,750,000.00	0	0	\$-
Robeson	5	368	\$29,607,281.00	2	207	\$17,950,000.00	3	161	\$11,657,281.00
Rockingham	1	25	\$450,000,000.00	1	25	\$450,000,000.00	0	0	\$-
Rowan	1	40	\$2,000,000.00	1	40	\$2,000,000.00	0	0	\$-
Rutherford	1	610	\$18,500,000.00	1	610	\$18,500,000.00	0	0	\$-
Sampson	0	0	\$-	0	0	\$-	0	0	\$-
Scotland	2	93	\$44,626,500.00	1	65	\$43,800,000.00	1	28	\$826,500.00
Stanly	1	12	\$1,700,000.00	0	0	\$-	1	12	\$1,700,000.00
Stokes	0	0	\$-	0	0	\$-	0	0	\$-
Surry	0	0	\$-	0	0	\$-	0	0	\$-
Swain	0	0	\$-	0	0	\$-	0	0	\$-
Transylvania	0	0	\$-	0	0	\$-	0	0	\$-
Tyrell	0	0	\$-	0	0	\$-	0	0	\$-
Union	1	80	\$40,000,000.00	1	80	\$40,000,000.00	0	0	\$-
Vance	1	0	\$21,000,000.00	0	0	\$-	1	0	\$21,000,000.00
Wake	7	2,858	\$133,719,000.00	5	1,838	\$77,719,000.00	2	1,020	\$56,000,000.00
Warren	0	0	\$-	0	0	\$-	0	0	\$-
Washington	0	0	\$-	0	0	\$-	0	0	\$-
Watauga	0	0	\$-	0	0	\$-	0	0	\$-
Wayne	1	88	\$21,250,000.00	1	88	\$21,250,000.00	0	0	\$-
Wilkes	1	75	\$14,000,000.00	0	0	\$-	1	75	\$14,000,000.00
Wilson	3	81	\$183,600,000.00	2	65	\$3,600,000.00	1	16	\$180,000,000.00
Yadkin	1	58	\$7,600,000.00	0	0	\$-	1	58	\$7,600,000.00
Yancey	0	0	\$-	0	0	\$-	0	0	\$-
TOTAL	144	15,748	\$3,831,981,726.76	55	8,396	\$1,603,138,523.00	89	7,352	\$2,228,843,203.76



Appendix A: Business Recruitment Performance Metrics

Business Recruitment and Expansion Projects by Tier

Tier	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Tier 1	34	2,069	\$416,201,210.00	12	1,440	\$332,682,240.00	22	629	\$83,518,970.00
Tier 2	58	3,653	\$2,046,544,440.76	17	1,251	\$719,014,757.00	41	2,402	\$1,327,529,683.76
Tier 3	52	10,026	\$1,369,236,076.00	26	5,705	\$551,441,526.00	26	4,321	\$817,794,550.00
TOTAL	144	15,748	\$3,831,981,726.76	55	8,396	\$1,603,138,523.00	89	7,352	\$2,228,843,203.76

Business Recruitment and Expansion Projects by Prosperity Zone

Tier	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Western	6	1,250	\$68,115,493.00	2	656	\$36,600,000.00	4	594	\$31,515,493.00
Northwest	20	1,283	\$341,126,000.00	4	227	\$24,310,000.00	16	1,056	\$316,816,000.00
Southwest	36	5,822	\$1,408,259,515.00	20	3,378	\$456,871,391.00	16	2,444	\$951,388,124.00
Piedmont-Triad (Central)	21	1,615	\$711,402,947.76	7	1,066	\$548,762,757.00	14	549	\$162,640,190.76
North Central	30	4,605	\$973,830,801.00	11	2,387	\$275,210,375.00	19	2,218	\$698,620,426.00
Sandhills (South Central)	15	734	\$103,328,970.00	6	482	\$78,831,000.00	9	252	\$24,497,970.00
Southeast	9	273	\$151,510,000.00	2	128	\$121,250,000.00	7	145	\$30,260,000.00
Northeast	7	166	\$74,408,000.00	3	72	\$61,303,000.00	4	94	\$13,105,000.00
TOTAL	144	15,748	\$3,831,981,726.76	55	8,396	\$1,603,138,523.00	89	7,352	\$2,228,843,203.76

Number of Business Inquiries

During FY 2017, the EDPNC received 474,231 inquiries for business relocation, investment, and expansion as measured by web traffic. That compares to 159,318 such inquires in FY 2016.



