

## **Charlotte Regional Partnership Annual Report**

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<b>Citation of Law or Resolution:</b>	G.S. 158-8.1, 158-8.3, 158-33
<b>Section Number:</b>	Section 158-8-5
<b>Due Date:</b>	February 15, 2012
<b>Submission Date:</b>	February 13, 2012

### **Receiving Entities:**

The Department of Commerce  
The Office of State Budget and Management  
The Joint Legislative Commission on Governmental Operations  
The Joint Legislative Economic Development Oversight Committee  
The Fiscal Research Division of the General Assembly

### **Submitting Entity:**

Charlotte Regional Partnership



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**STATE OF NORTH CAROLINA**  
**ANNUAL REPORT**  
**FISCAL YEAR - 2010/2011**

**Charlotte Regional Partnership**  
**550 South Caldwell Street, Suite 760**  
**Charlotte, NC 28202**  
**704-347-8942**





# Memo

**To:** Joint Legislative Commission on Governmental Operations  
Fiscal Research Division  
Department of Commerce

**From:** Melissa Hendrick  
Chief Financial Officer

**Date:** February 14, 2012

**Re:** FY 2010-2011 Annual Report

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The purpose of this memorandum and accompanying attachments is to fulfill the reporting requirements for regional economic development commissions per Section 158-8.5 of House Bill 1417 (**Attachment 1**). The Charlotte Regional Partnership ("CRP") is one of seven economic development commissions in North Carolina that receives funding from the state for the purpose of marketing the 12-county Charlotte region for new investment and jobs. Per Section 158-8.5 of House Bill 1417, the following is the CRP's report for fiscal year 2010-2011 ending June 30, 2011.

**Section 158-8.5 (1): A summary of the preceding year's program activities, objectives, and accomplishments.**

During FY 2010-2011, the CRP's activities were guided by a comprehensive Program of Work (**Attachment 2**) which placed heavy emphasis on face-to-face, business-to-business communication with key clients such as site selection consultants and company representatives that are active in those key sectors we deemed as growing and sustainable. The POW was drafted in conjunction with the Economic Developers Advisory Committee, which met monthly to review progress on the POW. Three overriding goals were incorporated into our Program of Work's framework to address our role in a recovering economy: *position* Charlotte USA communities for future investment opportunities, *increase* CRP leadership's engagement and communication



with our public sector, and *prepare* our communities for the economic upswing when new spending spurs the economy and investment opportunities arise.

**Attachment 3** is the CRP's published Annual Review which outlines our accomplishments for FY 2010-2011. While the year has been difficult, our team has demonstrated resourcefulness, tenacity and an implacable loyalty to our mission.

**Attachment 4** is the CRP's Balanced Scorecard for FY2010-2011 which measures the extent to which our annual goals have been achieved. Metrics include the number of qualified capital investment projects that have been generated by CRP activity, as well as the number of first time client visits that have come to pass through our efforts directly. In addition, we track the number of projects we generate of international origin, and the number of projects generated from our social media efforts and web presence. Funding levels, film project activity and customer satisfaction surveys of location advisors are also calculated for the final score. For FYE 2010, the CRP's final score was 80.6%, slightly down from the previous year's score of 81.9%.

**Section 158-8.5 (2): The preceding fiscal year's itemized expenditures and fund sources.**

**Attachment 5** contains the CRP's FYE 2011 Expenses by Department; Profit & Loss at June 30<sup>th</sup> containing actuals, budget, state budget, state actuals and variances; State Trial Balance, Combined Trial Balance, as well as an itemized list of expenditures for state funding. The June 30, 2011 Audited Financial Statement (**Attachment 7**) contains the itemized list of expenditures and funding sources for FYE 2011.

**Section 158-8.5 (3): Demonstration of how the commission's regional economic development and marketing strategy aligns with the State's overall economic development and marketing strategies.**

The CRP acknowledges and accepts both the need for and the benefits and advantages of the strategic alignment contemplated by Subsection (3). And, like our sister economic development partnerships throughout the state, we are committed to the success of North Carolina's economic growth and stability.

This goal is continuously achieved and ensured through the programs and activities of the North Carolina Partnership for Economic Development. NCPED is a nonprofit 501(c)(3) consortium consisting of the North Carolina Department of Commerce (NCDOC) and all seven regional economic development partnerships. Operationally, NCPED functions as an information-sharing and best practices clearinghouse for economic development professionals and private sector volunteers throughout the state.

NCPED's guiding principle is "statewide consistency; regional flexibility," an approach that permits each region to market and promote its own local and unique business assets and advantages, but also ensures that North Carolina's powerful, consistent, and compelling economic development message is communicated and reinforced throughout the United States and around the world. While the primary and legislatively-mandated function and responsibility of each regional partnership is to develop and execute a regional marketing plan and program of work that fits that particular region's needs,



when it comes to marketing the State of North Carolina itself, the seven regions without hesitation look to and depend upon NCDOC for leadership and direction.

NCPED has, over time, developed operational systems and procedures that are intended to achieve a high level of strategic alignment with NCDOC's statewide marketing initiatives, while simultaneously informing NCDOC of the various marketing and promotional programs underway in the seven regions. For example:

- The Chairman of an elected partnership and NCDOC serve as co-chairs
- Presidents meet monthly with NCDOC representatives
- Chairs meet quarterly, with NCDOC Secretary and senior staff
- NCDOC and partnership research and IT officers meet frequently
- Marketing Council, consisting of the marketing executives from all seven regional partnerships and the NCDOC, meets regularly

The CRP is an active participant in the collaboration, planning, and execution of the activities that coincide with the strategies of NCDOC. The following represents a summary of key strategies and activities for economic development put forth in the CRP's FY2010-2011 Program of Work ([Attachment 2](#)).

- **Target & Segment:**
  - CRP continues to target sectors that align with state initiatives and leverage local strengths to attract capital investment. Key sectors are identified within Healthcare/Life Sciences, Energy/Environment, Defense/Aerospace, Motorsports, Finance and Film sectors. Each of these sectors meet important criteria that we believe will make them excellent investments for future growth potential. These sectors are sustainable, diversified, largely insulated from low-cost competition, and their demand remains relatively inelastic with few substitutes. For a complete list of target industries, please refer to our Program of Work ([Attachment 2](#)).
  - Identify and expand list of potential domestic and international companies to track for new project development. Our research team continues to mine lists from conferences, trade associations and trade publications for companies in expansion mode. Extra consideration is made for companies with ties to the Carolinas and in sectors most compatible with our assets throughout the region.
  - Conducting an aggressive e-marketing campaign specific to target sectors, using content and verbiage relevant to those markets to build the Charlotte USA brand; to date one e-campaign for each sector is sent quarterly to each targeted audience, touting local assets, success stories and suitable real estate options for expanding and relocating companies, while reaching hundreds of contacts with each click of the 'send' button. Approximately six to eight e-campaigns are conducted quarterly.
  - Leveraging relationships with foreign owned firms operating locally for additional contacts/companies abroad that would be a good fit for the region and the local international community. More interaction within the international community through speaking engagements and assistance with various dignitary events has proven to be a useful tool in gaining insight, as well as new contacts for potential future investment. Collaborative agreements and partnerships with

organizations such as AmCham in Brazil have proven to be beneficial in reaching the right audience in foreign markets. We continue to pursue such arrangements.

- Marketing collateral has been updated specific to our target audiences, and is provided to State representatives to convey the strengths of our region and represent the Charlotte region at State-attended events or meetings.

- **Position & Promote:**

- Business travel has been specifically targeted to promote face-to-face meetings with international business executives, site location advisors and media contacts to communicate the competitive advantages of operating a business in the Charlotte region.
- The CRP continues to work closely with NCDOC as the CharlotteUSA brand is reinforced among firms seeking consolidation or relocation to the Southeast, taking advantage of the large pool of available talent in our region, and synergy among similar firms.
- Targeted geographies include major East coast/West coast/Midwest markets in U.S., Western European countries such as Germany, France and Italy, as well as South America, specifically Brazil. The following list represents markets the CRP business development team has visited during FY2010-2011.
  - Albuquerque, NM
  - Alexandria, VA
  - Atlanta, GA
  - Chicago, IL
  - Dallas / Ft Worth, TX
  - Greenville, SC
  - Hilton Head, SC
  - Houston, TX
  - Los Angeles, CA
  - New York, NY
  - New Orleans, LA
  - San Francisco, CA
  - Savannah, SC
  - Orlando, FL
  - Philadelphia, PA
  - Phoenix, AZ
  - Washington, DC
  - EU – Germany, Belgium, Netherlands, Italy
  - South America - Brazil
- Industry conferences and tradeshow to promote the Charlotte region are integral to the CharlotteUSA marketing campaign. The concentration of companies and/or consultants found at these events provides a cost effective approach to reach as many decision makers as possible. The following list represents a list of trade shows and events the CRP business development team has attended.
  - Aerospace Forum, Monroe, N.C.
  - Aircraft Interior Expo, Hamburg, Germany
  - Area Development Forum, New Orleans/Savannah
  - CoreNet Global, Chicago
  - Energy Inc., Charlotte
  - Hydro Event, Charlotte



- Industrial Asset Management Council (IAMC), Albuquerque/New Orleans
- InformEx, Charlotte
- Institute of Food Technologists, Chicago
- International Economic Development Council (IEDC) Leadership Summit, San Diego
- K-Show, Dusseldorf, Germany
- Lightfair International, Philadelphia
- N.C. Economic Development Association, Pinehurst, N.C.
- Paris Air Show
- Performance Racing Industry, Orlando
- PEDCO, Hilton Head
- Roundtable in the South, Hilton Head
- SouthPack, Charlotte
- Hosting site location advisors to the region provides CRP to showcase assets within the region, build relationships with valuable contacts and highlight recent successes.
- Hosting business executives/consultants whose expertise lies in defense, energy and film to educate our constituents and address today's trends.
- Sponsoring the Data Center Information Exchange to increase the visibility of our region's burgeoning data center corridor.
- Hosting two legislators' receptions to convene local elected officials with state and local leadership to discuss issues that impact the region.
- Hosting special events such as investor forums that focused specifically on defense and health sectors.
- For the second consecutive year, sponsoring Energy Inc, in collaboration with the Charlotte Business Journal and Duke Energy, to further promote our region as the New Energy Capital. National and international reporters who were in town for the PR initiative media tour attending the breakfast event, garnering additional coverage.
- Our website, [www.charlotteusa.com](http://www.charlotteusa.com) continues to be updated, using feedback from those who use the website most, as guidance on key navigation and content issues. As a result, the website continues to be very focused on industry/market data most pertinent to contacts in these key sectors.
- Social marketing efforts have gained momentum as LinkedIn groups for each target sector have been created, daily posts are shared via Twitter and blogs are written monthly to provide insight regarding industry assets and company case studies. Facebook has proven an invaluable tool for sharing photos of our events with current and potential investors.
- **Measure & Communicate**
  - CRP developed an organizational scorecard to internally measure progress each quarter. Scorecard metrics include project development, site visits, and customer service surveys to gauge the sentiments of location advisors and their clients, as well as tracking the organization's levels of public and private funding.
  - CRP communicates weekly via email to our investors and partners regarding local news, new company announcements and/or closings and business development missions and industry markets the CRP is targeting. This vehicle provides a powerful tool to keep our allies in the region up to date with our activities and aware of upcoming events.



- CRP meets monthly with the Economic Development Advisory Committee (EDAC) and invites private sector experts in marketing and business development to these meetings for added perspective. Monthly dashboards are presented to inform committees of our year-to-date progress.
- Return on Investment reports are forwarded to public sector partners twice each year to provide information regarding services and resources available to partner communities.
- Quarterly finance and investor relations reports are disseminated to the board to communicate fiscal responsibility and organizational achievements.

CRP continues to stay involved with State marketing activities and actively participates in strategy development and resource allocation discussions that take place within the NC Marketing Council.

**Section 158-8.5 (4): A demonstration of how the commission's or partnership's involvement in promotion activities has generated leads.**

Because the CRP provides research, data, and marketing materials to clients that wish to remain anonymous, it is sometimes impossible to know the full extent to which the CRP's involvement affected the generation of a lead or the location of a business. Through missions, events, marketing, and strategic partnerships, the CRP has promoted the Charlotte region both domestically and internationally to generate opportunity and investment for the region.

