



House Select Committee
EDPNC Remarks
April 2, 2018

Christopher
Chung

Chief Executive Officer
EDPNC

| Topics

- 1** | Who is the EDPNC?
- 2** | What matters to businesses?
- 3** | What are our unique transportation assets and challenges?
- 4** | What do we need to be successful?

Our Mission

The Economic Development Partnership of North Carolina advances the economic interests of North Carolina's 100 counties and more than 10 million residents, through its collaboration with state, regional, local, and private-sector partners in new business recruitment, existing employer support, international trade and export assistance, small business start-up counseling, and tourism promotion.



**Business
Recruitment**



**Existing Industry
Support**



**International
Trade**



**Small Business
Support**



Travel & Tourism

Our Strategies

Business Recruitment

→ **Get companies to locate here**

Existing Industry Support

→ **Get companies already here to stay and grow here**

Export Assistance

→ **Help companies already here to sell products overseas**

Small Business Start-up Counseling

→ **Help individuals launch new businesses**

Tourism Promotion

→ **Get visitors to travel here and spend their money here**

Impact of Transportation on Our Mission

Business Recruitment

- **Market access, logistics costs, employee QOL/commutes**

Existing Industry Support

- **Market access, logistics costs, employee QOL/commutes**

Export Assistance

- **Market access, logistics costs**

Tourism Promotion

- **Market access, “quality of visitor experience”**

What matters to businesses?

- #1: Highway accessibility**
- #2: Labor costs**
- #3: Availability of skilled labor**
- #4: Quality of life**
- #5: Occupancy/construction costs**
- #5T: Tax exemptions**
- #7: Proximity to major markets**
- #8: Corporate tax rate**
- #9: State and local incentives**
- #10: Available land / sites**

Combined Ratings*		
CORPORATE SURVEY 2017		
Site Selection Factors	2017	2016
Ranking		
1. Highway accessibility	91.3	94.4 (1)**
2. Labor costs	91.1	89.6 (3)
3. Availability of skilled labor	88.8	89.8 (2)
4. Quality of life	87.2	76.4 (10)
5. Tax exemptions	85.9	79.7 (7)
5T. Occupancy or construction costs	85.9	86.0 (4)
7. Proximity to major markets	84.6	78.1 (9)
8. Corporate tax rate	83.2	82.3 (6)
9. State and local incentives	81.3	84.0 (5)
10. Available land	76.9	75.3 (12)
11. Expedited or "fast-track" permitting	76.7	71.7 (13)
12. Proximity to suppliers	76.4	66.0 (20)
13. Energy availability and costs	76.0	78.5 (8)
14. Available buildings	75.9	75.5 (11)
15. Right-to-work state	74.7	70.1 (16)
16. Training programs/technical colleges	72.8	66.7 (18)
17. Inbound/outbound shipping costs	71.8	69.1 (17)
18. Low union profile	71.4	70.8 (14T)
19. Environmental regulations	70.2	70.8 (14)
20. Availability of long-term financing	64.6	66.7 (18T)
21. Accessibility to major airport	56.4	52.4 (22)
22. Raw materials availability	56.0	53.7 (21)
23. Water availability	55.3	46.3 (24)
24. Availability of unskilled labor	52.0	51.9 (23)
25. Proximity to innovation/commercialization R&D centers	44.7	39.2 (26)
26. Availability of advanced ICT services	42.7	40.9 (25)
27. Waterway or oceanport accessibility	31.2	18.1 (28)
28. Railroad service	29.9	33.7 (27)

*All figures are percentages and are the total of the "very important" and "important" ratings of the Area Development Corporate Survey and are rounded to the nearest tenth of a percent.

**2016 ranking

What matters to businesses?

- #11: Expedited permitting**
- #12: Proximity to suppliers**
- #13: Energy availability and costs**
- #14: Available buildings**
- #15: Right-to-work status**
- #16: Training programs**
- #17: Logistics costs**
- #18: Low union profile**
- #19: Environmental regulations**
- #20: Availability of financing**

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**2016 ranking

What matters to businesses?

#21: Access to major airport

#22: Raw materials availability

#23: Availability of water resources

#24: Availability of unskilled labor

#25: Proximity to R&D/innovation

#26: Availability of ICT/telecom

#27: Seaport or water port access

#28: Railroad service

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**2016 ranking

What transportation factors come up most?

- 1 | Highway / interstate proximity
- 2 | Availability of direct-access rail service
- 3 | Commercial airport with domestic and international flights
- 4 | Seaport proximity
- 5 | Intermodal capability
- 6 | Public transportation / mass transit

| When does transportation matter?

- 1 | Manufacturing projects (incl. food processing)
- 2 | Warehouse/distribution projects
- 3 | Headquarters projects

What are our unique transportation assets?

- 1 | Several 4-lane highways ready to “flip the shield” to interstate
- 2 | Two ocean ports in Morehead City and Wilmington
- 3 | Growing intermodal capabilities
- 4 | PTI and GTP both aggressive in courting industrial development

| What are our unique transportation concerns?

- 1 | Congestion in fast-growing metro markets
- 2 | Ports that compete with strong East Coast “incumbents”
- 3 | GTP’s workforce availability perception
- 4 | Avoiding “the South Carolina perception”

| What do we need to be more successful?

- 1 | Investments in transportation infrastructure (federal)
- 2 | Investments in transportation infrastructure (state)
- 3 | Multimodal transportation development strategy

Questions?

Christopher Chung

Mobile – 919.724.7943

Christopher.Chung@EDPNC.com



Twitter
@EDPNC



Facebook
/NCEconomicDevelopment



LinkedIn
/company/edpnc



Website
edpnc.com