Appendix B: Global Business Services Performance Metrics

Number of Existing Companies Supported by County

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Alamance	11	Cumberland	64
Alexander	6	Currituck	2
Alleghany	7	Dare	5
Anson	11	Davidson	24
Ashe	11	Davie	12
Avery	5	Duplin	9
Beaufort	10	Durham	8
Bertie	3	Edgecombe	6
Bladen	8	Forsyth	16
Brunswick	18	Franklin	7
Buncombe	34	Gaston	12
Burke	23	Gates	1
Cabarrus	12	Graham	15
Caldwell	18	Granville	12
Camden	1	Greene	7
Carteret	6	Guilford	44
Caswell	3	Halifax	12
Catawba	25	Harnett	9
Chatham	12	Haywood	9
Cherokee	14	Henderson	11
Chowan	10	Hertford	4
Clay	6	Hoke	9
Cleveland	9	Hyde	1
Columbus	7	Iredell	21
Craven	13	Jackson	8

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Johnston	11	Randolph	14
Jones	4	Richmond	16
Lee	10	Robeson	18
Lenoir	12	Rockingham	12
Lincoln	15	Rowan	14
Macon	11	Rutherford	4
Madison	2	Sampson	6
Martin	10	Scotland	10
McDowell	16	Stanly	14
Mecklenburg	68	Stokes	3
Mitchell	16	Surry	5
Montgomery	12	Swain	7
Moore	14	Transylvania	15
Nash	9	Tyrell	3
New Hanover	33	Union	16
Northampton	1	Vance	7
Onslow	15	Wake	65
Orange	6	Warren	2
Pamlico	3	Washington	2
Pasquotank	7	Watauga	7
Pender	11	Wayne	11
Perquimans	1	Wilkes	13
Person	4	Wilson	9
Pitt	8	Yadkin	0
Polk	4	Yancey	8
		TOTAL	1195



Appendix B: Global Business Services Performance Metrics

Number of Existing Companies Supported by Tier

Tier Designation	Number of Existing Companies Supported
Tier 1	328
Tier 2	435
Tier 3	432
TOTAL	1195

Appendix B: Global Business Services Performance Metrics

Number of Existing Companies Supported by Prosperity Zone

Prosperity Zone	Number of Existing Companies Supported
Western	140
Northwest	155
Southwest	192
Piedmont-Triad (Central)	144
North Central	177
Sandhills (South Central)	164
Southeast	142
Northeast	81
TOTAL	1195