The CRP's Annual Review ([Attachment 3](#)) details the list of major accomplishments for fiscal year 2010-2011, and outlines the extent to which the CRP is involved in promotional activities.

As a result of our 2010-2011 marketing and business development activities, the Partnership generated 77 new qualified capital investment projects during this difficult economic climate. Additionally, the CRP facilitated 29 first-time visits by these companies. With 75 percent of the new qualified projects being of domestic origin, the recession halted or delayed a significant number of final location decisions. We continue to see renewed interest from potential firms overseas. The Partnership played a significant role in the site location process for companies that chose to expand or relocated in the Charlotte region such as BAE Systems, HYDEC International, Groninger, Connexions, Niagara Bottling, Madrona Specialty Foods, Aptar Group and GEO Plastics.

**Section 158-8.5 (5): The most recent audited financial statement regarding State funds.**

[Attachment 5](#) provides a copy of the most recent CRP audited financial statement regarding use of State funds.

Please let me know if you have any questions about the enclosed materials.

Thank you very much for the opportunity to inform you about the success of the Charlotte Regional Partnership and the growth and prosperity of the Charlotte region.

Sincerely,

Melissa Hendrick  
Chief Financial Officer  
Charlotte Regional Partnership



# **2010/2011 ANNUAL REPORT**

## **TAB 1**

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### **HOUSE BILL 1417**

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**GENERAL ASSEMBLY OF NORTH CAROLINA  
SESSION 2005**

**SESSION LAW 2006-263  
HOUSE BILL 1417**

AN ACT RELATING TO REGIONAL ECONOMIC DEVELOPMENT COMMISSIONS.

The General Assembly of North Carolina enacts:

**SECTION 1.** Article 2 of Chapter 158 of the General Statutes is amended by adding the following new sections to read:

**"§ 158-8.5. Annual reporting requirement.**

By February 15 of each year, the commissions created pursuant to G.S. 158-8.1, 158-8.2, 158-8.3, and 158-33 shall publish a report containing the information required by this section. As a condition on the receipt of State funds, the Charlotte Regional Partnership, Inc., the Piedmont Triad Regional Partnership, and the Research Triangle Regional Partnership shall, by February 15 of each year, publish a report containing the information required by this section. The commissions and partnerships shall also submit a copy of the report to the Department of Commerce, the Office of State Budget and Management, the Joint Legislative Commission on Governmental Operations, the Joint Legislative Economic Development Oversight Committee, and the Fiscal Research Division of the General Assembly. The report shall include all of the following:

- (1) A summary of the preceding year's program activities, objectives, and accomplishments.
- (2) The preceding fiscal year's itemized expenditures of State funds.
- (3) A demonstration of how the commission's or partnership's regional economic development and marketing strategy aligns with the State's overall economic development and marketing strategies.
- (4) A demonstration of how the commission's or partnership's involvement in promotion activities has generated leads.
- (5) The most recent audited annual financial statement regarding State funds.

**"§ 158-8.6. Uniform standards.**

The Department of Commerce, in consultation with the commissions created pursuant to G.S. 158-8.1, 158-8.2, 158-8.3, and 158-33, the Charlotte Regional Partnership, Inc., the Piedmont Triad Partnership, and the Research Triangle Regional Partnership, shall develop uniform standards for the use of State funds related to accounting procedures, personnel practices, and purchasing and contracts procedures. The commissions created pursuant to G.S. 158-8.1, 158-8.2, 158-8.3, and 158-33 shall follow these standards. As a condition on the receipt of State funds, the Charlotte Regional Partnership, Inc., the Piedmont Triad Partnership, and the Research Triangle Regional Partnership shall follow these standards.

**"§ 158-8.7. Use of State funds.**

The commissions created pursuant to G.S. 158-8.1, 158-8.2, 158-8.3, and 158-33, the Charlotte Regional Partnership, Inc., the Piedmont Triad Partnership, and the Research Triangle Regional Partnership, are subject to all of the provisions of G.S. 143-6.2.

**"§ 158-8.8. Orientation for board members.**

The commissions created pursuant to G.S. 158-8.1, 158-8.2, 158-8.3, and 158-33 shall hold an orientation session for all newly appointed commission members. The orientation shall provide information on the duties and responsibilities of commission members and shall include information on

the commission's policies and State law regarding conflicts of interest, financial disclosure, and ethical behavior. At least once a year, each of these commissions shall distribute to all commission members information on the commission's policies and State law regarding conflicts of interest, financial disclosure, and ethical behavior."

**SECTION 2.** The Department of Commerce may hire a consultant to assist in the development of the uniform standards required by G.S. 158-8.6, as enacted by Section 1 of this act. As a condition on the receipt of State funds, the commissions created pursuant to G.S. 158-8.1, 158-8.2, 158-8.3, and 158-33, the Charlotte Regional Partnership, Inc., the Piedmont Triad Partnership, and the Research Triangle Regional Partnership, shall pay the costs of developing the uniform standards required by G.S. 158-8.6, as enacted by Section 1 of this act, in equal shares up to a maximum aggregate amount of fifty thousand dollars (\$50,000). The Department of Commerce shall pay from funds available in its 2006-2007 budget any costs for developing the uniform standards in excess of fifty thousand dollars (\$50,000).

**SECTION 3.** Section 1 of this act becomes effective October 1, 2006. The remainder of this act becomes effective July 1, 2006.

In the General Assembly read three times and ratified this the 27<sup>th</sup> day of July, 2006.

s/ Beverly E. Perdue  
President of the Senate

s/ James B. Black  
Speaker of the House of Representatives

s/ Michael F. Easley  
Governor

Approved 1:15 p.m. this 27<sup>th</sup> day of August, 2006



# **2010/2011 ANNUAL REPORT**

## **TAB 2**

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## **PROGRAM OF WORK**

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**CHARLOTTE  
REGIONAL**  
PARTNERSHIP

## **2010-2011 Program of Work**



  
**CHARLOTTE  
USA**



**2010-2011 Program of Work  
Letter from the President and CEO**

July 29, 2010

Dear Stakeholder,

As the Charlotte Regional Partnership begins its 20th year as a non-profit dedicated to marketing and promoting the Charlotte region as a business location, we are faced with a series of opportunities, challenges and economic contradictions.

First, the Charlotte region is recovering – but has not recovered. Thousands of skilled workers and educated professionals are either not working or are underemployed due to the lack of global economic activity. However, we have a lot of local economic activity and enjoyed a number of successes this past 12 months. For the second time in its history, the Charlotte Regional Partnership was named as one of the Top 10 economic development organizations in the United States by Site Selection magazine. This was due largely to the economic activity in the region and the great companies that chose to call the Charlotte region home in 2009. Additionally, the region continues to attract a skilled workforce and talented college graduates that feel – as we do – that the Charlotte region is a very good long-term bet for those seeking economic opportunity.

Second, economic pressures remain for businesses and governments alike. Company executives and elected officials are facing tough budget choices that have brought both additional scrutiny and a new awareness of the good work being done by the economic development agencies within the Charlotte area. This economic recession has highlighted the value of solid leadership and consistent economic development practices.

Finally, the Charlotte Regional Partnership has to balance the competing, diverse needs of the 16 counties it represents. While it is imperative that we focus on fundamentals to market the region, it is necessary to think creatively to position our entire region for success. Entering this critical year in our history, our team is acutely aware of the significance of our mission. We look forward to partnering with you to make this year one that not only produces outstanding results, but through the hard work and full engagement of our stakeholders, lays the foundation for our region's continued success as we begin our next 20 years.

Sincerely,

Ronnie L. Bryant, CEcD, FM, HLM



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## Overview

The Charlotte Regional Partnership has developed a focused Program of Work based on the three following priorities.

- Marketing and promoting Charlotte USA as a business destination to develop qualified prospects that visit the region
- Increasing the CRP's engagement and communication with both public and private stakeholders in order to increase involvement in our program
- Running a fundamentally sound organization that is respected and admired in both the non-profit community and economic development profession

Our staff is committed to working diligently to be transparent and efficient in how we manage our operations and the organization's finances.

To achieve these goals, we would like to emphasize and reinforce some activities that came to the forefront during our planning process and from our partners. In the marketing and business development area, our partners asked us to focus more extensively on developing foreign direct investment projects, improve our website and social media effectiveness, and ensure project clients and site location advisors visit our rural communities.

Stakeholder engagement is critical to improving both our business development and marketing activities, and in building grassroots support and funding for those efforts. We would like to continue to increase investment in the CRP from the private sector, while retaining 100% of our public sector funding. We also are challenging ourselves, and our leadership from around the region, to find opportunities to work together to further regional economic development.

In short, our organizational management goals are to run an effective, results-oriented organization, and to do so in a financially sustainable manner.

## I. Annual Goals & Areas of Focus

### Economic Development / Marketing & Business Development

- Generate 100 qualified projects for the Charlotte region
- Generate 50 first-time visits to the Charlotte region
- Generate at least 25% of qualified projects from international sources
- Generate 10% of qualified projects through our website and social media activities
- Conduct activities that specifically focus on the unique assets within our rural areas
- Conduct business visits (client or consultant) in each of our 16 counties
- Generate positive revenue from Foreign Trade Zone #57 administration activities
- Generate 250 film and television production project for the Charlotte region

### Stakeholder Engagement

- Meet with 100% of our existing private-sector investors during the 2010-2011 campaign
- Increase private-sector investment by \$125,000
- Visit each county within the region to discuss opportunities for engagement and to meet potential new investors
- Maintain state of North Carolina funding for CRP activities and regional economic development
- Develop a 3-to-5-year Strategic Plan for the Charlotte Regional Partnership
- Achieve 70% attendance at CRP Board of Directors meetings
- Host more than 1,000 stakeholders at our CRP annual awards luncheon
- Engage with each county on at least one economic development or government relations activity

### Organizational Management

- Develop and maintain a balanced scorecard to track performance and results (minimum score of 85%)
- Manage the budget;
  - Continue upward trend for net economic development expenditures
  - End the year with a balanced budget
  - Develop a 1% reserve
  - End year with no debt
- Develop and maintain a high-performance work team; complete employee position descriptions and professional development plans, and conduct annual reviews



## II. Economic Development / Marketing & Business Development Plan

**Strategy Description:** To aggressively market the Charlotte USA region as a superior business location in order to develop qualified business projects and to encourage site and community visits by executive decision makers and opinion leaders

Key Activities	Estimated Budget	Suggested Tactics
Execute a targeted industry prospect development program	\$43,000 <i>In-kind possibilities:</i> US Airways Public/private partners	<ul style="list-style-type: none"> <li>Contract with third-party provider to contact three to four target industry sectors to develop qualified prospects. (\$30,000)</li> <li>Incur travel expenses, create meeting materials and client entertainment/activities (\$13,000)</li> </ul>
Engage in target sector regional or domestic conferences and trade shows to market the region	\$31,500 <i>In-kind possibilities:</i> US Airways Public/private partners	<ul style="list-style-type: none"> <li>Attend Performance Racing Show (\$2,500, Orlando)</li> <li>Select energy, defense, aerospace, and medical or general shows as necessary (\$8,000)</li> <li>Attend two IAMC forums (possible sponsorship, \$15,000)</li> <li>Attend two Corenet Global forums (\$6,000)</li> </ul>
Execute a site location consultants awareness campaign	\$22,000 <i>In-kind possibilities:</i> US Airways Hotel discounts/ rooms	<ul style="list-style-type: none"> <li>Travel to four markets within the year (Atlanta, Dallas, Chicago, and New York/New Jersey) (\$12,000)</li> <li>Attend two consultant forums with select leadership from BOD/EDAC (\$5,000)</li> <li>Send quarterly e-mail updates</li> <li>Host location consultants/visit completed projects (\$5,000)</li> </ul>
Conduct an international marketing and business development program	\$81,000 <i>In-kind possibilities:</i> US Airways Lufthansa Public/private partners International organizations	<ul style="list-style-type: none"> <li>Engage consultant(s) to assist with appointment setting and company qualification (\$30,000)</li> <li>Conduct two missions to Europe (\$15,000)</li> <li>Coordinate two international tradeshow events (K-Show, Paris Air Show) with appt. setting (\$15,000)</li> <li>Execute one trip to Brazil in November (\$5,000)</li> <li>Host international business delegations in coordination with our allies, investors (\$2,000)</li> <li>Employ intl. interns to assist with collateral development and marketing analysis (\$4,000)</li> <li>Conduct a survey of German companies with operations in the Charlotte region (\$10,000)</li> </ul>
Develop an optimized website and social media campaign	\$51,000 <i>In-kind possibilities:</i> US Airways Universities	<ul style="list-style-type: none"> <li>Develop a written social media plan</li> <li>Develop social networks for each targeted sector</li> <li>Employ allies and partners to scale message</li> <li>Maintain site and building database (\$46,000)</li> <li>Increase search engine ranking and improve website / social networking visibility, (\$5,000)</li> </ul>
Develop and maintain robust research capabilities to market and respond effectively to clients and stakeholders	\$41,890 <i>In-kind possibilities:</i> UNC Charlotte ESRI	<ul style="list-style-type: none"> <li>Maintain updated GIS data for marketing and responses. (\$20,340)</li> <li>Maintain major employer and manufacturing databases (with Charlotte Chamber) (\$13,050)</li> <li>Subscribe to online databases for market and company research (\$8,500)</li> </ul>



## II. Economic Development / Marketing & Business Development Plan

**Strategy Description:** To aggressively market the Charlotte USA region as a superior business location in order to develop qualified business projects and to encourage site and community visits by executive decision makers and opinion leaders.

