



Economic Incentives Commission
February 27, 2008

Valeria Lee

President

About Golden LEAF

- Golden LEAF (Long-term Economic Advancement Foundation)
- Created in 1999
- Economic and rural development
- Partnerships to effect change
- Headquartered in Rocky Mount
- Current endowment: \$700 million

Purpose

- **Make** grants and support organizations that promote a strong North Carolina.
- **Distribute** funds to lessen the economic impact of changes in our tobacco economy.
- **Assist** rural communities in making a transition to more diversified economic bases.
- **The Foundation is to support activities within the framework of the charter and the enabling legislation and permissible activities of a 501(c)(3) nonprofit corporation:**
 - Education assistance
 - Job Training and employment assistance
 - Scientific research
 - Economic hardship assistance
 - Public works and industrial recruitment
 - Health and human services
 - Community assistance

What Matters to Us

Being a partner in helping to transform North
Carolina's economy

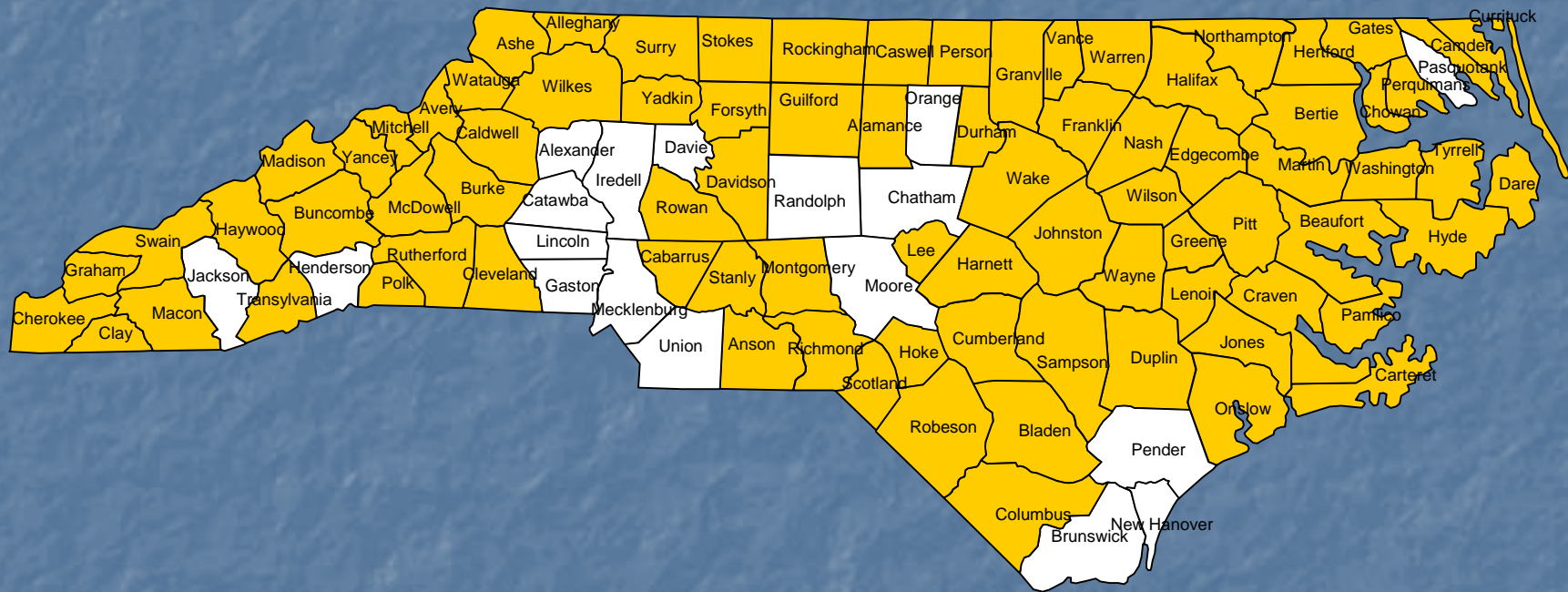


Target of the Funds

- Our charge: Help the people of tobacco-dependent or economically distressed communities find ways to make a good living.



Golden LEAF 2008 Priority Counties



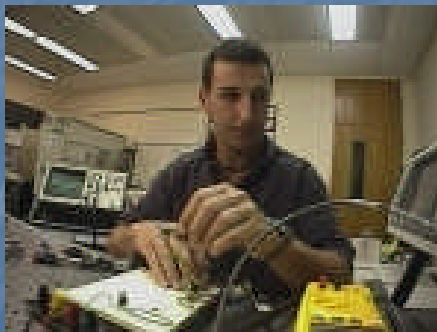
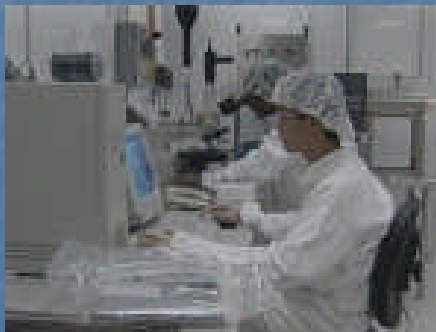
North Carolina is Evolving

- Challenge: Economy moving from tobacco and textiles to new sources of revenue.
- We must find new ways to grow North Carolina's economy.



