



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 29, 2024

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.



ATTACHMENT 1

Executive Summary Economic Development Partnership of North Carolina Calendar Year 2023 Report to the North Carolina Department of Commerce

In December 2022, the contract between the North Carolina Department of Commerce (“the Department”) and the Economic Development Partnership of North Carolina, Inc. (“EDPNC”), a North Carolina nonprofit corporation, was renewed for three more years, through December 31, 2025. Pursuant to the contract, the EDPNC agreed to continue to provide sales and marketing functions to the State, responsible for: business recruitment, existing industry and small business support, import and export assistance, marketing, tourism, film and sports development. In addition, the EDPNC received funding to conduct the Megasite Readiness Program and the Tourism Recovery Pilot Program.

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 2023 is included in Attachment 2.

The chart below summarizes the key performance metrics from the 2023 calendar year compared to the previous three calendar years.

For business recruitment:	CY 2020	CY 2021	CY 2022	CY 2023
Number of jobs announced by the Department in total	20,026	23,747	27,144	10,824
Number of jobs announced resulting from recruitment of new businesses	12,636	16,833	22,038	6,888
Number of jobs announced resulting from existing business expansions	7,390	6,915	5,106	3,936
Total U.S. dollar amount of investment resulting from new projects	\$6,335,466,785	\$10,015,024,655	\$15,587,970,123	\$4,865,888,418
Total U.S. dollar amount of investment resulting from recruitment of new businesses	\$4,141,790,603	\$8,044,343,342	\$13,568,032,265	\$3,098,903,500
Total U.S. dollar amount of investment resulting	\$2,193,676,182	\$1,970,681,313	\$2,019,937,858	\$1,766,984,918

For business recruitment:	CY 2020	CY 2021	CY 2022	CY 2023
from existing business expansions				
Total U.S. dollar amount of foreign direct investment	\$1,360,162,194	\$4,197,658,978	\$5,512,970,495	\$1,810,329,222
Number of business inquiries for business relocation, investment, and expansion*	425,650	559,105	3,065,634	4,809
For business services:	CY 2020	CY 2021	CY 2022	CY 2023
Number of existing businesses receiving support	1,322	1,315	1,003	1,200
Number of Business Services Team leads that lead to an expansion of existing businesses	66	95	79	57
Number of businesses receiving export assistance	633	629	572	577
Total U.S. dollar amount of exports by assisted companies	\$1,143,464,232	\$1,179,438,360	\$833,957,826	\$51,125,608
For tourism and marketing:	CY 2020	CY 2021	CY2022	CY 2023
Number of consumer inquiries about travel to North Carolina	5,870,490	5,314,212	4,414,013	5,300,000
Total U.S. dollar amount of spending by visitors while in North Carolina	\$26,773,350,000	\$19,959,290,000	\$28,919,800,000	\$33,326,000,000
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina	\$2,162,890,000	\$1,814,560,000	\$2,357,800,000	\$2,457,400,000

* In previous years, this metric was measured as inquiries for business relocation, investment, and expansion via web traffic. In 2023, it was measured as all marketing qualified leads for business investment and expansion. It is anticipated that this will be the way the metric is measured in future years as well.



January 31, 2024

Office of the Secretary
North Carolina Department of Commerce
301 North Wilmington St.
Raleigh, N.C. 27699

Dear Secretary Sanders,

The Economic Development Partnership of North Carolina respectfully submits herein its annual report for 2023.

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

In 2023, the EDPNC and our state and local partners successfully competed for 111 new corporate facility and expansion projects. Combined these announcements are expected to create 10,824 new jobs and over \$4.8 billion in new investment. While the megaprojects that characterized 2022 did not announce at the same rate in 2023, the investment pipeline remains as robust as ever for 2024 and beyond.

Announced recruitment and expansion projects spanned the diverse geography of our state, bringing new opportunities and prosperity to urban, suburban, and rural areas alike. Among others, project highlights in 2023 included: Finland-based Kempower announced plans for a 600-job EV charger manufacturing facility in Durham County; Siemens Mobility is investing over \$220 million with plans to hire 500 at a train manufacturing facility in Davidson County; Epsilon Advanced Materials announced plans to hire 500 and invest \$650 million in a new manufacturing facility in Brunswick County that will produce components for electric batteries; and Bosch announced plans to expand its plant in Lincoln County, adding over 400 jobs and \$109 million in new investment.

Beyond business recruitment and expansion efforts, EDPNC supports the development of the State's economy through its efforts in tourism and business marketing, small business counseling, existing industry support, and export assistance. Highlights from those efforts in 2023 included:

- Our Existing Industry team, serving in each of eight Prosperity Zones across the state, provided support to over 1,200 businesses. The team supported 57 company expansion announcements – the majority landing in Tier 1 and Tier 2 counties – that are expected to create nearly 4,000 jobs and \$1.76 billion of new capital investment



- Our International Trade team, which assists small and mid-sized manufacturers enter new markets around the world, helped over 570 North Carolina businesses expand their customer base overseas. This included 305 businesses in Tier 1 and 2 communities, and 173 minority- and/or women-owned businesses.
- Our Small Business Advisory team provided technical assistance to more than 4,800 minority, women and/or veteran entrepreneurs and small business owners. New business formation slowed from early pandemic highs, but remained strong relative to prepandemic levels.
- Our Marketing & Research team continued to see very positive results produced by the "All in North Carolina" business marketing campaign (now in its second year), which touts the state's advantages to growing and relocating businesses as well as workforce talent. Since its launch in 2022, the campaign has produced more than 7,000 marketing qualified leads, with 57 of those converting to projects, representing a cumulative \$2.7 billion in potential investment and more than 8,000 potential jobs. Additionally, our market research tracking studies have shown an increase in strong positive perceptions of the state, up 34% pre/post advertising with an increase in consideration of 7%.
- Our Visit NC tourism marketing team launched a new "For Real, Visit NC" advertising campaign expanding into new markets throughout the Northeast, Southeast, Midwest and internationally with the increased funding received from the North Carolina General Assembly. The North Carolina tourism industry saw continued recovery in 2023 and visitor spending is expected to beat the record level of \$33.3 billion set in 2022. Our Outdoor NC initiative announced its evolution to include accessibility and a Trail Town designation guide for outdoor, cultural and experiential trails. Direct spending by film productions in the state eclipsed \$78 million; industry-wide labor disputes and a complete stoppage of work throughout the United States greatly impacted the amount of work taking place in North Carolina. Despite the challenges, the state hosted productions from Netflix, Hallmark, Paramount, and Warner Bros. Discovery as well as a number of independent projects.