Key Activities	Estimated Budget	Suggested Tactics
Develop and improve marketing collateral items	\$8,000 <i>In-kind possibilities:</i> LGA Investors	<ul style="list-style-type: none"> <li>Secure CUSA brand items (\$1,000)</li> <li>Replenish collateral material (\$3,000)</li> <li>Utilize LGA assistance for material enhancement (\$4,000 in-kind)</li> </ul>
Host CRP Clients within the region	\$20,000	<ul style="list-style-type: none"> <li>Logistics and client entertainment</li> </ul>
Develop awareness of our rural communities and locations	\$3,500 <i>In-kind possibilities:</i> CRCBR US Airways Hotel discounts/ rooms	<ul style="list-style-type: none"> <li>Host an event in Charlotte along with the CRCBR to highlight those assets and sites in rural locations within our region (\$2,500)</li> <li>Develop a special rural economic development report to highlight positive news and opportunities</li> <li>Hold a conference call each month to discuss topics, ideas for generating opportunities within rural areas</li> <li>Host consultants in three to four rural sub-regions (\$1,000)</li> </ul>
Lead and manage the New Energy Capital Initiative for the Charlotte region to create awareness of Charlotte USA region as an "energy hub"	\$68,500 <i>In-kind possibilities:</i> Duke Energy Charlotte Business Journal	<ul style="list-style-type: none"> <li>Re-engage consultant to manage initiative (\$45,000 total; \$13,500 in-kind)</li> <li>Hold quarterly meetings of committees</li> <li>Lead coordination of energy-related events</li> <li>Lead communication efforts/media tours</li> <li>Sponsor, participate in regional energy events, develop appropriate collateral (\$5,000)</li> </ul>
Sponsor / contribute to allies events and programs to leverage dollars and highlight select sectors / audiences	\$20,000 <i>In-kind possibilities:</i> US Airways	<ul style="list-style-type: none"> <li>Attend Friends of North Carolina (\$15,000) (includes travel)</li> <li>Attend regional events (\$5,000)</li> </ul>
Targeted advertising to promote the region	\$99,250 <i>In-kind possibilities:</i> CLT, Speedway, Panthers, & Bobcats	<ul style="list-style-type: none"> <li>Advertise (in-kind) at Charlotte-Douglas International Airport, Speedway Motorsports, Carolina Panthers and Charlotte Bobcats (\$99,250)</li> </ul>
Engage EDAC and Business Development & Marketing Advisory Committee in the planning process	\$15,000 <i>In-kind possibilities:</i> Hotels / meeting spaces	<ul style="list-style-type: none"> <li>Hold one mid-year review meeting (Dec-Jan) to discuss progress / goals (\$2,500)</li> <li>Hold one planning retreat to develop the 2011-2012 Program of Work (\$5,000 &amp; \$5,000 in-kind)</li> <li>Hold monthly advisory meetings (\$2,500)</li> </ul>
Use Charlotte-area attractions to market and promote the Charlotte region	\$15,000 <i>In-kind possibilities:</i> Teams, Speedway, partners	<ul style="list-style-type: none"> <li>Entertain client and allies at Bobcats and Panthers games, NASCAR events and Quail Hollow Golf Tournament</li> </ul>



## II. Economic Development / Marketing & Business Development Plan

**Strategy Description:** To manage and market the benefits of Foreign Trade Zone #57

Key Activities	Estimated Budget	Suggested Tactics
Manage and market to new companies and stakeholders the benefits of FTZ #57.	\$40,970 <i>In-kind possibilities: K&amp;L Gates</i>	<ul style="list-style-type: none"> <li>• Hold International forum focused on international business and FTZ activities (\$10,000)</li> <li>• Attend national FTZ conference (\$2,200)</li> <li>• Tour Port of Wilmington and Charleston to increase awareness of those assets (\$2,500)</li> <li>• Support services from K&amp;L Gates (\$25,000 in-kind)</li> </ul>

**Strategy Description:** To aggressively market the Charlotte USA region as a superior business location for the development and production of film and television projects

Key Activities	Estimated Budget	Suggested Tactics
Execute a targeted marketing program to develop film and television projects	\$26,500 <i>In-kind possibilities: Hotels US Airways</i>	<ul style="list-style-type: none"> <li>• Conduct marketing trips to promote the region and develop relationships with decision makers (\$11,500)</li> <li>• Send newsletters to targeted film industry contacts</li> <li>• Respond to client related requests, research, scouting, client hosting and maintenance of film location library (\$15,000)</li> </ul>
Enhance the CRP film Web portal to market the region and meet client needs	\$10,000	<ul style="list-style-type: none"> <li>• Enhance the film Web portal through social media tactics (\$10,000)</li> <li>• Update film website</li> </ul>
Develop infrastructure (sound stages) that would position the region for additional film and television production opportunities	TBD	<ul style="list-style-type: none"> <li>• Travel with leadership to two cities that have helped to secure funding for sound stages</li> <li>• Market the Charlotte region as an underserved location for such stages</li> </ul>
Build public awareness of the impact of the film and television industry in the region	\$10,950	<ul style="list-style-type: none"> <li>• Hold quarterly advisory group meetings to inform leaders of the activities and potential projects (\$750)</li> <li>• Support and network with regional/state leaders (\$1,000)</li> <li>• Host a film forum to highlight the region and connect screen-writers and financiers</li> <li>• Provide report updates on the film industry (the regional impact and potential)</li> </ul>
Increase the competitiveness of NC/SC and the region for film and television production	TBD	<ul style="list-style-type: none"> <li>• Create a list of vendors and accommodations that can serve the industry within the region and develop a discount program / booklet</li> <li>• Work with local and NC/SC leaders to maintain and enhance tax incentives for the film industry</li> </ul>



### III. Stakeholder Engagement Plan

**Strategy Description:** To engage private and public stakeholders in an effort to increase the opportunities to market the region, and to maintain adequate funding and support for the program regionally

Key Activities	Estimated Budget	Suggested Tactics
To engage and leverage existing private-sector investors	\$7,500 - \$10,000 <i>In-kind Sponsorships</i>	<ul style="list-style-type: none"> <li>• Present to and meet with existing investors to inform and gather input, travel expenses, and client entertainment/activities</li> <li>• Develop collateral</li> <li>• Hold three investor forums to highlight a topic of interest to our investors/stakeholders</li> </ul>
To engage new private-sector investors	\$7,500 - \$10,000 <i>In-kind Sponsorships</i>	<ul style="list-style-type: none"> <li>• Hold four Coffee &amp; Conversation meetings with the President &amp; CEO (RLB)</li> <li>• Network with potential investors</li> <li>• Sponsor CRCBR meetings</li> <li>• Provide written/electronic communications on a regular basis to investor base</li> </ul>
To engage and leverage public-sector investment and involvement in the CRP	\$15,000 - \$20,000 <i>In-kind Sponsorships</i>	<ul style="list-style-type: none"> <li>• Network and attend key community events in the region and within NC/SC</li> <li>• Attend NCPED activities</li> </ul>
To begin the process of developing and funding a three to five year strategic plan	\$12,500 <i>In-kind</i>	<ul style="list-style-type: none"> <li>• Develop a task force with public/private co-chairs to address strategic plan</li> <li>• Travel to three competing/like regions with co-chairs to discuss strategies/models and to build vision</li> </ul>
To increase Board of Directors attendance and involvement in the CRP	TBD	<ul style="list-style-type: none"> <li>• Hold two Board meetings outside of Charlotte</li> <li>• Meet with each board member once one-on-one</li> </ul>
Host the CRP Annual Awards luncheon to increase awareness and involvement in the CRP	\$75,000	<ul style="list-style-type: none"> <li>• Develop sponsorships for awards program</li> <li>• Select awards winners</li> <li>• Note: Expenses estimated between \$75,000 to \$80,000 but event is a fund raiser and generates approximately \$40,000 in revenues for CRP.</li> </ul>
Engage with each county on an "outside the region" activity	TBD	<ul style="list-style-type: none"> <li>• Develop a high-level travel policy to set guidelines</li> <li>• Engage with local economic development officials to determine the most impactful ways in which to engage them in marketing and committee activities</li> </ul>

## IV. Organizational Management Plan

**Strategy Description:** To act responsibly and be accountable for the funds provided to us by the private and public sector investors, and to create a high-performance work team for the important mission that we serve.

Key Activities	Estimated Budget	Suggested Tactics
Measure and track performance across the organization for monitoring and agility	N/A	<ul style="list-style-type: none"> <li>Develop a balanced scorecard based on the measurable goals within this document</li> </ul>
Manage and monitor the financial health and sustainability of the organization	\$55,000	<ul style="list-style-type: none"> <li>Continue upward trend for net economic development expenditures</li> <li>End the FY with a balanced budget</li> <li>Develop a 1% reserve (\$30,000)</li> <li>End year with no debt (\$25,000)</li> </ul>
Manage and develop the CRP employees to create a high-performance work team	\$2,500	<ul style="list-style-type: none"> <li>Complete updates to Personnel Manual and Benefits overview</li> <li>Formally evaluate each employee prior to the end of each fiscal year</li> <li>Have regular staff and management meetings to address tactical and strategic issues</li> <li>Provide updated position descriptions and professional development plans for each employee</li> <li>Host holiday and end of year social gatherings to build team unity (\$2,500)</li> <li>Develop a focused professional development program for each employee (budgeted within each department)</li> </ul>
Provide each employee with the tools necessary to complete their job	\$35,000	<ul style="list-style-type: none"> <li>Evaluate telecommunications and computer equipment needs replace/upgrade as appropriate (\$15,000)</li> <li>Provide sufficient office supplies and furniture to facilitate client and investor meetings (\$20,000)</li> </ul>



## II. Appendices

**Strategy Description:** To act responsibly and be accountable for the funds provided to us by the private and public-sector investors, and to create a high-performance work team for the important mission that we serve.