What We've Done

- Since 1999, Golden LEAF has awarded 643 grants worth more than \$239 million.
- Our projects have transformed the lives of thousands of people across the state.



FY2000-2008 Funding Overview

(as of December 31, 2007)

- 2,834 proposals received
- 643 funded – 23%
- 2,161 declined – 76%
- 30 pending – 1%
- Maximum Grant – \$33,923,790
- Minimum Grant - \$1,000
- Average Grant Amount - \$337,208.36

Currently: 272 Active Grants/371 Closed Grants

Golden LEAF Grants Awarded as of December 31, 2007

Project Area	Number	Amount
Agriculture	181	\$26,150,726.00
Economic Development	67	\$12,295,856.00
Workforce Preparedness	66	\$14,033,806.56
Community Assistance & Education	87	\$ 30,339,648.00
Tourism	71	\$9,744,097.00
Healthcare	33	\$10,859,652.00
Biotechnology	9	\$67,970,000.00
Aerospace Alliance	5	\$10,905,416.00
Economic Stimulus	27	\$9,902,896.00
Economic Catalyst	61	\$39,207,508.00
Site Certification	25	\$765,446.25
UNC-CH Initiative	1	\$121,686.41
Community Assistance Init.	10	\$7,487,480.00
Total	643	\$239,784,218.22

Impact Data

Impact Data as Reported by Grantees	Total Amount Reported
Jobs Created/Retained	27,685
People Trained	29,348
New Payroll	\$128,887,806
New Investments	\$1,583,046,381
New or Improved Certified Sites	35
Farms Producing New Crops	2,344
Farmers Assisted or Trained	33,849
Acres in New Production	44,620
Increase in Farm Income	\$36,846,177
People served in some way (conferences, meetings, etc.)	781,741

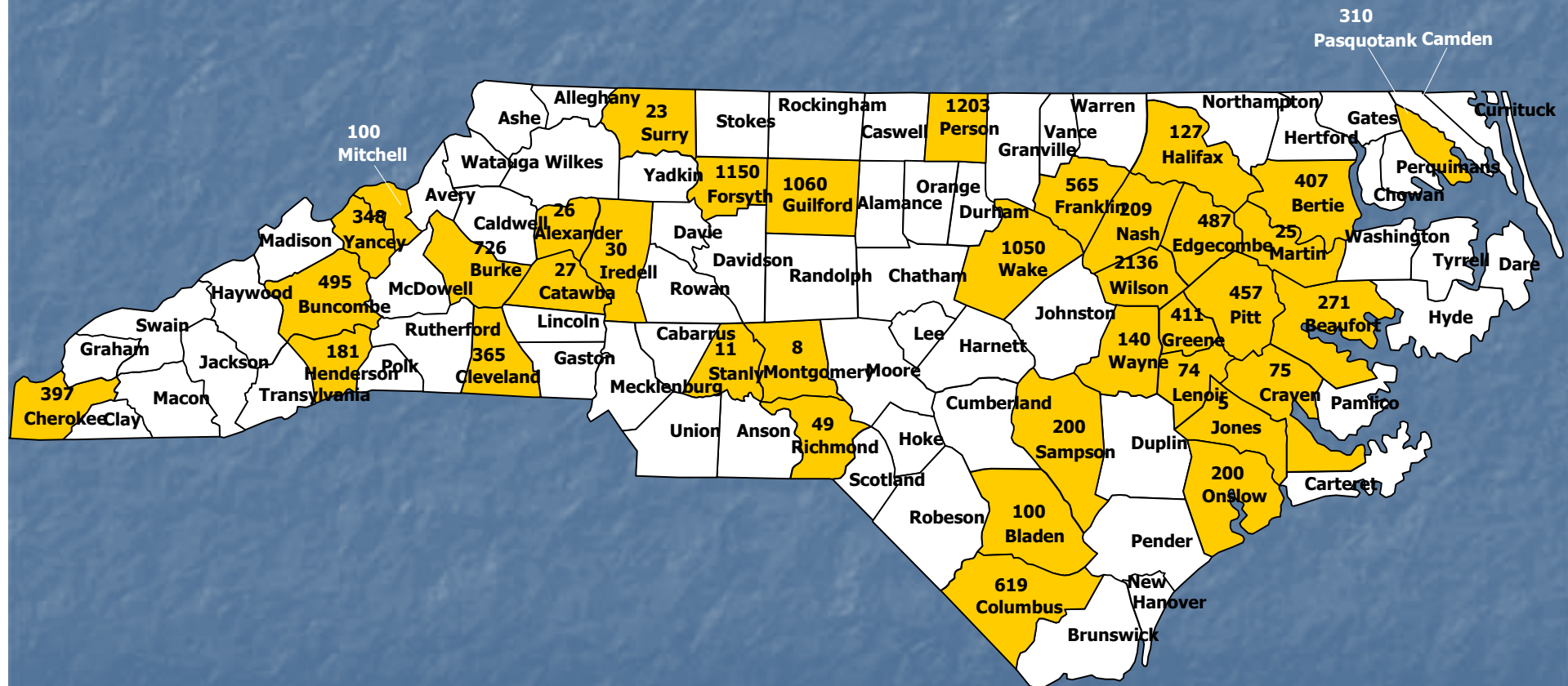
*521 projects with over \$183,500,000 in Golden LEAF funding submitting final and interim reports as of December 31, 2007