Appendix B: Global Business Services Performance Metrics

Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by County

County	Co. Receiving Export Asst.	Export Value (USD)	County	Co. Receiving Export Asst.	Export Value (USD)
Alamance	15	\$5,552,000.00	Franklin	2	\$-
Alexander	2	\$-	Gaston	5	\$2,748,000.00
Alleghany	1	\$-	Gates	0	\$-
Anson	1	\$-	Graham	1	\$-
Ashe	1	\$-	Granville	2	\$-
Avery	1	\$-	Greene	1	\$-
Beaufort	13	\$850,000.00	Guilford	47	\$17,373,963.00
Bertie	1	\$-	Halifax	2	\$-
Bladen	1	\$-	Harnett	5	\$-
Brunswick	6	\$17,462,612.00	Haywood	2	\$9,500.00
Buncombe	24	\$5,911,500.00	Henderson	7	\$90,000.00
Burke	5	\$4,100,000.00	Hertford	0	\$-
Cabarrus	6	\$504,216,277.00	Hoke	1	\$-
Caldwell	4	\$-	Hyde	0	\$-
Camden	0	\$-	Iredell	17	\$1,200.00
Carteret	4	\$1,050,000.00	Jackson	1	\$-
Caswell	2	\$-	Johnston	1	\$-
Catawba	24	\$18,540,395.00	Jones	0	\$-
Chatham	5	\$-	Lee	1	\$-
Cherokee	1	\$-	Lenoir	1	\$-
Chowan	3	\$540.00	Lincoln	3	\$-
Clay	0	\$-	Macon	2	\$18,000.00
Cleveland	4	\$-	Madison	0	\$-
Columbus	0	\$-	Martin	1	\$-
Craven	2	\$-	McDowell	2	\$-
Cumberland	11	\$6,667,966.00	Mecklenburg	68	\$14,287,500.00
Currituck	1	\$-	Mitchell	2	\$11,295,219.00
Dare	2	\$-	Montgomery	2	\$-
Davidson	11	\$6,015,448.00	Moore	9	\$23,599,679.00
Davie	2	\$-	Nash	4	\$-
Duplin	2	\$-	New Hanover	21	\$122,265,277.00
Durham	19	\$550,000.00	Northampton	0	\$-
Edgecombe	2	\$1,464,000.00	Onslow	3	\$-
Forsyth	8	\$-	Orange	4	\$345,000.00

County	Co. Receiving Export Asst.	Export Value (USD)
Pamlico	0	\$-
Pasquotank	1	\$-
Pender	4	\$9,199,871.00
Perquimans	0	\$-
Person	1	\$-
Pitt	6	\$3,975,000.00
Polk	3	\$-
Randolph	9	\$8,337,315.00
Richmond	1	\$-
Robeson	3	\$-
Rockingham	3	\$-
Rowan	4	\$751,944.00
Rutherford	2	\$-
Sampson	0	\$-
Scotland	1	\$-
Stanly	1	\$110,000.00
Stokes	1	\$-
Surry	3	\$-
Swain	0	\$-
Transylvania	1	\$-
Tyrell	1	\$-
Union	7	\$3,449,500.00
Vance	2	\$-
Wake	100	\$60,136,930.00
Warren	1	\$-
Washington	1	\$-
Watauga	2	\$-
Wayne	1	\$-
Wilkes	3	\$57,719.00
Wilson	2	\$-
Yadkin	1	\$-
Yancey	0	\$-
TOTAL	566	\$875,462,059.00



Appendix B: Global Business Services Performance Metrics

Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by Tier

Tier Designation	Companies Receiving Export Assistance	Export Value (USD)
Tier 1	66	\$30,066,112.00
Tier 2	138	\$555,336,970.00
Tier 3	362	\$290,058,977.00
TOTAL	566	\$875,462,059.00

Appendix B: Global Business Services Performance Metrics

Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by Prosperity Zone

Prosperity Zone	Companies Receiving Export Assistance	Export Value (USD)
Western	44	\$6,973,119.00
Northwest	46	\$38,703,547.00
Southwest	115	\$85,349,706.00
Piedmont-Triad (Central)	102	\$180,605,863.00
North Central	151	\$529,258,300.00
Sandhills (South Central)	29	\$422,000.00
Southeast	47	\$28,199,524.00
Northeast	32	\$5,950,000.00
TOTAL	566	\$875,462,059.00