- i. FY 2010-2011 Charlotte Regional Partnership Budget
- ii. Calendar of Marketing Events & Business Travel
- iii. Board Governance Structure
- iv. Board of Director & Board Operations Committee Meetings Dates
- v. FY 2010-2011 Charlotte Regional Partnership Balanced Scorecard



### a. Calendar of Marketing Events and Business Development Travel

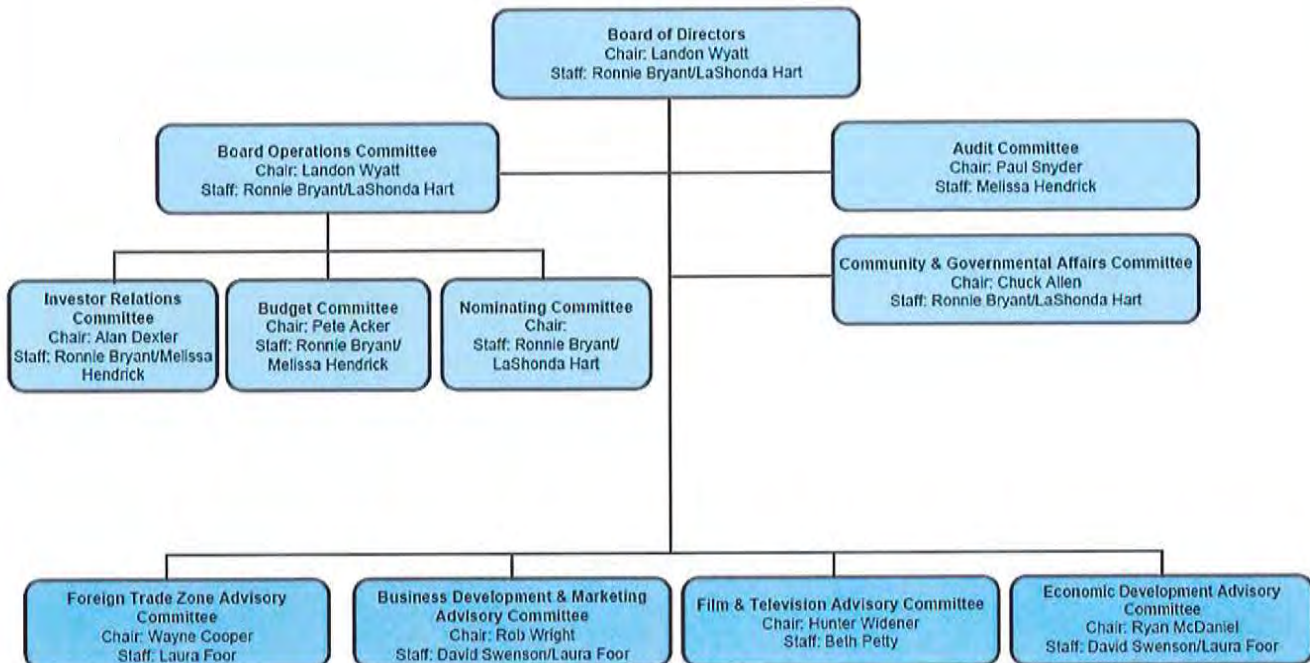
July 2010			
9	EDAC / M&BD Committee Meeting	Charlotte, NC	Swenson
19-25	Farnborough Air Show	United Kingdom	
27-30	HydroVision International Show	Charlotte, NC	
28	CRP Board of Directors Meeting	Charlotte, NC	CRP Staff
August 2010			
3	NEC - Workforce Energy Careers Event	Charlotte, NC	CRP Staff
6	EDAC Meeting	Charlotte, NC	Swenson
19	New Energy Capital Advisory Board Meeting	Charlotte, NC	Bryant/Swenson
24	Friends of NC Event - Consultants Event	Atlanta, GA	Bryant
30-Sept 1	Chicago Consultants Visit	Chicago, IL	Swenson
September 2010			
3	EDAC / M&BD Committee Meeting	Charlotte, NC	Swenson
16-19	NHRA Nationals	Concord, NC	
19-21	Corenet Global Conference	Phoenix, AZ	Bryant
25-28	IEDC Annual Conference	Columbus, OH	Bryant
October 2010			
1	EDAC Meeting	Charlotte, NC	Swenson
2-5	IAMC Fall Forum	Virginia	Bryant
5-7	The Battery Show	San Jose, CA	
14-15	SCEDA Mid-Year Meeting	Spartanburg, SC	Swenson
16	NASCAR Bank of America 500	Concord, NC	Bryant
17-23	European Mission	France / Germany	Swenson
27	CRP Board of Directors Meeting	Charlotte, NC	CRP Staff
27-Nov 3	K-Show - Plastics	Dusseldorf, Germany	CRP Team
	Nuclear Industry Construction Summit	Charlotte, NC	
	TransAtlantic Energy Event	Charlotte, NC	
	NEC Technology Development Event	Charlotte, NC	
November 2010			
	FONC Site Consultants Event	New York, NY	Bryant
1-5	Canadian Trade Mission	Toronto & Montreal	
5	EDAC / M&BD Committee Meeting	Charlotte, NC	Swenson
16-18	Texas Consultants Visit	Texas	Swenson
17-19	Greenbuild International Conference & Expo	Chicago	



### a. Calendar of Marketing Events and Business Development Travel

December 2010			
3	EDAC Meeting	Charlotte, NC	Swenson
9-11	Performance Racing Industry Show	Orlando, FL	
5-7	Area Development Consultants Forum	Savannah, GA	Swenson
16	New Energy Capital Advisory Board Meeting	Charlotte, NC	Bryant/Swenson
January 2011			
7	EDAC / M&BD Committee Meeting	Charlotte, NC	Swenson
18-20	Atlanta Consultants Visit	Atlanta, GA	Swenson
23-25	IEDC Leadership Summit	San Diego, CA	
26	CRP Board of Directors Meeting	Charlotte, NC	CRP Staff
February 2011			
6	EDAC Meeting	Charlotte, NC	Swenson
March 2011			
2-3	NCEDA Midwinter Conference	Pinehurst, NC	Bryant
4	EDAC Meeting	Charlotte, NC	Swenson
15-18	Northeast Consultants Visit	NY, NJ, CT	Swenson
20-22	IEDC Federal Forum	Washington, D.C.	Bryant
April 2011			
1	EDAC / M&BD Committee Meeting	Charlotte, NC	Swenson
14	New Energy Capital Advisory Board Meeting	Charlotte, NC	Swenson
27	CRP Board of Directors Meeting	Charlotte, NC	CRP Staff
30-May 3	IAMC Spring Forum	Albuquerque, NM	Bryant
	FONC Site Consultants Event	North Carolina	
May 2011			
1-3	CORENET Global Conference	Chicago, IL	Bryant
3-6	SCEDA Annual Conference	Myrtle Beach, SC	Swenson
6	EDAC Meeting	Charlotte, NC	Swenson
15-19	Lightfair International	Philadelphia, PA	
	American Solar Energy Society's Nat'l Conference	Raleigh, NC	
	European Mission	EU / TBD	
June 2011			
3	EDAC Meeting	Charlotte, NC	Swenson
14-16	NCEDA Annual Conference	Asheville, NC	Bryant
20-26	Paris Air Show	Paris, France	

## b. Board Governance Structure





### c. Board of Director and Board Operations Committee Meeting Dates

July 2010			
20	CRP Board Operations Committee Meeting	2-3:30pm	Location: John M. Belk Presentation Center
28	CRP Board of Directors Meeting	3:00pm	Location: TDB
October 2010			
19	CRP Board Operations Committee Meeting	2-3:30pm	Location: John M. Belk Presentation Center
27	CRP Board of Directors Meeting	3:00pm	Location: TDB
January 2011			
19	CRP Board Operations Committee Meeting	2-3:30pm	Location: John M. Belk Presentation Center
26	CRP Board of Directors Meeting	3:00pm	Location: TDB
April 2011			
18	CRP Board Operations Committee Meeting	2-3:30pm	Location: John M. Belk Presentation Center
27	CRP Board of Directors Meeting	3:00pm	Location: TDB

## d. Charlotte Regional Partnership Balanced Scorecard

### Charlotte Regional Partnership FY 2010-2011 Balanced Scorecard

I. To aggressively market the Charlotte USA region as a superior business location to develop qualified business projects and to encourage site and community visits by executive decision makers and opinion leaders.

Weight: 70%

	Sub-Weight	09-10 Actual	10-11 Target	Quarter I	Quarter II	Quarter III	Quarter IV	10-11 Actual	FY10-11 % (final)
1. Qualified Projects Generated (1)	30%	87	100					8	0%
a. 25% of Internationally oriented	5%	29	25					8	0%
b. 10% Website/Social Media originated	5%	3	10					0	0%
2. Initial Site Visits by Qualified Projects (2)	30%	32	50					0	0%
3. Customer Service Survey (Site Location Consultants)	10%	91%	91%	n/a		n/a		0%	0%
4. Generate positive revenue from FTZ	5%	\$32,018	\$31,000					50	0%
5. Qualified Inquiries responded to by Film Office	15%		250					0	0%
WEIGHTED SUBTOTAL (70% of total score) =									0%

II. To engage private and public stakeholders in an effort to improve the efforts to market the region, and to maintain adequate funding and support for the program regionally.

Weight: 20%

	Sub-Weight	09-10 Actual	10-11 Target	Quarter I	Quarter II	Quarter III	Quarter IV	10-11 Actual	FY10-11 % (final)
6. Private Sector Funding Increase	20%	\$204,000	\$325,000					50	0%
7. Private Sector Funding - 90% Retained	30%	\$771,117	\$935,133					50	0%
8. Maintain State of North Carolina funding at same level	30%	\$528,513	\$528,513					50	0%
9. Achieve 70% Board meeting attendance	10%	n/a	70%					0%	0%
10. Host 1,000+ stakeholders at Annual Meeting	10%	920	1,000	n/a	n/a	n/a		0	0%
WEIGHTED SUBTOTAL (20% of total score) =									0%

III. To act responsibly and to be accountable for the funds provided to us by the private and public sector investors, and to create a high-performance work team for the important mission that we serve.

Weight: 10%

	Sub-Weight	09-10 Actual	10-11 Target	Quarter I	Quarter II	Quarter III	Quarter IV	10-11 Actual	FY10-11 % (final)
11. End fiscal year with 1% reserve	50%	50	\$10,000	n/a	n/a	n/a		50	0%
12. End fiscal year with no debt	50%	(\$25,000)	50	n/a	n/a	n/a		50	0%
WEIGHTED SUBTOTAL (10% of total score) =									0%

Total Score = 0%

#### Balanced Scorecard Notes Terminology

1. Qualified Project: CRP has established contact with company or company advisor and the project has criteria (real estate, workforce, timeline, investment, etc.)
2. Initial Site Visit: Only the initial visit to the region is counted as a site visit (many companies make several sites visits)
3. A Customer Awareness Survey is to be given to a broad range of site location professionals around the United States
4. To generate \$51,000 through administration of Foreign Trade Zone #97
5. A qualified film inquiry is a project with all or some of the following: budget, script, timeline.
6. The amount of new private sector funding collected by the CRP, cash only; to be tracked quarterly by dollar amount
7. FY2010-11 target is 90% of \$1,039,037 which includes \$204,000 from new 09-10 investors, \$90,000 in 09-10 prepaids, \$36,500 committed increased, and \$15,920 outstanding investors at 2009-2010 year end.
8. The amount of funding collected by the CRP from the State of North Carolina; to be tracked quarterly by dollar amount
9. Track board participation through attendance; attain at least 70% attendance at quarterly board meetings
9. Increase attendance of Annual Meeting to more than 1,000 stakeholders
10. End the 2010-2011 fiscal year with a 1% reserve; to be tracked by dollar amount last quarter
11. End the 2010-2011 fiscal year with no debt service; to be tracked by dollar amount last quarter

X

Approved by the Board Operations Committee, Chairman

Dt





# **2010/2011 ANNUAL REPORT**

## **TAB 3**

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## **ANNUAL REVIEW**

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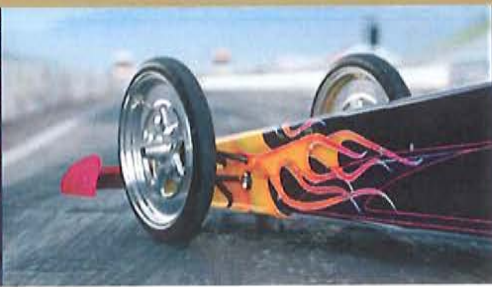




CHARLOTTE  
REGIONAL  
PARTNERSHIP

2010-2011 Annual Review

  
CHARLOTTE  
USA.





# Charlotte Regional Partnership Annual Review FY2010-2011

## Message from the President:

Our economy had begun to turn the corner as we entered our 2010-2011 fiscal year, and by its end, there was no question that our region had stopped bleeding jobs. However, with a still uncertain, slow-growing economy, businesses and consumers remained cautious about opening their checkbooks. Nonetheless, we saw steady, incremental gains as projects that had been on hold were reactivated and new ones approached us.