Impact Data – Economic Development Grants

Impact Data as Reported by Grantees	Total Amount Reported
Jobs Created	7,390
Jobs Retained	6,677
New Payroll	\$663,357,292
New Investments	\$557,843,529
New Certified Sites	26
Tax Base Increase	\$105,496,133
Worker Skills Upgraded	5,199

*90 projects with over \$27,149,599 in Golden LEAF funding submitting final and interim reports as of December 31, 2007

Jobs Created & Retained by County



Two Strategies

Economic

Development

- Create new jobs
- Attract new business to NC
- Expand existing industries
- Train new workers
- Educate for the future

Community

Development

- Infrastructure
- Community collaborations
- Empowering citizens to transform their local economies

Economic Catalyst Guidelines

General Eligibility Requirements:

- Grants are available for projects that include the creation and/or retention of full-time equivalent positions (FTE) in NC.
- Applicants must identify specific charitable, educational, or scientific uses for Golden LEAF funds, as defined by Section 501 (c)(3) of the Internal Revenue Code, that are directly related to the project.
- Companies must provide at least 50% of the cost of employee-only health insurance.
- The project must be “at-risk” without Golden LEAF participation.
- Eligible applicants are governmental entities and 501 (c)(3) non-profit organizations.
- Inducement agreements are required with claw-back provisions that require repayment for shortfalls in the creation of jobs and meeting wage standards.

Economic Catalyst Guidelines (cont'd)

The Golden LEAF Board of Directors may also consider other factors when considering awards, including:

- Economic impact of project, including costs and benefits to the state.
- Strategic importance of the project to the state, region, or locality.
- Quality of jobs.
- Quality of industry and project.
- Environmental impact of project.
- Identified needs that are directly related to job creation or retention from the project.
- Projects that are in competition with another location outside North Carolina.

Success Story - Workforce Preparedness

NC Biomanufacturing and Pharmaceutical Training Consortium (BPTC)
(\$67.9 million)

Three NC Institutions:

- **NC Community College System** – BioNetwork
- **NC Central University** – Biotechnology Research Institute and Technology Enterprise (BRITE)
- **NC State University** – Biomanufacturing Training and Education Center

Success Story - Workforce Preparedness

NC Biomanufacturing and Pharmaceutical Training Consortium

- Gives North Carolinians an opportunity to participate in the biotechnology industry – from entry level to advanced.
- Allows workers in the industry to refresh their skills, develop new proficiencies and increase earning potential.
- Sets up North Carolina as a national leader in the biotechnology industry – produces workers ready to compete nationally.

Success Story – Industry Location

Novartis
(\$2,050,000)

- Assist Holly Springs with infrastructure costs to locate this major biopharmaceutical manufacturing facility in the town's business park
- Company will make a capital investment of between \$250 and \$350 million and create between 300 and 400 full-time jobs

Success Story – Job Creation and Retention

Johnston County Industries, Inc.
(\$150,000)

- To date, this project has created 71 jobs and generated revenues totaling \$21.3 million.
- Employees are receiving enhanced job skills training through local community college.

Success Story – Job Creation and Retention

Marketing Association for Rehab Centers (MARC)
(\$585,280)

- Custom Medical Products being manufactured by 9 voc rehab centers in western counties
- Grant supported equipment purchases, facility upgrades and general operational support
- 81 Jobs Created
- 100 Jobs Retained

Success Story – Job Creation and Retention **Guilford Technical Community College** **(\$500,000)**

- Retained 1,000 production jobs at Thomas Built Buses.
- Created 60 new jobs.
- 602 workers have had their skills upgraded.

Success Story – Education

Golden LEAF Scholars Program (\$12.3 million)

- Statewide program
- Provides scholarships of \$3,000 a year for students attending public and private universities
- Provides scholarships for students attending community colleges
- Covers some tuition, fees, books, and room and board
- Students come from rural counties that are tobacco-dependent or economically stressed

Where we're going...

- More job creation...
- More partnerships...
- More lives transformed...
- More training for workers...
- More educational opportunities...
- More preparation for our young people...



For more information:

www.goldenleaf.org

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