Appendix C: Tourism & Marketing Performance Metrics

Calendar Year 2016 Visitor Spending and State and Local Tax Revenue by County

County	Visitor Spending (in Millions)	State & Local Tax Receipts (in Millions)
Alamance	\$179.84	\$13.79
Alexander	\$19.89	\$1.94
Alleghany	\$23.81	\$2.73
Anson	\$16.63	\$1.40
Ashe	\$54.89	\$5.81
Avery	\$119.36	\$11.27
Beaufort	\$81.29	\$8.95
Bertie	\$13.17	\$1.48
Bladen	\$38.67	\$3.49
Brunswick	\$543.55	\$58.35
Buncombe	\$1,070.21	\$89.58
Burke	\$98.48	\$8.25
Cabarrus	\$433.03	\$32.50
Caldwell	\$52.54	\$4.52
Camden	\$2.01	\$0.27
Carteret	\$351.16	\$36.55
Caswell	\$8.91	\$1.06
Catawba	\$264.51	\$22.56
Chatham	\$33.79	\$2.65
Cherokee	\$48.11	\$4.98
Chowan	\$21.27	\$2.38
Clay	\$13.25	\$2.02
Cleveland	\$106.95	\$8.27
Columbus	\$53.48	\$4.58
Craven	\$136.88	\$10.55
Cumberland	\$525.39	\$39.62
Currituck	\$154.18	\$13.80
Dare	\$1,099.75	\$102.31
Davidson	\$159.59	\$14.21
Davie	\$36.48	\$2.71
Duplin	\$39.94	\$3.65
Durham	\$775.32	\$67.76

County	Visitor Spending (in Millions)	State & Local Tax Receipts (in Millions)
Edgecombe	\$58.00	\$4.30
Forsyth	\$846.21	\$65.98
Franklin	\$23.52	\$1.91
Gaston	\$251.71	\$18.66
Gates	\$6.22	\$0.62
Graham	\$26.87	\$3.07
Granville	\$47.08	\$4.14
Greene	\$5.87	\$0.54
Guilford	\$1,348.10	\$100.98
Halifax	\$91.78	\$7.96
Harnett	\$85.03	\$6.69
Haywood	\$178.60	\$16.63
Henderson	\$274.62	\$24.30
Hertford	\$28.44	\$2.45
Hoke	\$11.42	\$0.83
Hyde	\$34.62	\$3.54
Iredell	\$247.26	\$21.28
Jackson	\$188.24	\$19.17
Johnston	\$232.49	\$18.97
Jones	\$4.05	\$0.38
Lee	\$75.25	\$5.90
Lenoir	\$84.13	\$6.39
Lincoln	\$53.58	\$4.60
Macon	\$163.92	\$20.45
Madison	\$38.08	\$3.72
Martin	\$31.41	\$2.51
McDowell	\$56.56	\$5.06
Mecklenburg	\$5,161.07	\$371.89
Mitchell	\$23.02	\$2.02
Montgomery	\$29.26	\$4.38
Moore	\$468.86	\$38.04
Nash	\$288.23	\$23.10

County	Visitor Spending (in Millions)	State & Local Tax Receipts (in Millions)
New Hanover	\$553.60	\$49.29
Northampton	\$14.43	\$1.89
Onslow	\$222.04	\$20.15
Orange	\$192.63	\$14.64
Pamlico	\$17.70	\$2.67
Pasquotank	\$62.31	\$4.89
Pender	\$92.18	\$10.85
Perquimans	\$10.39	\$1.62
Person	\$36.35	\$2.97
Pitt	\$231.16	\$17.26
Polk	\$28.35	\$3.10
Randolph	\$138.90	\$10.77
Richmond	\$47.81	\$3.46
Robeson	\$144.65	\$11.36
Rockingham	\$70.85	\$5.50
Rowan	\$166.85	\$14.32
Rutherford	\$173.79	\$15.75
Sampson	\$50.56	\$4.48
Scotland	\$43.67	\$3.19
Stanly	\$79.37	\$7.04
Stokes	\$24.17	\$2.20
Surry	\$121.14	\$9.40
Swain	\$202.46	\$17.19
Transylvania	\$94.62	\$8.04
Tyrell	\$3.62	\$0.51
Union	\$133.30	\$9.84
Vance	\$48.10	\$4.34
Wake	\$2,171.14	\$163.06
Warren	\$25.40	\$3.19
Washington	\$15.00	\$1.49
Watauga	\$248.26	\$22.24
Wayne	\$162.31	\$12.72

County	Visitor Spending (in Millions)	State & Local Tax Receipts (in Millions)
Wilkes	\$74.83	\$5.53
Wilson	\$115.60	\$9.11
Yadkin	\$37.90	\$2.98
Yancey	\$36.86	\$4.26
<b>TOTAL</b>	<b>\$22,932.13</b>	<b>\$1,875.75</b>