In addition to operating in a difficult environment, the Charlotte Regional Partnership was down a key team member for half of the year. Therefore, we were pleased to have achieved 81 percent of our overall stated 2010-2011 goals and were encouraged to see the 2010-2011 project activity trend upward. Starting in April, the number of active projects began tracking our five-year average, a positive sign indeed, and we were honored that Site Selection magazine recognized the Charlotte Regional Partnership as one of the Top 10 Economic Development Organizations in the country for the second consecutive year.

At the beginning of the 2010-2011 year, we eliminated the vice president of investor relations position, and I assumed those responsibilities. I am very pleased that we increased private investment this FY by \$233,500, eliminated our debt and built up an \$80,000 cash reserve. This commitment by the private sector is a strong affirmation of regionalism and speaks powerfully to their unwavering belief in both the Charlotte Regional Partnership's mission and our ability to execute it.

Our business development activities throughout the year touched companies and consultants. We marketed the Charlotte region from San Francisco to Savannah, from São Paulo to Frankfurt and points in between. It is no coincidence that the majority of our projects have come from the states and countries that we visited.

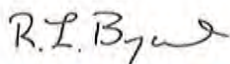
Nearly half way through our fiscal year, we complemented our marketing activities with a national and international public relations campaign. The Charlotte Regional Partnership, Charlotte Chamber of Commerce and Charlotte Center City Partners jointly secured a \$200,000 grant from Advantage Carolina to broaden our PR efforts. This resulted in stories in such A-list media as The Economist, CNN and Financial Times, as well as in trade publications that included Industry Week and EnergyBiz.com.

In 2010-2011, we hosted small gatherings with the U.S. ambassador to Singapore and French ambassador to the U.S. We invited N.C. State Treasurer Janet Cowell and both our North Carolina and South Carolina legislators and local officials to events for mutual exchanges of information. The Partnership also worked with U.S. Sen. Kay Hagan on several roundtables, and I traveled to Washington, D.C. at the request of the U.S. Department of Energy. Additionally, I met with N.C. Gov. Bev Perdue and the secretaries of commerce from both Carolinas. During the year, I met with small groups of investors and spoke to numerous regional groups, including the Latin American Chamber of Commerce, Mooresville Developers Council Group and Greater Charlotte Hospitality Tourism Alliance to keep them informed about our business development initiatives.

The Charlotte Regional Partnership continued to host Lunch & Learns with our public-sector partners to help us better meet their needs and market their assets. Our investors and allies also shared their time and industry knowledge at two forums that focused on our target sectors of defense and health. And more than 1,000 people joined us at our annual awards luncheon to hear about our business development activities and to honor Jim Rogers, Duke Energy chairman, president & CEO, and Mike Tarwater, Carolinas HealthCare System's CEO, for their significant and ongoing impact on our regional economy.

Throughout the year, we marketed our 16-county region to bring investment and job opportunities to Charlotte USA.

Best regards,



**Ronnie L. Bryant, CECD, FM, HLM**  
President & CEO





# Charlotte Regional Partnership Annual Review FY2010-2011

## Marketing and Business Development:

### Program of Work

During the 2010-2011 fiscal year, the Charlotte Regional Partnership celebrated its 20th year as a non-profit economic development organization marketing our two-state area for long-term growth, job creation and investment opportunities. So, as we wrote our annual Program of Work, we considered what we've accomplished over the past two decades and the strategies we could implement that would provide both short-term gains and long-term success.

The 2010-2011 Program of Work focused on three key areas of execution. The Charlotte Regional Partnership is foremost a marketing organization. Therefore, our primary goal was to aggressively market Charlotte USA as a superior business location, to develop qualified business projects, and to encourage site and community visits by executive decision makers and opinion leaders.

Second, we made increasing the Partnership's communication with both public and private stakeholders a priority in order to keep them better informed of our business development activities. Additionally, we offered them new opportunities to become more involved in our program. Stakeholder engagement is critical to improving our business development and marketing activities, as well as to building grassroots support and funding for those efforts.



Finally, the Charlotte Regional Partnership committed to continue operating a fiscally sound, transparent, ethical organization that is respected and admired within the non-profit community, and within the economic development profession. Our organizational management goals are to run an effective, results oriented organization, and to do so in a financially sustainable manner.

We also challenged ourselves and our leadership from around the region to find opportunities to work together to further economic opportunities across the region.

This annual review documents how we carried out our 2010-2011 Program of Work.



# Charlotte Regional Partnership Annual Review FY2010-2011

## Marketing and Business Development:

### Strategic Initiatives

During the 2010-2011 fiscal year, the Partnership redoubled communication efforts to keep our stakeholders engaged and location decision makers informed. Among our strategic marketing and communication initiatives were:

- Intensified an e-marketing campaign that reached thousands of executives and consultants through ongoing communication about expansions, locations and recent activities in our target sectors; Hosted Lunch & Learns with 12 of our counties to foster two-way communication that keep the Partnership's business development team up to speed on regional assets and activities; Hosted business contingents from France, Germany and Brazil in efforts to increase foreign direct investment and the number of international businesses locating in our region;
- Hosted luncheons with small groups of investors to update them on Partnership activities, answer their questions and encourage their deeper involvement;
- Sponsored a rural community showcase for realtors and site location consultants to familiarize them with our rural counties' unique assets;
- For the second year, sponsored Energy, Inc., in collaboration with the Charlotte Business Journal and Duke Energy, to further promote our region as the country's New Energy Capital. National and international energy reporters who were in town for the PR initiative media tour attended the breakfast event, garnering additional coverage;
- Continued the conversations and initiated new ones in face-to-face meetings with hundreds of company executives and site consultants in 14 states and 6 countries to discuss regional assets and the potential for future investment.
- Hosted more than 1,000 business, nonprofit and university leaders, as well as elected officials at the Annual Awards Luncheon honoring Carolinas Medical Center and Jim Rogers, chairman, president & CEO of Duke Energy for significant and sustainable impact on the regional economy
- Hosted special events that included:
  - Investors forums on our defense and health sectors
  - Meetings, receptions, luncheons and roundtables with chairman of the Swedish-American Chamber of Commerce and the Carolinas regional director, Brazilian ambassador, French ambassador, U.S. ambassador to Singapore, U.S. senator from N.C. Kay Hagan
  - N.C. legislators reception
  - S.C. legislators breakfast





# Charlotte Regional Partnership Annual Review FY2010-2011

## Marketing and Business Development:

### Business Development

At the core of our business development activities are relationships. The Charlotte Regional Partnership business development team met with hundreds of company executives and site consultants in 14 states and five countries to discuss regional assets and the potential for future investment. By meeting with these decision makers in targeted markets throughout North America, Europe and Latin America, the Partnership marketed Charlotte USA as a superior business location.

Among the North American cities that the Charlotte Regional Partnership business development team visited were:

Albuquerque	Hilton Head, S.C.	Philadelphia
Alexandria, Va.	Houston	Phoenix
Atlanta	Los Angeles	Pinehurst, N.C.
Chicago	New York City	San Francisco
Dallas	Orlando	Savannah
Greenville, S.C.	New Orleans	Washington, D.C.



Internationally, the Charlotte Regional Partnership and its partners worked trade shows and visited dozens of consultants and companies in target sectors in:



Belgium  
Brazil  
Germany  
Italy  
Netherlands

Among the notable trade shows and conferences for which the Partnership provided support and in which it participated were:

Aerospace Forum, Monroe, N.C.	International Economic Development Council (IEDC) Leadership Summit, San Diego
Aircraft Interior Expo, Hamburg, Germany	K-Show, Dusseldorf, Germany
Area Development Forum, New Orleans/Savannah	Lightfair International, Philadelphia
CoreNet Global, Chicago	N.C. Economic Development Association, Pinehurst, N.C.
Energy Inc., Charlotte	Paris Air Show
Hydro Event, Charlotte	Performance Racing Industry, Orlando
Industrial Asset Management Council (IAMC), Albuquerque/New Orleans	PEDCO, Hilton Head
InformEx, Charlotte	Roundtable in the South, Hilton Head
Institute of Food Technologists, Chicago	SouthPack, Charlotte

With invaluable assistance from our allies and partners, the Partnership leveraged these meetings, conferences and tradeshows, as well as all our program activities to generate 77 new business development projects, 34 percent of which were international. Of these, 29 clients associated with these projects visited the region at least once.



# Charlotte Regional Partnership Annual Review FY2010-2011

## Marketing and Business Development:

### Marketing

Even before globalization became a reality, Charlotte's visionary leaders recognized more than two decades ago that the key to Charlotte's competitive advantage lay in regionalism. For 20 years, it has been the Charlotte Regional Partnership's mission to market and promote Charlotte USA. With 16 counties – 12 in North Carolina and four in South Carolina, Charlotte USA has a wealth of assets for the Partnership to market. In FY 2010-2011, we told our story by:

- Creating an updateable 20-year timeline wall display for Charlotte Regional Partnership lobby
- Creating a marketing video on the competitive advantage of regionalism and the unique value that the Charlotte Regional Partnership has provided for 20 years
- Working with N.C. Department of Commerce to secure several industry testimonials for ThriveNC online videos
- Running ads in the Charlotte Business Journal, the Charlotte Bobcats program and in Carolina Panthers light boxes
- Upgrading the Charlotte USA Economic Development Guide to include more features, pictures and hot links, as well as a digital version (with hotlinks to our regional public partners' websites) and a dedicated website with expanded content, including video
- Extending the Partnership's reach through social media, adding target industry groups, daily Twitter updates and increasing interaction in key markets
- Continuing extensive marketing at Charlotte Douglas International Airport that included:
  - ◊ Mural
  - ◊ Diorama
  - ◊ Window panels
  - ◊ Window column progressive ad
  - ◊ Scrolling Charlotte USA at inactive gate areas
  - ◊ Permanent Charlotte USA logo on concourse arches
  - ◊ Permanent display posters along concourse wall of films shot in the region

Additionally, the Charlotte Regional Partnership business development team generated greater awareness of the region's assets through about two dozen speaking engagements within the region, around the country and abroad.



### CharlotteUSA.com

During the 2010-2011 fiscal year, the Charlotte Regional Partnership completely revamped its website to make it more user-friendly and more informative. Over the 12 months ending June 30, 2011, more than 51,000 visitors from over 80 countries made 80,228 visits to charlotteusa.com. Of these, 62 percent were new to our website. From the 203,632 pageviews, they learned about our target sectors, the demographics of each of our counties, our workforce, infrastructure assets, international business, regional resources and other information about our 16 counties. Using GIS mapping, the website provided information on 967 buildings, searchable by property type, size, city, county and other criteria. Nearly 2,500 visitors to charlotteusaprosector.com made almost 4,000 visits, resulting in 14,746 pageviews to help them locate the ideal spot for their companies in Charlotte USA.



# Charlotte Regional Partnership Annual Review FY2010-2011

## Public Relations:

Nearly half way through our fiscal year, we complemented our ongoing public relations activities with a national and international PR campaign. The Charlotte Regional Partnership, Charlotte Chamber of Commerce and Charlotte Center City Partners jointly secured a one-year \$200,000 grant from Advantage Carolina to broaden our PR efforts.