We remain grateful for the collaborative effort between the EDPNC and the N.C. Department of Commerce, and for the support of Governor Cooper, the General Assembly, regional and local economic development organizations, and the many private sector partners that help to make these collective achievements possible.

Sincerely,

Gene McLaurin
EDPNC Board Chairman

Christopher Chung
EDPNC Chief Executive Officer

PERFORMANCE RESULTS

Performance results by function are included in the tables appended to the end of this report. Where applicable, results are broken down by county, tier, and Prosperity Zone. All figures represent 2023 results except for visitor spending and tax revenues in Appendix C, which represent 2022 results due to a lag in data availability. Visitor spending and tax revenues for 2023 will be available in late Spring of 2024.

SALARIES AND COMPENSATION

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

In addition to their salaries, EDPNC employees 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 to up to 18.75 percent of his or her gross annual salary. Eligibility percentages vary based on the function of each position, i.e. sales vs. administrative.

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

Under the performance-based 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 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, 2023.

Job Title	Salary	From Public Funds	From Private Funds
Accounting Manager	\$ 77,650.00	\$ 77,650.00	\$ -
Business Development Campaign Associate	\$ 46,000.00	\$ 46,000.00	\$ -
Business Development Coordinator	\$ 47,000.00	\$ 47,000.00	\$ -
Business Recruitment Manager (multiple)	\$ 86,700 - 90,000	\$ 86,700 - 90,000	\$ -
Business Recruitment Operations Manager	\$ 64,750.00	\$ 64,750.00	\$ -
Chief Executive Officer	\$ 300,000.00	\$ 140,000.00	\$ 160,000.00
Chief Operating Officer	\$ 178,500.00	\$ 140,000.00	\$ 38,500.00
Creative Services Specialist	\$ 52,500.00	\$ 52,500.00	\$ -
Digital Marketing Specialist	\$ 58,600.00	\$ 58,600.00	\$ -
Director of Business Development	\$ 127,320.00	\$ 127,320.00	\$ -
Director of Business Recruitment	\$ 115,000.00	\$ 115,000.00	\$ -
Director of Existing Industry Expansions	\$ 98,388.00	\$ 98,388.00	\$ -
Director of Finance	\$ 129,250.00	\$ 129,250.00	\$ -
Director of International Trade	\$ 115,200.00	\$ 115,200.00	\$ -
Director of Marketing	\$ 95,500.00	\$ 95,500.00	\$ -
Director of Partnerships & Events	\$ 95,620.00	\$ 95,620.00	\$ -
Director of Project Management & Support	\$ 115,000.00	\$ 115,000.00	\$ -
Director of Research	\$ 94,500.00	\$ 94,500.00	\$ -
Director of Small Business Advisors	\$ 64,000.00	\$ 64,000.00	\$ -
Director of Tourism Marketing	\$ 95,700.00	\$ 95,700.00	\$ -
Director of Tourism Partner & Trade Relations	\$ 110,149.00	\$ 110,149.00	\$ -
Director of Tourism Research	\$ 97,590.00	\$ 97,590.00	\$ -
Existing Industry Expansions Manager (multiple)	\$ 74,513 - 84,986	\$ 74,513 - 84,986	\$ -
Film Commissioner	\$ 100,229.00	\$ 100,229.00	\$ -
Film Marketing & Production Specialist	\$ 52,500.00	\$ 52,500.00	\$ -
Grant Manager (multiple)	\$ 62,500 - 74,200	\$ 62,500 - 74,200	\$ -
International Trade Manager (multiple)	\$ 82,550 - 87,000	\$ 82,550 - 87,000	\$ -
Marketing Events Specialist	\$ 54,250.00	\$ 54,250.00	\$ -
Office Manager	\$ 56,975.00	\$ 56,975.00	\$ -
Product Development Manager	\$ 105,000.00	\$ 105,000.00	\$ -
Research Analyst	\$ 74,000.00	\$ 74,000.00	\$ -
Research Specialist	\$ 52,500.00	\$ 52,500.00	\$ -
Senior Business Development Manager (multiple)	\$ 97,760 - 101,920	\$ 97,760 - 101,920	\$ -
Senior Business Recruitment Manager (multiple)	\$ 96,000.00	\$ 96,000.00	\$ -
Senior Communications Manager	\$ 77,700.00	\$ 77,700.00	\$ -
Senior Existing Industry Expansions Manager	\$ 86,890.00	\$ 86,890.00	\$ -
Senior International Trade Manager	\$ 95,335.00	\$ 95,335.00	\$ -
Senior Small Business Advisor	\$ 53,000.00	\$ 53,000.00	\$ -
Small Business Advisor (multiple)	\$ 43,493 - 45,500	\$ 43,493 - 45,500	\$ -
Special Projects Manager	\$ 117,000.00	\$ 117,000.00	\$ -
Staff Accountant (multiple)	\$ 60,350 - 63,000	\$ 60,350 - 63,000	\$ -
Tourism Data Specialist	\$ 52,000.00	\$ 52,000.00	\$ -
Tourism Industry & Community Relations Manager	\$ 66,564.00	\$ 66,564.00	\$ -
Tourism Marketing Manager	\$ 80,600.00	\$ 80,600.00	\$ -
Tourism Marketing Project Manager	\$ 39,678.00	\$ 39,678.00	\$ -
Tourism Marketing Specialist	\$ 58,835.00	\$ 58,835.00	\$ -
Tourism Partner Marketing Manager	\$ 65,740.00	\$ 65,740.00	\$ -
Tourism Partner Relations Specialist	\$ 68,800.00	\$ 68,800.00	\$ -
Tourism Public Relations Representative	\$ 60,100.00	\$ 60,100.00	\$ -
VP, Business Recruitment & Expansion	\$ 163,200.00	\$ 140,000.00	\$ 23,200.00
VP, Marketing & Research	\$ 152,400.00	\$ 140,000.00	\$ 12,400.00
VP, Tourism	\$ 145,000.00	\$ 140,000.00	\$ 5,000.00