Appendix C: Tourism & Marketing Performance Metrics

Calendar Year 2016 Visitor Spending and State and Local Tax Revenue by Tier

Tier Designation	Visitor Spending (in Millions)	State & Local Tax Receipts (in Millions)
Tier 1	\$2,306.01	\$215.75
Tier 2	\$5,395.76	\$456.65
Tier 3	\$15,230.36	\$1,203.35
<b>TOTAL</b>	<b>\$22,932.13</b>	<b>\$1,875.75</b>

Number of Consumer Inquiries

During FY 2017, EPNDC’s tourism division – Visit NC – received 7,245,953 consumer inquiries as measured by web traffic plus call center activity.

Appendix C: Tourism & Marketing Performance Metrics

Calendar Year 2016 Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending (in Millions)	State & Local Tax Receipts (in Millions)
Western	\$2,501.12	\$228.00
Northwest	\$1,073.01	\$96.19
Southwest	\$6,649.75	\$489.80
Piedmont-Triad (Central)	\$2,972.09	\$229.58
North Central	\$4,207.93	\$332.73
Sandhills (South Central)	\$1,413.77	\$113.43
Southeast	\$2,213.41	\$212.09
Northeast	\$1,901.05	\$173.93
<b>TOTAL</b>	<b>\$22,932.13</b>	<b>\$1,875.75</b>



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ROY COOPER  
Governor

ANTHONY M. COPELAND  
Secretary

### Attachment 3

## Listing of Each Entity Referred to Commerce by the EDPNC in FY 16-17

### Companies Locating or Expanding in North Carolina (Referred in FY 16-17, Announced July 1, 2016 – September 1, 2017)

Entity	Jobs Announced	Capital Investment Announced	Tier	County
ABC Phones of North Carolina, Inc.	250	\$4,950,000.00	3	Wake
Absolute Bus	61	\$2,437,228.00	1	Robeson
Adhezion Biomedical, LLC	40	\$3,500,000.00	1	Caldwell
AEGIS Power Systems, Inc.	6	\$2,000,000.00	1	Cherokee
Albemarle Corporation	170	\$10,500,000.00	2	Cleveland
Alevo	202	\$251,500,000.00	3	Cabarrus
Allstate Insurance	2,250	\$22,600,000.00	3	Mecklenburg
Altec Industries Inc	50	\$16,700,000.00	2	Granville
AMP Services, LLC	40	\$4,000,000.00	1	Caldwell
Amrep Inc.	40	\$2,000,000.00	2	Rowan
Artisanal Brewing Ventures	45	\$6,000,000.00	3	Mecklenburg
AXA Financial Group	550	\$18,000,000.00	3	Mecklenburg
Baxter Healthcare Corp	90	\$7,400,000.00	1	McDowell
Borealis Group	47	\$15,000,000.00	2	Alexander
Bosch	100	\$22,000,000.00	3	Lincoln
Boston Fruit Slice	16	\$442,000.00	2	Lee
CACI	15	\$6,572,000.00	2	Cumberland
Carolina Structural Systems	71	\$1,350,000.00	1	Montgomery
CCBCC Operations, LLC	20	\$4,000,000.00	2	Guilford
Clearwater Paper Corporation	180	\$330,000,000.00	2	Cleveland
Consolidated Metco Inc	80	\$40,000,000.00	3	Union
Continental Teves, Inc.	160	\$40,000,000.00	2	Burke
Core Technology Molding	22	\$4,000,000.00	2	Guilford
Corning Inc	210	\$67,000,000.00	2	Catawba