Working together, Luquire George Andrews in Charlotte and Development Counsellors International in New York conducted baseline research, developed story lines and key messages, proactively pitched stories to targeted media, and conducted energy and advanced manufacturing trade press trip to the region. Through the PR campaign, the Charlotte Regional Partnership president & CEO sat down in New York City with reporters from Time magazine, Bloomberg BusinessWeek, Financial Times and Nikkei, a Japanese publication. Additionally, LGA and DCI leveraged incoming media calls to the three initiative partners, broadening coverage beyond reporters' original request. These efforts resulted in stories in such A-list media as:

ABC News	The Economist	The New York Times
CNN	Financial Times	Nikkei

As well as in trade outlets, including: EnergyBiz Industry Week

Aside from the national PR campaign efforts, the Partnership worked with US Airways magazine to create a special section on the Charlotte USA 20 dynamic women. Additionally, the Charlotte Regional Partnership contributed comments and statistics throughout the year, and the organization itself was mentioned in more than 300 stories in regional and Carolinas media outlets, including social media. Additional

outlets in which the Charlotte Regional Partnership leadership was quoted or releases were run outside the Carolinas included:

Currents (Swedish American Chambers of Commerce U.S. publication)	
Dayton News-Journal	Politico
Earth Times	Sioux Falls Business Journal
Global Atlanta	Site Selection
India Times	UPI
Pharmaceutical Sales	Welcome to Germany.com
Plastics News	Wichita Eagle

Additionally, the Partnership contributed articles and opinion pieces in a number of publications. Among these were articles on:

- Charlotte USA's work/life balance in the 2010-2011 British-American Economic Development Guide
- Regional collaboration in IEDC's Economic Development Journal
- The unique contributions the Charlotte region makes to the state of North Carolina in Business North Carolina magazine
- The value of public/private partnerships in both the Charlotte Business Journal and Business Today
- The importance of clean air not only to our health, but to our regional economy in the Charlotte Business Journal
- The president & CEO also contributed a chapter on the benefits of economic development collaboration for the book The State of Ethnic Charlotte that was to be released in late 2011.





# Charlotte Regional Partnership Annual Review FY2010-2011

## Charlotte Regional Film Commission:

Film production in the Charlotte region increased dramatically during our 2010-2011 year, encouraged by the higher incentives that went into effect on January 1, 2010. The more competitive incentives, coupled with the region's diverse locations, strong crew base and support businesses helped the Charlotte Regional Film Commission attract more feature films, independent movies, documentaries, commercials, television series and still photography to the region.

During 2010-2011, the Charlotte Regional Film Commission worked with producers, directors and location scouts on 220 prospective projects. The Film Commission provided information on site locations, crew, equipment, stages and support service that clients need for commercials, independent films, television series and still photography shoots. This year's activity brought in crews that employed thousands of local professionals to work in front of and behind the camera. They also purchased food, hotel rooms, entertainment and a variety of support services throughout Charlotte USA.

The year brought both a major feature film and the Charlotte region's first major TV series, "Homeland." Both productions came early in 2011 and continued filming well into the 2011-2012 fiscal year. Overall, productions filming in the Charlotte region used more than 2,000 rental cars for over 30,000 rental car days. They also hired extras for 10,000 man days and generated more than 35,000 hotel and corporate housing night stays.

Posters of some of the movies shot in the region lined Concourse A at Charlotte Douglas International Airport. The colorful display generated quite a bit of conversation among travelers who weren't aware that Charlotte USA was such a hotbed of movie production.

Among the projects shot in the region this fiscal year were:



### Television

*106 & Park Ultimate Fan – BET*  
*Bang for your Buck – HGTV*  
*Fantasia For Real – VH1*  
*George & Jane – ABC*  
*Ghost Trek – pilot*  
*Green It Yourself – webseries*  
*How the States Got Their Shapes – History Channel*  
*Homeland – Fox/Showtime series*  
*Human – BBC Documentary*  
*Inside NASCAR – Showtime*  
*My First Sale – HGTV*  
*One Big Happy Family – TLC*  
*Property Virgins – HGTV*  
*The Real Housewives of Atlanta – Bravo*



# Charlotte Regional Partnership Annual Review FY2010-2011

## Charlotte Regional Film Commission:

Throughout the year, the Charlotte Regional Film Commission promotes filmmaking within the 16-county Partnership region and acts as liaison with federal, state, county and city governments. The staff has a strong commitment to position Charlotte USA as the location of choice for commercial, television and feature projects.

Services include:

- Information on local filming procedures
- Site location photography and location library
- Scouting services within the region
- Information on crew, equipment, stages and support services

Interest is so great in film production in the region that the Charlotte Regional Film Commission has nearly 1,000 Twitter followers. Follow regional film activities @CharlotteFilm.



### 65+ commercials including:

AARP  
Automobiles (BMW, Ford, Honda, Toyota and Volvo)  
Avon  
Bank of America  
Belk  
Burger King  
Duke Energy  
Gillette  
Kobalt Tools  
Krispy Kreme  
NASCAR Hall of Fame  
NC Education Lottery  
Off Broadway Shoes  
Sunoco  
Time Warner Cable  
Tums

## Selected Movies

40 Fears	Crossbar Hotel	Hick	The Hopeful	The Hunger Games
Lovestruck Pancho	Pendulum Swings	Redneck Roots	Returns to Grace	Seconds from Disaster
Sleeping Around	Trinity Goodheart	Turning Home		





# Charlotte Regional Partnership Annual Review FY2010-2011

## Charlotte USA Rankings:

### **#1, #2 Economic Growth Potential: South Carolina, North Carolina**

The Carolinas' economy is ready to take off, Business Facilities magazine says in its 2010 states report.

### **#1 Greatest Concentration of Nuclear Power Reactor Operators and Nuclear Technicians: South Carolina**

South Carolina is helping to lead the country to energy self-sufficiency with a critical mass of skilled nuclear workers, according to the U.S. Department of Labor Bureau of Labor Statistics.

### **#2 Large Cities With Potential to Attract Investments by Foreign Companies: Charlotte**

In 2011, fDi Magazine checked out cities with populations of 250,000 to 750,000 and found that Charlotte's strategies, economic potential and business friendliness placed it near the top.

### **#2, #10 Best States for Business: North Carolina, South Carolina**

Regardless of who does the surveys, the Carolinas consistently are among the top states for business. For Chief Executive magazine's survey, corporate leaders looked at taxation and regulation, quality of workforce and living environment to rank the Carolinas among the top states for business. Business Facilities, Pollina Corporate, CNBC, Site Selection magazine all rank the Carolinas among the most business-friendly states.

### **#3, #5 Workforce: North Carolina South Carolina**

Public/private collaboration gives the Carolinas a leg up when it comes to workforce development, pushing the states to the top in CNBC's rankings.

### **#5 Top 10 US Cities for Education: Charlotte**

With eight Blue Ribbon Schools, Charlotte gained Parenting.com's attention for having one of the best education programs in the country.

### **#5 Economic Growth Potential: Charlotte**

Charlotte already is an economic powerhouse, but Business Facilities magazine says that the MSA has just begun tapping its potential.

### **#6 Biofuels Manufacturing Research Leaders,**

### **#7 Biotechnology Strength/ #9 Alternative**

### **Energy Industry Leaders: North Carolina/ South Carolina**

Charlotte is becoming the New Energy Capital, and Business Facilities noted the Carolinas' strengths that are making that happen.

### **#7 Top 100 places to live: Charlotte**

For its 2010 ranking, RelocateAmerica focused on communities poised for recovery and growth. With strong leadership, employment opportunities, community commitment, improving real estate market, growing green initiatives and an overall high quality of life, it was no surprise that the spotlight landed on Charlotte.

### **#10 Best U.S. Cities for Data Security Centers: Charlotte**

The Boyd Company, Inc. need have looked no further than UNC Charlotte's cyber security program, certified by the National Security Agency as a National Center of Academic Excellence in Information Assurance Education. Charlotte's robust infrastructure to train specialized IT workers catapulted the city into the top 10.

### **2010 Eagle Award: Charlotte Douglas International Airport**

The International Air Transport Association presents its top award to the best airport in the U.S., and CLT is the hands-down favorite. With its low costs, low debt, and solid service levels, CLT has a strong financial and operational model that works well for airlines, passengers, and the airport.

### **10 Great Cities for Grads and Young Adults: Charlotte**

Charlotte scored as a destination for the under-35 professional in both of Kiplingers' rankings of desirable cities for this coveted demographic. The publication noted Charlotte's diversified economy with opportunities for advancement, low cost of living and a vibrant uptown.

### **Bold Idea: Charlotte Regional Partnership Energy Initiative**

Fast Company scoured the country for the best ideas and found one of the best ones for 2011 in the Charlotte region.



# Charlotte Regional Partnership Annual Review FY2010-2011

## Our Private Investors:

Each year, an increasing number of businesses recognize that an investment in the Charlotte Regional Partnership is an investment both in the region's and in their own prosperity. The 2010-2011 fiscal year was no exception, with a record number of private-sector investors stepping up to support the Partnership's business development initiatives.

During the year, the Charlotte Regional Partnership added 36 new investors, seven at the board level. Nonetheless, the economy took its toll with 23 private-sector partners not renewing and four reducing their investments. These 162 companies account for 53 percent of the Partnership's 2010-2011 revenues, nearly \$1.8 million.

Their support is critical to the Charlotte Regional Partnership's ability to continue and enhance our efforts to generate qualified projects, create awareness of the many assets our region offers businesses, assist communities in responding to projects requests and promote Charlotte USA throughout the world.



*For more information about doing business in  
Charlotte USA, visit our newly redesigned website  
[www.charlotteusa.com](http://www.charlotteusa.com)*



# Charlotte Regional Partnership Annual Review FY2010-2011

## Our Private Investors:

### Charlotte Regional Partnership 2010-2011 Private Investors :

#### Policyholder

**\$50,000 or more**

Bank of America  
Bobcats Sports & Entertainment  
Carolinas Healthcare System  
Charlotte Motor Speedway  
Duke Energy  
Luquire George Andrews  
Piedmont Natural Gas  
Time Warner Cable  
Wachovia/Wells Fargo

#### Director

**\$25,000-\$50,000**

Adams Outdoor Advertising  
Alfred Williams & Company  
AT&T  
BB&T  
Belk, Inc.  
Bissell Companies  
Carolina Panthers  
Charlotte Business Journal  
Charlotte Knights  
Childress Klein Properties  
CRCBR - Charlotte Region Commercial  
Board of Realtors  
Daimler Trucks North America  
Electrolux  
Eric Mower & Associates  
Fifth Third Bank  
General Dynamics  
Goodrich Corporation  
Integra Staffing  
K&L Gates LLP  
Lowe's  
Lufthansa German Airlines  
Mayer Brown, LLP  
McGuire Woods  
Parker Poe  
Parsons  
Presbyterian Healthcare  
Reznick Group, PC  
Ruddick Corporation  
Sackwell Partners  
The Charlotte Observer  
US Airways  
Womble Carlyle Sandridge & Rice, PLLC

#### Emissary

**\$10,000-\$25,000**

Alston & Bird, LLP  
Babcock & Wilcox  
BAE Systems  
Charlotte Douglas International Airport  
Charlotte Regional Visitors Authority  
(CRVA)  
Dixon Hughes Goodman  
Energy United  
Food Lion  
G. Marshall Johnson & Associates  
Hilton Charlotte Center City  
Hood Hargett Breakfast Club  
Husqvarna  
Johnson C. Smith University  
Keystone Partners  
Kilpatrick Stockton LLP  
KPMG LLP  
Lincoln Harris  
Littler Mendelson, P.C.  
Matrix Real Estate Services, Inc.  
MBDi - Mastering Business  
Development, Inc.  
Mpac Systems  
NASCAR  
Prudential Carolinas Realty  
PSNC Energy  
RBC Bank  
Shaw Power Group  
Talking Points, LLC  
TIAA-CREF  
URS Corporation

#### Ambassador

**\$5,000-\$10,000**

A Home on the Go Corporate Suites  
Aberdeen Carolina & Western Railway  
Company  
AirTight  
American Product Distributors, Inc.  
Apple Rock  
Beacon Partners  
Carolina CAT  
Castle & Cooke, Inc.  
Elliott Davis  
Flying Bridge Technologies

Gardner-Webb University  
Harris Conference Center  
Haynsworth Sinkler Boyd, PA  
Holiday Inn Charlotte Center City  
Johnson & Wales University  
Jones Lang LaSalle  
King & Spalding LLP  
Lancaster & Chester Railroad LLC  
Linet Americas  
Little Diversified Architectural Consulting  
Microsoft Corporation  
PCL Construction Services, Inc.  
Peak 10  
Percival McGuire Commercial Real  
Estate  
Robert Half International  
Rodgers Builders  
Shelco, Inc.  
Sherpa  
South Carolina Power  
SPX  
SteelFab, Inc.  
Technology Project Management Inc.  
The Club at Longview  
The Keith Corporation  
The Springs Company  
The University of North Carolina at  
Charlotte  
The Westin Charlotte  
Tribble Creative Group  
Uwharrie Capital Corp  
Windshear, Inc.