FY2022-2023 FINANCIALS

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

In fiscal year 2023, running from July 1, 2022, through June 30, 2023, the partnership received \$52,289,089 in total revenue and had expenses totaling \$51,046,309. The EDPNC's funding sources for FY 2023 included the state of North Carolina contract and earmarked marketing funding (\$48,963,299 in state funding); federal grant revenues (\$1,119,689); private fundraising revenue (\$1,210,707); and other revenues (\$963,321). Itemized expenses for the year included personnel (\$7,876,502); advertising and promotion (\$37,161,476); professional fees, including contracts with foreign trade offices (\$1,919,410); travel and hospitality (\$885,568); facilities and utilities (\$742,814); information technology (\$580,634); and other general office expenses (\$143,738).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2023, has been provided to the Joint Legislative Economic Development and Global Engagement Oversight Committee, the NC Department of Commerce, and the Fiscal Research Division of the North Carolina General Assembly.

FUNDRAISING

Seventy-two companies, organizations and individuals invested in the EDPNC in calendar year 2023, supporting key efforts to attract new businesses and visitors to the state and to support our existing companies and communities.

The EDPNC raises non-state investment to supplement its state funding. During the contract year running from Jan. 1, 2023 through Dec. 31, 2023, the EDPNC raised \$1,125,164 in non-state funds and in-kind donations.

The table included on the following two pages lists each organization and individual who contributed during CY2023 and the amount of their investment.

Organization/Individual Name	Investment
Agracel	\$ 5,000.00
Alex Lee, Inc.	\$ 10,000.00
Allen Tate Relocation	\$ 5,000.00
Alliance Consulting Engineering	\$ 10,000.00
Aprio	\$ 5,000.00
ARCO Build/Design	\$ 10,000.00
AT&T	\$ 5,000.00
Atlantic Realty of the Outer Banks	\$ 1,500.00
Bank of America	\$ 50,000.00
BE&K Building Group	\$ 5,000.00
Bell Partners, Inc.	\$ 15,000.00
BHDP Architecture	\$ 7,500.00
Biltmore Farms LLC	\$ 25,000.00
Capital Management Group of the Carolinas	\$ 2,500.00
Clancy & Theys Construction Company	\$ 5,000.00
CRB	\$ 10,000.00
Crescent Communities	\$ 10,000.00
DPR Construction	\$ 10,000.00
Duke Energy Corporation	\$ 250,000.00
ECS Southeast	\$ 10,000.00
EDIFICE General Contractors	\$ 10,000.00
ElectriCities	\$ 50,000.00
Fidelity Bank	\$ 2,500.00
Fifth Third Bank	\$ 10,000.00
First National Bank	\$ 10,000.00
Frampton Construction Charlotte	\$ 5,000.00
Gilbane Building Company	\$ 5,000.00
Graham Personnel Services	\$ 10,000.00
Gray Construction	\$ 10,000.00
Gresham Smith	\$ 10,000.00
HDR, Inc	\$ 10,000.00
Joseph M. Bryan Foundation	\$ 25,000.00
Kane Realty Corporation	\$ 15,000.00
Karen Levert	\$ 300.00
Keith Holtzclaw	\$ 200.00
Kilpatrick	\$ 15,000.00
Lowe's Companies, Inc.	\$ 10,000.00
Martin Marietta	\$ 50,000.00
Matthews Management, Inc	\$ 10,000.00
MAU Workforce Solutions	\$ 5,000.00

Maynard Nexsen	\$ 5,000.00
Metcon, Inc.	\$ 5,000.00
Moravian Ministries Foundation in America	\$ 200.00
NC REALTORS	\$ 50,000.00
New Republic Partners	\$ 1,000.00
Norfolk Southern Corporation	\$ 15,000.00
North Carolina Travel & Tourism Coalition	\$ 2,000.00
North Carolina's Electric Cooperatives	\$ 25,000.00
Northwood Office LLC	\$ 25,000.00
O'Brien/Atkins Associates, PA	\$ 10,000.00
Omega Construction, Inc.	\$ 10,000.00
Outer Banks Visitors Bureau	\$ 2,500.00
Parker Poe Adams & Bernstein LLP	\$ 10,000.00
Pinnacle Financial Partners	\$ 25,000.00
Poettker Construction Co	\$ 10,000.00
Research Triangle Foundation	\$ 25,000.00
Robinson Bradshaw	\$ 30,714.00
Samet Corporation	\$ 12,500.00
Shelco, LLC	\$ 10,000.00
SK Strategies	\$ 1,000.00
Smith Anderson	\$ 10,000.00
Southern Industrial Constructors	\$ 5,000.00
SteelFab. Inc.	\$ 20,000.00
The PNC Financial Services Group	\$ 5,000.00
Thermo Fisher Scientific	\$ 25,000.00
Thomas & Hutton Engineering Co.	\$ 5,000.00
TowneBank	\$ 1,500.00
Travel Consultants, Inc	\$ 500.00
Truist Bank	\$ 25,000.00
Wilkinson ERA Real Estate	\$ 3,750.00
Womble Bond Dickinson	\$ 25,000.00
Z. V. Pate, Incorporated	\$ 10,000.00
TOTAL	\$ 1,125,164.00