Corning Inc	200	\$109,000,000.00	3	Cabarrus
Credit Suisse	1,200	\$65,000,000.00	3	Wake
Dilmar	4	\$1,000,000.00	2	Wilson
Dupree Farms	25	\$2,000,000.00	2	Harnett
EGGER Group	400	\$300,000,000.00	2	Davidson
Elkamet Plastics Technology Pty. Ltd.	25	\$6,500,000.00	3	Henderson
Ennis-Flint	20	\$512,500.00	2	Davidson
F.C.C. North Carolina,inc	28	\$826,500.00	1	Scotland
Fibertex Personal Care	145	\$114,125,000.00	2	Randolph
Gary J Younts Machine Co Inc	15	\$4,000,000.00	2	Randolph
GKN Driveline Americas	302	\$206,600,000.00	2	Alamance; Catawba; Lee; Person
Grady White Boats	44	\$5,800,000.00	2	Pitt
Home Elevator and Lift Products	22	\$560,000.00	1	Greene
INC Research, LLC	550	\$51,500,000.00	3	Wake
Infosys Limited	2,000	\$8,730,000.00	3	Wake
JELD-WEN, Inc.	210	\$38,000,000.00	3	Mecklenburg
Kaco USA Inc.	100	\$8,361,124.00	3	Lincoln
Keihin Carolina System Technology, LLC	42	\$13,802,000.00	1	Edgecombe
Kellex Seating	32	\$1,800,000.00	2	Burke
K-Flex USA	100	\$45,000,000.00	2	Franklin
King Charles Industries, LLC	45	\$2,981,000.00	1	Montgomery
King Charles Industries, LLC	100	\$12,548,240.00	1	Anson
Linder Industrial Machinery Co	75	\$7,600,000.00	3	Cabarrus
Lotus Bakeries	60	\$55,300,000.00	2	Alamance
LS Tractor USA	31	\$11,900,000.00	2	Nash
Mafic	113	\$17,900,000.00	2	Cleveland
MAS Capital	288	\$19,954,757.00	2	Randolph
Meherrin River Forest Products	20	\$2,100,000.00	1	Halifax
Metallum Recycling LLC	28	\$366,426.00	3	Johnston
Moen Incorporated	35	\$15,900,000.00	1	Lenoir
Mountaire Farms Inc	65	\$43,800,000.00	1	Scotland
Mueller Steam	50	\$3,700,000.00	1	Robeson



New York Air Brake	28	\$1,158,000.00	2	Rowan
Norafin GmbH	46	\$18,100,000.00	3	Henderson
Oerlikon Metco (US) Inc	95	\$55,000,000.00	3	Mecklenburg
Palziv America	40	\$5,200,000.00	2	Franklin
Peak Demand, Inc.	61	\$2,600,000.00	2	Wilson
Pepsi Bottling Ventures LLC	50	\$16,500,000.00	1	Robeson
Petty's Garage	21	\$7,685,000.00	2	Randolph
Pfizer Inc.	40	\$100,000,000.00	2	Lee
Pilgrim's Pride	15	\$12,792,658.76	2	Randolph
Princeton Laboratories	123	\$10,331,776.00	3	Mecklenburg
Prysmian Group	50	\$20,000,000.00	2	Catawba
R L Carriers	40	\$7,000,000.00	2	Rowan
Reeb Millwork Southeast	10	\$320,451.00	2	Davie
Reliance Packaging	11	\$3,500,000.00	3	Moore
Revlon Inc	55	\$16,125,000.00	2	Granville
Ryan-Al Door Systems	52	\$1,750,000.00	1	Caldwell
Sapona Plastics LLC	25	\$2,710,291.00	2	Randolph
Selma Precision Technologies	38	\$12,000,000.00	3	Johnston
ShareFile by Citrix	400	\$5,000,000.00	3	Wake
SiteHands, Inc.	249	\$3,900,000.00	3	Mecklenburg
Snyder's-Lance Inc	200	\$38,000,000.00	3	Mecklenburg
SouthCorr Packaging	22	\$8,369,290.00	2	Randolph
Southeastern Metal Products	70	\$5,100,000.00	3	Mecklenburg
Specialty Product Technologies	20	\$848,000.00	1	Bladen
Stay Online	50	\$1,020,000.00	2	Granville
Taylor Staves	20	\$200,000.00	1	McDowell
The Social Beverage Company	34	\$5,800,000.00	1	Lenoir
Time Warner Cable, Inc.	655	\$6,615,000.00	3	Mecklenburg
Total Quality Logistics	182	\$590,750.00	3	Guilford
Trilliant Incorporated	130	\$1,800,000.00	3	Wake
Trinity Frozen Foods	50	\$5,520,053.00	1	Robeson
TrueLearn LLC	44	\$435,000.00	3	Iredell
Tükek Holding	390	\$3,900,000.00	3	Forsyth
Verizon Wireless Corp HQ	300	\$12,000,000.00	3	Mecklenburg
Weitron	31	\$12,800,000.00	1	Martin
Williams-Sonoma, Inc.	72	\$1,190,000.00	2	Catawba
WNC Outdoor Development	10	\$2,615,000.00	1	Jackson