#### Entrepreneur

**\$2,500-\$5,000**

Allen Tate Companies  
AOS-USA  
Carolina Premier Bank  
Carolinas Medical Center-Lincoln  
CB Richard Ellis  
Charlotte City Club  
Custom Advertising Products  
Doubletree Guest Suites Charlotte/South  
Park  
Embassy Suites - Concord-Charlotte  
Enterprise Rental Car  
ForSite Development Partners

Gantt Huberman Architects PLLC  
Garfinkel Immigration Law Firm  
Glauert USA, Inc.  
Hines Charlotte Plaza LP  
Langford de Kock LLP  
Marriott Hotels  
NASCAR Media Group  
Neighboring Concepts  
No Borders Consulting  
Office Environments  
Optima Engineering, P.A.  
Pike Electric Corporation  
R.J. Leeper Construction  
Regions Bank  
Samet Corporation  
Simile Imaging Solutions

#### Partner

**\$2,500 or less**

Camden Grandview  
Cardinal Real Estate Partners, LLC  
Chester County Natural Gas Authority  
Cochran Enterprises  
Crowne Plaza Charlotte  
ECS Carolinas, LLP  
ElectriCities of N.C., Inc.  
F&M Bank  
FileVault USA  
Hampton Inn & Suites Charlotte/  
South Park  
Lancaster County Natural Gas  
Authority  
Magellan Idea Center  
NAI Southern Real Estate  
New York Life  
NouvEON  
Pharr Yarns  
Proshred Security  
Sepi Engineering & Construction  
Stewart Engineering, Inc.  
The International Protective Services  
Institute, LLC  
The Knox Group  
The MLC Group  
The Sandwich Club  
Watson Insurance Agency  
WSOC-TV



# Charlotte Regional Partnership Annual Review FY2010-2011

## Our Public Partners:

Economic development professionals representing 16 counties, four cities and the state of North Carolina gather each month in the Charlotte Regional Partnership office to share successes and common challenges. As the Partnership's Economic Development Advisory Committee, this group brings expertise and varied perspectives to regional issues that influence economic development within Charlotte USA. Their insights help the Charlotte Regional Partnership develop initiatives, priorities and the annual work programs. Together, our public partners account for \$1.3 million, or 40 percent of the Partnership's total budget.

The collaboration of our public partners is the reason that Charlotte USA is able to market itself as a region. Although each competes with the others, they all are united in their belief that we are more competitive working together than by going it alone.

Alexander County Economic Development Corporation  
Anson County Economic Development  
Cabarrus Economic Development  
Catawba County Economic  
Development Corporation  
Chester County Economic  
Development  
Chesterfield County  
Economic Development  
Board  
City of Charlotte  
Cleveland County Economic  
Development Partnership  
Gaston County Economic  
Development  
Commission  
Greater Statesville  
Development Corporation  
Lancaster County Economic  
Development Corporation  
Lincoln Economic  
Development Association  
Mecklenburg County  
Monroe Economic  
Development  
Mooresville-South Iredell  
Economic Development  
Corporation  
North Carolina Department  
of Commerce  
RowanWorks Economic  
Development  
Stanly County Economic  
Development Commission  
Union County Partnership for Progress  
York County Economic Development Board



# Charlotte Regional Partnership Annual Review FY2010-2011

## Financial Overview:

The 2010-2011 fiscal year was one of the most solid that the Charlotte Regional Partnership has had in recent years. The Partnership exceeded its \$3,128,115 budget, as actual income exceeded projections. Total revenues were \$3,354,679, 40 percent of it from the public sector and 60 percent from the private sector, a public-private percentage that continues to widen.

A slight dip in county-partner funding was offset by a small increase in the state of North Carolina's appropriation. At the same time, the Partnership's efforts to raise private funding continued to pay off. As a result of those efforts, private cash and in-kind funding increased by nearly 15.4 percent over the prior year. This more than compensated for a negligible decrease in private income from grants, sponsorships and FTZ #57.

Actual expenses of \$3,321,593 remained proportionate year-over-year, with a slightly higher percentage going towards business development.

The two most significant financial achievements of the fiscal year were the repayment in full of the line of credit and the establishment of a reserve account. As a result of increased income, the reserve account, which was budgeted at 1 percent of the Charlotte Regional Partnership's budget, actually totaled \$80,044, nearly 2.4 percent of total revenues. The reserve account will provide a measure of financial security in ensuring that bills will be paid in a timely manner even if income briefly lags.

The Charlotte Regional Partnership is committed to being prudent stewards of the private- and public-sector funding that is entrusted to us.

For more information, call 800.544.4373 or 704.347.8942 | [charlotteusa.com](http://charlotteusa.com)





# Charlotte Regional Partnership Annual Review FY2010-2011

## FY2010-2011 Actual Revenues By Source:

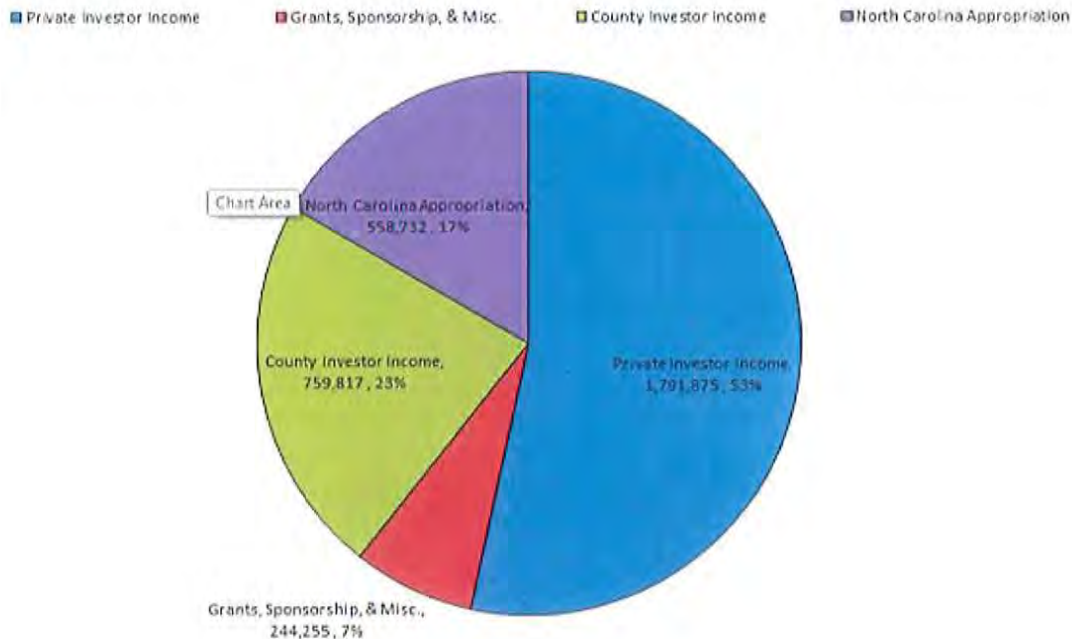
Each year, the Charlotte Regional Partnership looks increasingly to the private sector for funding to carry out its Program of Work. The 2010-2011 year was no exception, with 40 percent of the Charlotte Regional Partnership's revenues being generated from the public sector and 60 percent from the private sector.

The state of North Carolina allocated \$558,732, or 17 percent, of the Partnership's annual revenues, while city and county investors contributed \$759,817, or 23 percent, of the total.

Private funding of \$1,791,875, in conjunction with private grants, sponsorships, restricted revenue and income from administering Foreign Trade Zone #57 of \$244,255, accounted for 53 percent and 7 percent, respectively. It is particularly significant to note that private-investor income rose a full five percent of actual revenues, indicating their strong support for regionalism and the increasingly critical role that businesses play.

At the beginning of the fiscal year, the Charlotte Regional Partnership set the goal of raising an additional \$125,000 from new private investors. It was a goal the Partnership exceeded by 61 percent, adding \$76,500 more than budgeted to the bottom line.

### FY 2010/2011 - REVENUES BY SOURCE



A nonprofit, public/private economic development organization, the Charlotte Regional Partnership represents the interests of 2.6 million residents across a 16-county, two-state region.

# Charlotte Regional Partnership Annual Review FY2010-2011

## FY2010-2011 Expenses by Department:

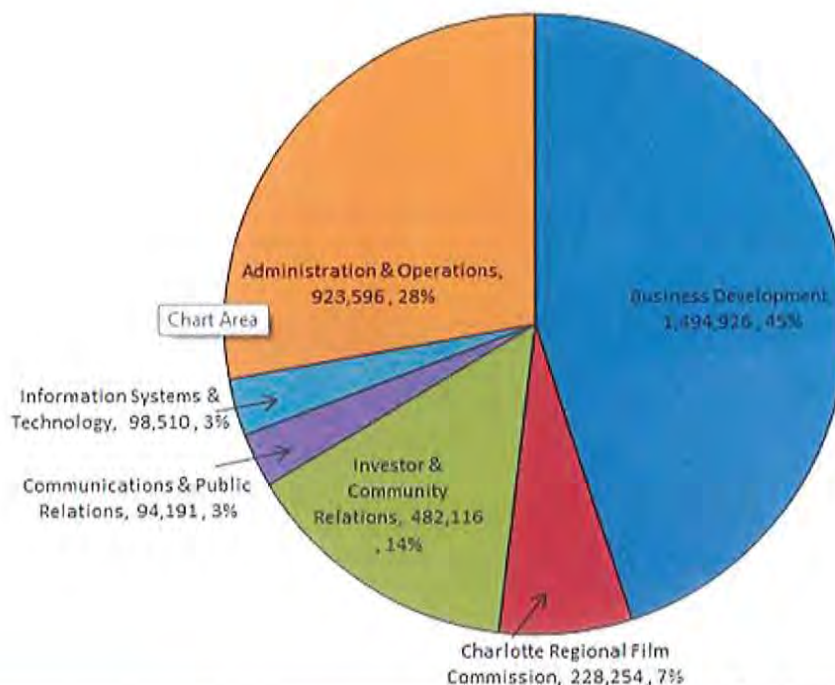
Business development continued to be the Charlotte Regional Partnership's largest expense, accounting for 45 percent, or \$1,494,926, of the total. That amount would have been even higher had the position of senior vice president not remained unfilled for six months, resulting in a cost-savings. This is as it should be, keeping the focus on the Partnership's core mission. Expenses for the Charlotte Regional Film Commission, another economic development focus, were \$228,254 or 7 percent.

Administrative expenses was the second highest piece of the budget at 28 percent (\$923,596), largely because support operations, such as rent, business insurance, equipment leases, support staff salaries, office supplies, telephones, postage and other services are not charged back to departments according to use. Remaining expenses fell under Investor Relations at 14 percent (\$482,116); Information Systems & Technology, \$98,510 or 3 percent; and Communications & Public Relations, \$94,191 or 3 percent.

To help offset costs that the Partnership normally would incur, the organization strategically targeted companies with which it could forge in-kind service arrangements. In exchange for becoming a Charlotte Regional Partnership investor, these companies provided the Partnership with much-needed goods and services.