APPENDIX A: BUSINESS RECRUITMENT AND EXPANSION PERFORMANCE RESULTS

Announced Jobs and Capital Investment 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	2	33	\$ 74,073,500.00	1	0	\$ 71,000,000.00	1	33	\$ 3,073,500.00
Alexander	1	14	\$ 7,990,000.00	0	0	\$ -	1	14	\$ 7,990,000.00
Alleghany	1	24	\$ 14,600,000.00	0	0	\$ -	1	24	\$ 14,600,000.00
Anson	-	-	\$ -	0	0	\$ -	0	0	\$ -
Ashe	-	-	\$ -	0	0	\$ -	0	0	\$ -
Avery	-	-	\$ -	0	0	\$ -	0	0	\$ -
Beaufort	1	31	\$ 2,114,000.00	0	0	\$ -	1	31	\$ 2,114,000.00
Bertie	-	-	\$ -	0	0	\$ -	0	0	\$ -
Bladen	1	58	\$ 17,000,000.00	0	0	\$ -	1	58	\$ 17,000,000.00
Brunswick	2	662	\$ 651,650,000.00	2	662	\$ 651,650,000.00	0	0	\$ -
Buncombe	-	-	\$ -	0	0	\$ -	0	0	\$ -
Burke	3	150	\$ 28,206,787.00	0	0	\$ -	3	150	\$ 28,206,787.00
Cabarrus	-	-	\$ -	0	0	\$ -	0	0	\$ -
Caldwell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Camden	-	-	\$ -	0	0	\$ -	0	0	\$ -
Carteret	-	-	\$ -	0	0	\$ -	0	0	\$ -
Caswell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Catawba	3	308	\$ 104,100,000.00	0	0	\$ -	3	308	\$ 104,100,000.00
Chatham	1	20	\$ 999,000.00	0	0	\$ -	1	20	\$ 999,000.00

Cherokee	1	5	\$ 1,200,000.00	0	0	\$ -	1	5	\$ 1,200,000.00
Chowan	-	-	\$ -	0	0	\$ -	0	0	\$ -
Clay	-	-	\$ -	0	0	\$ -	0	0	\$ -
Cleveland	5	496	\$ 485,307,362.00	3	291	\$ 379,437,925.00	2	205	\$ 105,869,437.00
Columbus	2	180	\$ 2,134,600.00	1	151	\$ 500,000.00	1	29	\$ 1,634,600.00
Craven	-	-	\$ -	0	0	\$ -	0	0	\$ -
Cumberland	-	-	\$ -	0	0	\$ -	0	0	\$ -
Currituck	-	-	\$ -	0	0	\$ -	0	0	\$ -
Dare	-	-	\$ -	0	0	\$ -	0	0	\$ -
Davidson	3	879	\$ 474,505,000.00	2	858	\$ 453,000,000.00	1	21	\$ 21,505,000.00
Davie	1	52	\$ 97,600,000.00	0	0	\$ -	1	52	\$ 97,600,000.00
Duplin	1	19	\$ 8,800,000.00	0	0	\$ -	1	19	\$ 8,800,000.00
Durham	4	752	\$ 492,050,000.00	2	611	\$ 41,350,000.00	2	141	\$ 450,700,000.00
Edgecombe	-	-	\$ -	0	0	\$ -	0	0	\$ -
Forsyth	5	496	\$ 182,660,000.00	2	146	\$ 108,910,000.00	3	350	\$ 73,750,000.00
Franklin	1	20	\$ 10,000,000.00	1	20	\$ 10,000,000.00	0	0	\$ -
Gaston	3	153	\$ 96,950,000.00	1	116	\$ 2,950,000.00	2	37	\$ 94,000,000.00
Gates	-	-	\$ -	0	0	\$ -	0	0	\$ -
Graham	-	-	\$ -	0	0	\$ -	0	0	\$ -
Granville	2	243	\$ 33,827,478.00	1	173	\$ 2,900,000.00	1	70	\$ 30,927,478.00
Greene	3	64	\$ 9,255,000.00	2	59	\$ 8,350,000.00	1	5	\$ 905,000.00
Guilford	14	1,593	\$ 812,765,114.00	10	1147	\$ 737,930,114.00	4	446	\$ 74,835,000.00
Halifax	4	135	\$ 16,578,170.00	3	125	\$ 15,008,170.00	1	10	\$ 1,570,000.00
Harnett	-	-	\$ -	0	0	\$ -	0	0	\$ -

Haywood	-	-	\$ -	0	0	\$ -	0	0	\$ -
Henderson	1	92	\$ 35,750,000.00	1	92	\$ 35,750,000.00	0	0	\$ -
Hertford	-	-	\$ -	0	0	\$ -	0	0	\$ -
Hoke	-	-	\$ -	0	0	\$ -	0	0	\$ -
Hyde	-	-	\$ -	0	0	\$ -	0	0	\$ -
Iredell	3	493	\$ 28,128,000.00	2	463	\$ 23,128,000.00	1	30	\$ 5,000,000.00
Jackson	-	-	\$ -	0	0	\$ -	0	0	\$ -
Johnston	-	-	\$ -	0	0	\$ -	0	0	\$ -
Jones	-	-	\$ -	0	0	\$ -	0	0	\$ -
Lee	-	-	\$ -	0	0	\$ -	0	0	\$ -
Lenoir	-	-	\$ -	0	0	\$ -	0	0	\$ -
Lincoln	2	439	\$ 119,000,000.00	0	0	\$ -	2	439	\$ 119,000,000.00
Macon	-	-	\$ -	0	0	\$ -	0	0	\$ -
Madison	-	-	\$ -	0	0	\$ -	0	0	\$ -
Martin	-	-	\$ -	0	0	\$ -	0	0	\$ -
McDowell	1	125	\$ -	1	125	\$ -	0	0	\$ -
Mecklenburg	10	1,564	\$ 146,518,638.00	6	949	\$ 123,938,638.00	4	615	\$ 22,580,000.00
Mitchell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Montgomery	-	-	\$ -	0	0	\$ -	0	0	\$ -
Moore	2	66	\$ 7,816,190.00	1	26	\$ 7,477,346.00	1	40	\$ 338,844.00
Nash	-	-	\$ -	0	0	\$ -	0	0	\$ -
New Hanover	1	5	\$ 20,000,000.00	0	0	\$ -	1	5	\$ 20,000,000.00
Northampton	-	-	\$ -	0	0	\$ -	0	0	\$ -
Onslow	2	128	\$ 30,149,119.00	1	98	\$ 13,595,119.00	1	30	\$ 16,554,000.00