## Companies Not Selecting North Carolina

Entity	Jobs	Capital Investment	Tiers(s) Under Consideration	Counties Considered
Actega, North America, Inc.	92	\$29,502,373.00	3	Lincoln
Arthrex, Inc.	785	\$64,000,000.00	1; 2; 3	Alamance; Beaufort; Brunswick; Buncombe; Cabarrus; Catawba; Craven; Cumberland; Davidson; Durham; Forsyth; Granville; Guilford; Henderson; Johnston; Mecklenburg; New Hanover; Pitt; Wake; Wilson
Blue Origin	300	\$110,000,000.00	3	Durham; Mecklenburg; Orange; Wake
CoStar	732	\$24,000,000.00	3	Mecklenburg
Crown Laundry	170	\$10,000,000.00	1	Anson; Cumberland; Richmond; Robeson; Union
Honeywell	833	\$19,169,430.00	3	Durham; Wake
Lakeshore Learning Materials	277	\$51,800,000.00	3	Davidson; Forsyth; Guilford
Nobles Worldwide, Inc	40	\$2,500,000.00	-	Statewide
NOT DISCLOSED	1,758	\$116,400,000.00	3	Mecklenburg
NOT DISCLOSED	950	\$40,000,000.00	3	Wake
NOT DISCLOSED	79	\$38,000,000.00	2; 3	Durham; Franklin; Wake; Wilson
NOT DISCLOSED	500	\$58,000,000.00	3	Statewide
Piping Rock Health Products LLC	367	\$24,850,000.00	1; 2	Cumberland; Halifax
Polyram Plastics Industries	53	\$14,000,000.00	1; 2	Alamance; Alexander; Anson; Cabarrus; Catawba; Chatham; Cleveland; Cumberland; Durham; Edgecombe; Franklin; Harnett; Iredell; Johnston; Lee; Lincoln; Mecklenburg; Nash; Orange; Person; Randolph; Rowan; Sampson; Stanly; Vance; Wake; Wilson
PSA Groupe	20	\$1,000,000	3	Wake
Republic Services	687	\$24,600,000.00	3	Mecklenburg
Rockline Industries	224	\$10,000,000.00	2	Cleveland



**Companies Still Considering a North Carolina Location, as of  
September 1, 2017**

<b>Tier</b>	<b>No. of Projects</b>	<b>Jobs</b>	<b>Investment</b>
Tier 1	14	3,160	\$1,478,590,000.00
Tier 2	20	2,917	\$561,941,004.00
Tier 3	18	5,027	\$831,675,308.00
Tiers 1, 2	2	247	\$89,400,000.00
Tiers 2, 3	11	4,544	\$1,139,046,000.00
Tiers 1, 2, 3	4	1,058	\$514,500,000.00





ROY COOPER  
*Governor*

ANTHONY M. COPELAND  
*Secretary*

#### Attachment 4

### Issues of Non-Compliance by the EDPNC and Response from Commerce in FY 16-17

Date	Instance of Non-Compliance	Commerce Response
None	None	None



## Attachment 5

### Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce on Behalf of the EDPNC in FY 16-17

Date	Entity	Amount of Funds Donated
None	None	None



## Attachment 6

### **Listing of Gifts/Contributions Received by the EDPNC by Entity Receiving Award from Commerce in FY 16-17\***

Name of Entity	Amount of Gift	Amount of Award
None	None	None

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