Orange	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pamlico	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pasquotank	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pender	-	-	\$ -	0	0	\$ -	0	0	\$ -
Perquimans	-	-	\$ -	0	0	\$ -	0	0	\$ -
Person	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pitt	3	34	\$ 129,635,000.00	0	0	\$ -	3	34	\$ 129,635,000.00
Polk	-	-	\$ -	0	0	\$ -	0	0	\$ -
Randolph	4	398	\$ 84,315,975.00	3	220	\$ 41,315,975.00	1	178	\$ 43,000,000.00
Richmond	-	-	\$ -	0	0	\$ -	0	0	\$ -
Robeson	1	10	\$ 4,023,213.00	1	10	\$ 4,023,213.00	0	0	\$ -
Rockingham	-	-	\$ -	0	0	\$ -	0	0	\$ -
Rowan	2	165	\$ 172,300,000.00	2	165	\$ 172,300,000.00	0	0	\$ -
Rutherford	-	-	\$ -	0	0	\$ -	0	0	\$ -
Sampson	1	15	\$ 3,160,000.00	0	0	\$ -	1	15	\$ 3,160,000.00
Scotland	1	20	\$ 86,800,000.00	0	0	\$ -	1	20	\$ 86,800,000.00
Stanly	2	274	\$ 53,355,656.00	1	11	\$ 6,730,000.00	1	263	\$ 46,625,656.00
Stokes	-	-	\$ -	0	0	\$ -	0	0	\$ -
Surry	-	-	\$ -	0	0	\$ -	0	0	\$ -
Swain	-	-	\$ -	0	0	\$ -	0	0	\$ -
Transylvania	1	26	\$ 4,800,000.00	1	26	\$ 4,800,000.00	0	0	\$ -
Tyrrell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Union	-	-	\$ -	0	0	\$ -	0	0	\$ -
Vance	1	15	\$ 106,498.00	0	0	\$ -	1	15	\$ 106,498.00

Wake	4	379	\$ 247,031,733.00	3	344	\$ 182,859,000.00	1	35	\$ 64,172,733.00
Warren	-	-	\$ -	0	0	\$ -	0	0	\$ -
Washington	-	-	\$ -	0	0	\$ -	0	0	\$ -
Watauga	-	-	\$ -	0	0	\$ -	0	0	\$ -
Wayne	4	107	\$ 65,192,700.00	0	0	\$ -	4	107	\$ 65,192,700.00
Wilkes	-	-	\$ -	0	0	\$ -	0	0	\$ -
Wilson	-	-	\$ -	0	0	\$ -	0	0	\$ -
Yadkin	1	82	\$ 3,439,685.00	0	0	\$ -	1	82	\$ 3,439,685.00
Yancey	-	-	\$ -	0	0	\$ -	0	0	\$ -
Total	111	10,824	\$ 4,865,888,418.00	54	6,888	\$ 3,098,903,500.00	57	3,936	\$ 1,766,984,918.00

Announced Jobs and Capital Investment 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	32	1,338	\$ 486,557,032	11	663	\$ 82,792,447	21	675	\$ 403,764,585
Tier 2	49	5,014	\$ 2,630,387,795	26	3,078	\$ 1,949,958,039	23	1,936	\$ 680,429,756
Tier 3	30	4,472	\$ 1,748,943,561	17	3,147	\$1,066,152,984	13	1,325	\$ 682,790,577
Total	111	10,824	\$4,865,888,388	54	6,888	\$3,098,903,470	57	3,936	\$ 1,766,984,918

Announced Jobs and Capital Investment by Prosperity Zone

Prosperity Zone	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	3	123	\$ 41,750,000	2	118	\$ 40,550,000	1	5	\$ 1,200,000
Northwest	9	621	\$ 154,896,787	1	125	\$ -	8	496	\$ 154,896,787
Southwest	27	3,584	\$ 1,101,559,656	15	1,995	\$ 708,484,563	12	1,589	\$ 393,075,093
Piedmont-Triad (Central)	30	3,533	\$ 1,729,359,274	18	2,371	\$ 1,412,156,089	12	1,162	\$ 317,203,185
North Central	13	1,429	\$ 784,014,709	7	1,148	\$ 237,109,000	6	281	\$ 546,905,709
Sandhills (South Central)	8	349	\$ 120,934,003	3	187	\$ 12,000,559	5	162	\$ 108,933,444
Southeast	13	985	\$ 785,046,819	5	819	\$ 673,595,119	8	166	\$ 111,451,700
Northeast	8	200	\$ 148,327,170	3	125	\$ 15,008,170	5	75	\$ 133,319,000
Total	111	10,824	\$ 4,865,888,418	54	6,888	\$3,098,903,500	57	3,936	\$ 1,766,984,918

Foreign Direct Investment by Tier

TIER	Investment Announced
Tier 1	\$ 17,339,188
Tier 2	\$ 871,441,534
Tier 3	\$ 921,548,500
Total	\$ 1,810,329,222

Foreign Direct Investment by Prosperity Zone

Prosperity Zone	Investment Announced
Western	\$ 35,750,000
Northwest	\$ -
Southwest	\$ 311,911,034
Piedmont-Triad (Central)	\$ 707,035,975
North Central	\$ 92,209,000
Sandhills (South Central)	\$ 4,023,213
Southeast	\$ 649,900,000
Northeast	\$ 9,500,000
Total	\$ 1,810,329,222

Number of Business Inquiries: During 2023, the EDPNC received 4,809 marketing qualified leads for business investment and expansion.

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE RESULTS

Number of Existing Companies Supported by County

COUNTY	Number of Companies Supported
Alamance	17
Alexander	7
Alleghany	1
Anson	6
Ashe	7
Avery	2
Beaufort	19
Bertie	3
Bladen	14
Brunswick	11
Buncombe	75
Burke	23
Cabarrus	13
Caldwell	18
Camden	1
Carteret	6
Caswell	2
Catawba	38
Chatham	10
Cherokee	5
Chowan	9
Clay	1
Cleveland	15
Columbus	25
Craven	9

COUNTY	Number of Companies Supported
Cumberland	22
Currituck	0
Dare	3
Davidson	16
Davie	2
Duplin	24
Durham	27
Edgecombe	4
Forsyth	32
Franklin	9
Gaston	13
Gates	1
Graham	0
Granville	10
Greene	13
Guilford	50
Halifax	7
Harnett	3
Haywood	10
Henderson	19
Hertford	8
Hoke	11
Hyde	4
Iredell	21
Jackson	1

COUNTY	Number of Companies Supported
Johnston	4
Jones	5
Lee	10
Lenoir	12
Lincoln	6
Macon	4
Madison	17
Martin	10
McDowell	11
Mecklenburg	44
Mitchell	14
Montgomery	8
Moore	26
Nash	10
New Hanover	15
Northampton	4
Onslow	6
Orange	6
Pamlico	2
Pasquotank	9
Pender	8
Perquimans	1
Person	3
Pitt	51
Polk	5

COUNTY	Number of Companies Supported
Randolph	16
Richmond	12
Robeson	14
Rockingham	8
Rowan	23
Rutherford	6
Sampson	14
Scotland	7
Stanly	11
Stokes	2
Surry	12
Swain	1
Transylvania	7
Tyrrell	0
Union	7
Vance	7
Wake	52
Warren	2
Washington	2
Watauga	3
Wayne	37
Wilkes	12
Wilson	3
Yadkin	2
Yancey	8
Total	1,206

Number of Existing Companies Supported by Tier

Tier	Number of Companies Supported
Tier 1	425
Tier 2	422
Tier 3	359
Total	1,206

Number of Existing Companies Supported by Prosperity Zone

Prosperity Zone	Number of Companies Supported
Western	151
Northwest	144
Southwest	159
Piedmont-Triad (Central)	159
North Central	160
Sandhills (South Central)	153
Southeast	148
Northeast	132
Total	1,206

Number of Business Inquiries

During 2023, 57 Global Business Services leads resulted in a company expansion.

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

**Beginning in 2023, EDPNC implemented new measurements for trade success. Export value was only collected for support related to federal STEP Grant activities.*

County	Number of Companies Supported	Export Value (USD)	County	Number of Companies Supported	Export Value (USD)	County	Number of Companies Supported	Export Value (USD)
Alamance	13	\$ 450,000.00	Cumberland	25	\$ 1,406,000.00	Johnston	2	\$ -
Alexander	2	\$ -	Currituck	0	\$ -	Jones	2	\$ -
Alleghany	1	\$ -	Dare	0	\$ -	Lee	5	\$ -
Anson	1	\$ -	Davidson	5	\$ 1,550,000.00	Lenoir	1	\$ -
Ashe	1	\$ -	Davie	2	\$ -	Lincoln	4	\$ 158,000.00
Avery	0	\$ -	Duplin	0	\$ -	Macon	1	\$ -
Beaufort	1	\$ -	Durham	27	\$ 1,162,300.00	Madison	2	\$ -
Bertie	1	\$ -	Edgecombe	1	\$ -	Martin	0	\$ -
Bladen	0	\$ -	Forsyth	13	\$ 243,251.00	McDowell	3	\$ -
Brunswick	5	\$ 100,000.00	Franklin	6	\$ -	Mecklenburg	68	\$ 1,755,000.00
Buncombe	12	\$ -	Gaston	13	\$ 455,165.00	Mitchell	2	\$ 58,000.00
Burke	8	\$ 170.00	Gates	0	\$ -	Montgomery	2	\$ -
Cabarrus	10	\$ 811,367.00	Graham	0	\$ -	Moore	7	\$ 50,000.00
Caldwell	6	\$ -	Granville	6	\$ -	Nash	4	\$ -
Camden	1	\$ -	Greene	1	\$ -	New Hanover	9	\$ 2,100,000.00
Carteret	2	\$ -	Guilford	54	\$ 387,950.00	Northampton	1	\$ -
Caswell	1	\$ -	Halifax	2	\$ -	Onslow	4	\$ 240,000.00
Catawba	16	\$ 400.00	Harnett	3	\$ -	Orange	9	\$ -
Chatham	5	\$ -	Haywood	1	\$ 485,000.00	Pamlico	1	\$ 105,000.00
Cherokee	2	\$ -	Henderson	2	\$ -	Pasquotank	3	\$ 80,000.00
Chowan	3	\$ -	Hertford	1	\$ -	Pender	2	\$ 9,000.00
Clay	1	\$ -	Hoke	1	\$ -	Perquimans	0	\$ -
Cleveland	5	\$ -	Hyde	0	\$ -	Person	1	\$ -
Columbus	4	\$ -	Iredell	13	\$ 30,623,287.00	Pitt	14	\$ 200,000.00
Craven	4	\$ -	Jackson	0	\$ -	Polk	0	\$ -

Continued on next page.

County	Number of Companies Supported	Export Value (USD)
Randolph	17	\$ 915,660.00
Richmond	1	\$ 76,700.00
Robeson	5	\$ -
Rockingham	3	\$ -
Rowan	8	\$ 1,054,300.00
Rutherford	4	\$ -
Sampson	2	\$ -
Scotland	2	\$ -
Stanly	4	\$ -
Stokes	0	\$ -
Surry	3	\$ -
Swain	1	\$ -
Transylvania	2	\$ -
Tyrrell	0	\$ -
Union	4	\$ -
Vance	0	\$ -
Wake	77	\$ 6,022,245.00
Warren	0	\$ -
Washington	0	\$ -
Watauga	3	\$ -
Wayne	5	\$ 500,000.00
Wilkes	4	\$ 126,813.00
Wilson	2	\$ -
Yadkin	1	\$ -
Yancey	1	\$ -
Total	577	\$ 51,125,608

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

Tier	Number of Companies Supported	Export Value (USD)
Tier 1	123	\$ 2,487,683
Tier 2	182	\$ 5,846,726
Tier 3	272	\$ 42,791,199
Total	577	\$ 51,125,608

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

Prosperity Zone	Number of Companies Supported	Export Value (USD)
Western	29	\$ 485,000
Northwest	47	\$ 185,383
Southwest	129	\$ 34,857,119
Piedmont-Triad (Central)	109	\$ 3,546,861
North Central	150	\$ 7,184,545
Sandhills (South Central)	48	\$ 1,532,700
Southeast	38	\$ 3,054,000
Northeast	27	\$ 280,000
Total	577	\$ 51,125,608

APPENDIX C: TOURISM & MARKETING PERFORMANCE RESULTS

CY2022 Visitor Spending and State and 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)	County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Alamance	\$251.51	\$17.01	Cumberland	\$666.67	\$45.50	Johnston	\$284.93	\$284.93
Alexander	\$33.90	\$2.60	Currituck	\$549.91	\$37.33	Jones	\$6.26	\$6.26
Alleghany	\$47.69	\$3.68	Dare	\$1,973.69	\$140.24	Lee	\$96.31	\$96.31
Anson	\$23.54	\$1.67	Davidson	\$290.93	\$20.00	Lenoir	\$109.84	\$109.84
Ashe	\$109.60	\$8.05	Davie	\$43.43	\$2.92	Lincoln	\$92.90	\$92.90
Avery	\$247.69	\$17.36	Duplin	\$42.04	\$3.35	Macon	\$337.41	\$337.41
Beaufort	\$134.52	\$10.79	Durham	\$1,018.33	\$71.80	Madison	\$81.27	\$81.27
Bertie	\$23.42	\$1.79	Edgecombe	\$69.27	\$4.32	Martin	\$31.66	\$31.66
Bladen	\$51.57	\$3.88	Forsyth	\$987.54	\$67.86	McDowell	\$107.90	\$107.90
Brunswick	\$1,091.74	\$79.82	Franklin	\$38.11	\$38.11	Mecklenburg	\$5,332.34	\$5,332.34
Buncombe	\$2,879.28	\$239.63	Gaston	\$336.11	\$336.11	Mitchell	\$44.28	\$44.28
Burke	\$133.75	\$9.46	Gates	\$9.79	\$9.79	Montgomery	\$52.81	\$52.81
Cabarrus	\$566.74	\$37.67	Graham	\$54.87	\$54.87	Moore	\$749.50	\$749.50
Caldwell	\$68.38	\$5.04	Granville	\$58.92	\$58.92	Nash	\$334.70	\$334.70
Camden	\$3.59	\$0.31	Greene	\$10.47	\$10.47	New Hanover	\$1,059.42	\$1,059.42
Carteret	\$695.65	\$49.37	Guilford	\$1,547.44	\$1,547.44	Northampton	\$28.73	\$28.73
Caswell	\$18.42	\$1.41	Halifax	\$121.75	\$121.75	Onslow	\$379.82	\$379.82
Catawba	\$331.48	\$24.67	Harnett	\$118.63	\$118.63	Orange	\$236.29	\$236.29
Chatham	\$75.72	\$6.02	Haywood	\$336.13	\$336.13	Pamlico	\$36.40	\$36.40
Cherokee	\$98.85	\$7.06	Henderson	\$413.32	\$413.32	Pasquotank	\$84.56	\$84.56
Chowan	\$28.72	\$2.59	Hertford	\$29.25	\$29.25	Pender	\$189.66	\$189.66
Clay	\$31.08	\$2.75	Hoke	\$14.54	\$14.54	Perquimans	\$19.81	\$19.81
Cleveland	\$152.31	\$10.09	Hyde	\$58.31	\$58.31	Person	\$51.80	\$51.80
Columbus	\$60.71	\$4.62	Iredell	\$367.90	\$367.90	Pitt	\$290.97	\$290.97
Craven	\$170.68	\$11.72	Jackson	\$452.57	\$452.57	Polk	\$57.78	\$57.78

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County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Randolph	\$178.63	\$12.57
Richmond	\$56.56	\$3.79
Robeson	\$159.96	\$11.49
Rockingham	\$88.19	\$6.45
Rowan	\$209.42	\$15.61
Rutherford	\$282.42	\$21.12
Sampson	\$63.30	\$4.67
Scotland	\$55.56	\$3.57
Stanly	\$103.93	\$7.74
Stokes	\$51.29	\$3.60
Surry	\$147.04	\$10.36
Swain	\$349.25	\$23.06
Transylvania	\$188.53	\$13.21
Tyrrell	\$6.74	\$0.59
Union	\$187.05	\$12.32
Vance	\$64.79	\$4.69
Wake	\$2,951.56	\$285.53
Warren	\$65.91	\$5.09
Washington	\$17.81	\$1.34
Watauga	\$501.33	\$34.97
Wayne	\$192.21	\$13.26
Wilkes	\$108.88	\$7.49
Wilson	\$135.17	\$9.57
Yadkin	\$50.75	\$3.55
Yancey	\$71.91	\$5.94
Total	\$33,326.00	\$2,457.40

CY2022 Visitor Spending and State and Local Tax Revenue by Tier

TIER	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Tier 1	\$ 4,013.63	\$ 284.70
Tier 2	\$ 10,378.02	\$ 732.85
Tier 3	\$ 18,934.35	\$ 1,439.85
Total	\$ 33,326.00	\$ 2,457.40

CY2022 Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Western	\$ 5,562.70	\$ 435.00
Northwest	\$ 1,806.80	\$ 129.70
Southwest	\$ 7,372.20	\$ 501.20
Piedmont-Triad (Central)	\$ 3,655.20	\$ 249.70
North Central	\$ 5,061.30	\$ 437.80
Sandhills (South Central)	\$ 1,931.20	\$ 137.10
Southeast	\$ 3,984.20	\$ 285.20
Northeast	\$ 3,952.40	\$ 281.70
Total	\$ 33,326.00	\$ 2,460.50

Number of Consumer Inquiries

During 2023, EDPNC's tourism division – Visit NC – received over 5.3 million consumer inquiries as measured by web traffic, call center activity and email signups at state Welcome Centers.

ATTACHMENT 3

Listing of Each Entity Referred to Commerce by the EDPNC in 2023

Companies Locating or Expanding in North Carolina (Referred in 2023, Announced in 2023)

Entity	Jobs Announced	Capital Investment Announced	Tier	County
Acetega North America Inc.	18	\$10,000,000.00	2	Cleveland
alpitronic Americas LLC	300	\$18,300,000.00	3	Mecklenburg
Altec Industries Inc	70	\$30,927,478.00	2	Granville
Ameriprise Financial, Inc	388	\$16,800,000.00	3	Mecklenburg
Armen Stone, LLC	33	\$3,073,500.00	2	Alamance
Atom Power, Inc.	205	\$4,180,000.00	3	Mecklenburg
Auction Direct, LLC	173	\$2,900,000.00	2	Granville
Autel Energy	400	\$29,000,000.00	2	Guilford
Axium Packaging LLC	129	\$36,000,000.00	1	Randolph
Bast Fibre Technologies	10	\$4,023,213.00	1	Robeson
Black Buffalo Inc.	32	\$12,700,000.00	2	Guilford
Boxman Studios LLC	116	\$2,950,000.00	2	Gaston
Carolina Growler Inc.	40	\$338,844.00	3	Moore
Catalent Pharma Solutions Inc.	20	\$2,635,000.00	1	Pitt
CBM-Precision Parts Manufacturer	31	\$4,000,000.00	2	Gaston
Chaddock Furniture	25	\$1,142,287.00	1	Burke
Chick-fil-A Supply, LLC	85	\$58,300,000.00	2	Rowan
Coker Feed Mill Inc	11	\$2,136,700.00	1	Wayne
CommScope Inc.	250	\$60,300,000.00	2	Catawba
Conveyor Tech, LLC	20	\$999,000.00	3	Chatham
Cottle Farms	19	\$8,800,000.00	1	Duplin
Cross Technology - Nu-Tech	82	\$3,439,685.00	2	Yadkin
DHL Supply Chain	80	\$114,000,000.00	2	Rowan
DMA Industries, Inc.	29	\$1,634,600.00	1	Columbus
Dubose Steel Inc	15	\$3,160,000.00	1	Sampson
EGGER Wood Products, LLC	21	\$21,505,000.00	2	Davidson
Elite Truck Boxes LLC	31	\$2,114,000.00	2	Beaufort
Energizer, LLC	178	\$43,000,000.00	1	Randolph
EPOC Solutions Ltd.	226	\$4,150,000.00	3	Iredell
Epsilon Advanced Materials	500	\$649,900,000.00	3	Brunswick
Five Goods, Inc.	50	\$2,308,170.00	1	Halifax
Forge Nano	204	\$142,000,000.00	3	Wake
Goshen Engineering	40	\$2,856,000.00	1	Wayne
Honda Aircraft Company, Inc.	280	\$55,700,000.00	2	Guilford
IMC Metals America Inc	74	\$61,647,903.00	2	Cleveland
Industrial Reliability and Repair	162	\$1,750,000.00	3	Brunswick
La Tortilleria Inc.	199	\$50,000,000.00	2	Forsyth

Maynard Electric Company	25	\$1,114,500.00	2	Burke
MD Mattress	50	\$1,500,000.00	1	Randolph
Millwork & Panel, LLC	48	\$27,800,000.00	2	Catawba
Paragon Films	14	\$7,990,000.00	2	Alexander
Peanut Processors of Elizabethtown LLC	58	\$17,000,000.00	1	Bladen
Phase Change Energy Solutions, Inc.	51	\$4,000,000.00	2	Guilford
Pilkington North America Inc.	20	\$86,800,000.00	1	Scotland
ProKidney	50	\$20,750,000.00	2	Forsyth
ProKidney	330	\$485,000,000.00	2	Guilford
Provalus	151	\$500,000.00	1	Columbus
Quantum Power Inc.	34	\$19,437,925.00	1	Cleveland
Robert Bosch Tool, LLC	131	\$44,221,534.00	2	Cleveland
Siscovers Enterprises	26	\$4,800,000.00	2	Transylvania
Solar Era Lighting Systems (SELS)	16	\$1,285,114.00	2	Guilford
Toyota Tsusho	41	\$3,815,975.00	1	Randolph
TTX Company	150	\$14,500,000.00	3	Mecklenburg
Vecoplan, LLC	51	\$10,950,000.00	2	Guilford
Versatrim, Inc.	15	\$106,498.00	1	Vance
Wanzl North America	35	\$10,000,000.00	3	Lincoln
Weldon Steel Corporation	10	\$1,570,000.00	1	Halifax

Companies Not Selecting North Carolina
(Referred in 2023, Announced in 2023)

Account Name	Jobs	Capital Investment	Tier(s) Under Consideration	Counties Considered
First Solar	800	\$1,100,000,000.00	1	Richmond
GCL Technology Holdings Ltd	1,400	\$900,000,000.00	1;2;3	Brunswick; Cabarrus; Person; Richmond; Wayne
Seaman Corporation	58	\$58,200,000.00	1	Alexander
SK ie Technology	500	\$1,739,250,000.00	1; 3	Brunswick; Richmond
Ultra Safe Nuclear Corporation	319	\$231,404,694.00	1	Cumberland

Companies Still Considering a North Carolina Location, as of February 16, 2023

Tier	No. of Projects	Jobs	Investment
Tier 1	7	1,985	\$618,979,286.00
Tier 2	10	6,362	\$4,595,941,592.00
Tier 3	9	4,247	\$2,934,610,137.00
Tier 1, 2	1	175	\$125,000,000.00
Tiers 1, 2, 3	3	5,066	\$3,197,523,756.00
Tiers 2, 3	1	1,049	\$152,000,000.00

ATTACHMENT 4

Issues of Non-Compliance by the EDPNC and Response from Commerce in CY 2023

Date	Instance of Non-Compliance	Commerce Response
N/A	N/A	N/A

ATTACHMENT 5

Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce on Behalf of the EDPNC in CY 2023

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 2023*

Name of Entity	Amount of Gift	Amount of Award
N/A	N/A	N/A

** This does not include local governments through which awards for some programs flow. Also, this does not include any recipients of the Job Retention Grant or Mortgage Utility and Rent Relief Program.*