## FY 2010/2011 - PROJECTED YEAR-END EXPENSES BY DEPARTMENT

- Business Development
- Charlotte Regional Film Commission
- Investor & Community Relations
- Communications & Public Relations
- Information Systems & Technology
- Administration & Operations





# Charlotte Regional Partnership Annual Review FY2010-2011

## Our Board of Directors:

Pete Acker, President & CEO, Carolinas Medical Center - Lincoln  
 Charlton Allen, Attorney at Law, Crosswhite  
 Crosswhite Ashley, Johnson & Allen, PLLC  
 Chuck Allen, Director of Corporate Affairs, US Airways  
 Tony J. Almeida, Vice President, Duke Energy  
 George M. Baldwin, Managing Director, Piedmont Natural Gas  
 Kitty W. Barnes, Chair, Catawba County  
 Nicholas M. Barto, Vice President, Presbyterian Healthcare  
 Timothy M. Belk Jr., Chairman & CEO, Belk, Inc.  
 Howard Bissell III, Senior Vice President and Director, Bissell Companies  
 Frank Bonner, President, Gardner-Webb University  
 Paul Brooks, Senior Vice President, NASCAR/ President, NASCAR Media Group  
 Kevin Brown, Vice President Client Services, TIAA-CREF  
 Ronnie L. Bryant, President & CEO, Charlotte Regional Partnership  
 Tommy Camp, President & CEO, Prudential Carolinas Realty  
 Chris Carney, Commissioner, Mooresville-South Iredell Economic Development Corporation  
 Joe Carpenter Sr., Commissioner, Gaston County BOC  
 Brett C. Carter, President, Duke Energy North Carolina  
 Ronald Carter, President, Johnson C. Smith University  
 Ann Caulkins, President and Publisher, The Charlotte Observer  
 Michael S. Connor, Partner, Alston & Bird LLP  
 Wayne Cooper, Honorary Consul, Honorary Consulate Mexico  
 John S. Cox, President, Cabarrus Economic Development  
 Michael Crum, Chief Operating Officer, Charlotte Regional Visitors Authority (CRVA)  
 John J. Culbertson, Partner, Cardinal Real Estate Partners, LLC  
 Candice Culhane, President, Time Warner Cable  
 Ron Curtis, President, Commercial Real Estate Banking, Bank of America Merrill Lynch  
 Alan G. Dexter, Partner, Parker Poe Adams & Bernstein LLP



Tom W. Donaldson III, Attorney at Law, McGuire Woods LLP  
 Philip L. Dubois, Chancellor, The University of North Carolina at Charlotte  
 Frank Emory Jr., Team Head, Hunton & Williams  
 Maurice Ewing, President & CEO, Union County Partnership for Progress  
 Matt Ferguson, Senior Partner, Eric Mower and Associates  
 Michelle Fish, CEO, Integra Staffing  
 Steven Fisher, President, F&M Bank  
 Anthony Foxx, Mayor, City of Charlotte  
 Rick French, County Manager, Alexander County  
 Johannes Fuchs, District Sales Manager, Lufthansa German Airlines  
 Tim Gause, District Manager, Catawba Area, Duke Energy - Carolinas  
 Stan Gibson, Division Manager, Commercial Banking for the Carolinas, Wells Fargo  
 Pete Guelli, EVP, Chief Sales & Marketing Officer, Bobcats Sports & Entertainment  
 Russ Guerin, Executive Vice President, Carolinas HealthCare System  
 Misty Harris, Director, Anson County Economic Development  
 Thomas J. Heiks, Senior Vice President, Fifth Third Bank  
 Kim A. Henderson, Senior Director, Corporate Relations and Sponsorships, Presbyterian Healthcare  
 Marc Howie, Director of Member Services, York Electric Cooperative, Inc.



# Charlotte Regional Partnership Annual Review FY2010-2011

## Our Board of Directors:

John N. Hunter, Attorney at Law, Womble  
Carlyle Sandridge & Rice, PLLCjh  
Susan Jernigan, Partner, Sockwell Partners  
Harry L. Jones Sr., County Manager,  
Mecklenburg County  
Winston Kelley, Executive Director, NASCAR Hall  
of Fame  
Robby Kirby, Senior Vice President, Merrifield  
Patrick Vermillion  
Thom Klingman, President, Alfred Williams &  
Company  
Christopher H. Kouri, Director Governmental  
Relations, Charlotte Motor Speedway  
Todd Lanham, Director of Regulatory & External  
Affairs, AT&T  
Ron J. Leeper, President, R.J. Leeper  
Construction, LLC  
Steve Luquire, CEO, Luquire George Andrews  
Kevin Madrzykowski, General Manager, Adams  
Outdoor Advertising  
Matthew Martin, Senior Vice President, Federal  
Reserve Bank of Richmond - Charlotte  
Branch  
Ryan McDaniels, Vice President of Economic  
Development, Cabarrus Economic  
Development  
Flint McNaughton, Principal, SunCap Property  
Group  
Scott Millar, President, Catawba County  
Economic Development Corporation  
James (Smuggie) Mitchell, Charlotte City  
Council, City of Charlotte  
Louis Moore, Charlotte Regional President,  
BB&T  
Crawford Moore, District 8, Chesterfield County  
Council  
Daniel B. Morrison, President, Carolina Panthers  
Mike Mulligan, President of Armament and  
Technical Products, General Dynamics  
Patrick Mumford, Director of Neighborhood  
and Business Services Development, City of  
Charlotte  
Roger M. Nielsen, Chief Operating Officer,  
Daimler Trucks North America LLC  
Marty O'Gorman, President, Electrolux  
Eric Parris, Associate Corporate, Jones Lang  
LaSalle  
Jeffrey B. Parsons, Contracts Manager, Parsons

Henry A. Paula, Principal, Reznick Group  
Brian Peace, Vice President - Corporate  
Communication, Lowe's Companies Inc.  
Tracy Philbeck, Commissioner, Gaston County  
BOC  
Kevin Pitts, Publisher, Charlotte Business  
Journal  
Chris Platé, Executive Director, Monroe  
Economic Development  
Frank V. Pope, VP, Operations & Performance  
Excellence, BAE Systems  
Dan Rajkowski, VP/General Manager, Charlotte  
Knights  
Brad Richardson, Economic Development  
Director, City of Charlotte  
Jennifer Roberts, Chairman, Mecklenburg  
County BOC  
Carlisle Roddey, County Supervisor, Chester  
County Council  
Patricia A. Rodgers, President, Rodgers Builders  
Sherrill Smith, Owner, S & D Construction  
Paul Snyder, President, Customer Service,  
Goodrich Corporation  
John Switzer, Managing Partner, KPMG, LLP  
John A. Tate III, Commercial Relations Manager,  
Wells Fargo  
William Thierfelder, President, Belmont Abbey  
College  
Steve Thornburg, President, Cleveland  
Community College  
Timothy B. Thornton, General Manager,  
Lancaster County Natural Gas Authority  
Robert Van Geons, Executive Director,  
RowanWORKS Economic Development  
Hunter Widener, Chief Banking Officer, Carolina  
Premier Bank  
Judy Wishnek, SVP - Marketing Manager, Bank  
of America  
Robert Wright, Senior Vice President, Wells  
Fargo  
Landon R. Wyatt III, Partner, Childress Klein  
Properties  
Teross W. Young, Vice President of Government  
Relations, Food Lion LLC  
Tony Zeiss, President, Central Piedmont  
Community College



# Charlotte Regional Partnership Annual Review FY2010-2011

## Charlotte Regional Partnership Staff:

**Ronnie Bryant** CEcD, FM, HLM  
*President & CEO*

**LaShonda Hart**  
*Executive Assistant*

### **Economic Development Services**

**David Swenson** CEcD  
*Senior Vice President, Economic Development  
Services*

**Russell Rogerson**  
*Senior Vice President, Economic Development  
Services*

**Vanessa Goeschl** CEcD  
*Vice President, Research*

**Laura Foor**  
*Project Manager/FTZ Administrator*

**Juawana Colbert**  
*Project Manager*

**Dianna Whisnant**  
*Research & Marketing Associate*

### **Communications & Public Relations**

**Gina Howard**  
*Director*

### **Charlotte Regional Film Commission**

**Beth Petty**  
*Director, Regional Film Commissioner*

**Kathleen Byrne**  
*Film Assistant*

### **Operations & Administration**

**Melissa Hendrick**  
*Chief Financial Officer*

**Marianne Blankenship**  
*Accounting Assistant*

**Kathy Lazarides**  
*Administrative Assistant*

### **Information Technology**

**Philip Ciccarello**  
*Director*





**550 S. Caldwell St., Suite  
760  
Charlotte, North Carolina  
28211**

**[CharlotteUSA.com](http://CharlotteUSA.com)**







# **2010/2011 ANNUAL REPORT**

## **TAB 4**

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## **BALANCED SCORECARD**

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## Charlotte Regional Partnership FY 2010-2011 Balanced Scorecard

I. To aggressively market the Charlotte USA region as a superior business location to develop qualified business projects and to encourage site and community visits by executive decision makers and opinion leaders.

Weight: 70%

	Sub-Weight	09-10 Actual	10-11 Target	Quarter I	Quarter II	Quarter III	Quarter IV	10-11 Actual	FY10-11 % (to target)
1. Qualified Projects Generated (1)	30%	87	100	18	16	24	19	77	77%
a. 25% of Internationally oriented	5%	29	25	7	6	8	5	26	100%
b. 10% Website/Social Media originated	5%	3	10	0	1	0	1	2	20%
2. Initial Site Visits by Qualified Projects (2)	30%	32	50	10	3	6	10	29	58%
3. Customer Service Survey, Site Location Consultants (3)	10%	91%	91%	n/a	84%	n/a	88%	86%	86%
4. Customer positive revenue from FIZ (4)	5%	\$32,018	\$26,000	\$6,035	\$18,000	\$10,000	\$0	\$34,035	100%
5. Qualified inquiries responded to by Film Office (5)	15%		250	50	37	62	71	220	88%
WEIGHTED SUBTOTAL (70% of total score) =									51%

II. To engage private and public stakeholders in an effort to improve the efforts to market the region, and to maintain adequate funding and support for the program regionally.

Weight: 20%

	Sub-Weight	09-10 Actual	10-11 Target	Quarter I	Quarter II	Quarter III	Quarter IV	10-11 Actual	FY10-11 % (to target)
6. Private Sector Funding Increase (6)	20%	\$204,000	\$125,000	\$68,500	\$63,500	\$67,500	\$34,000	\$233,500	100%
7. Private Sector Funding - 90% Retained (7)	30%	\$771,117	\$935,133	\$277,605	\$224,637	\$289,971	\$113,220	\$925,433	98%
8. Maintain State of North Carolina funding at same level (8)	30%	\$526,513	\$526,513	\$144,171	\$143,013	\$135,774	\$135,774	\$558,732	100%
9. Achieve 70% Board meeting attendance (9)	10%	n/a	70%	47%	43%	41%	39%	43%	61%
10. Host 1,000+ stakeholders at Annual Meeting (10)	10%	920	1,000	n/a	n/a	n/a	n/a	1,024	100%
WEIGHTED SUBTOTAL (20% of total score) =									19%

III. To act responsibly and to be accountable for the funds provided to us by the private and public sector investors, and to create a high-performance work team for the important mission that we serve.

Weight: 10%

	Sub-Weight	09-10 Actual	10-11 Target	Quarter I	Quarter II	Quarter III	Quarter IV	10-11 Actual	FY10-11 % (to target)
11. End fiscal year with 1% reserve (11)	50%	\$0	\$30,000	n/a	\$15,000	\$25,000	\$0	\$40,036	100%
12. End fiscal year with no debt (12)	50%	(\$25,000)	\$0	n/a	\$25,000	\$0	\$0	\$0	100%
WEIGHTED SUBTOTAL (10% of total score) =									10%
Total Score =									80.6%

### Balanced Scorecard Notes Terminology

1. Qualified Project: CRP has established contact with company or company advisor and the project has criteria (real estate, workforce, timeline, investment, etc.)
2. Initial Site Visit: Only the initial visit to the region is counted as a site visit (many companies make several sites visits)
3. A Customer Awareness Survey is to be given to a broad range of site location professionals around the United States
4. To generate \$51,000 through administration of Foreign Trade Zone #57 - Reduced initial budget by \$25,000 for in-kind advertising at airport - Received but no cash exch.
5. A qualified film inquiry is a project with all or some of the following: budget, script, timeline.
6. The amount of new private sector funding committed to the CRP, cash only, to be tracked quarterly by dollar amount (Actual Collected @ 6/30 - 201,500 with additional \$32,000 in commitments)
7. FY2010-11 target is 90% of \$1,039,037 which includes \$204,000 from new 09-10 investors, \$30,000 in 09-10 prepaids, \$36,500 committed increased, and \$15,920 outstanding investors at 2009-2010 year end.  
Actuals include cash collected @ 6/30/2011 - \$890,433 and \$25,000 collected in July for 2010/2011 investment
8. The amount of funding collected by the CRP from the State of North Carolina, to be tracked quarterly by dollar amount
9. Track board participation through attendance; attain at least 70% attendance at quarterly board meetings
10. Increase attendance of Annual Meeting to more than 1,000 stakeholders
11. End the 2010-2011 fiscal year with a 1% reserve; to be tracked by dollar amount last quarter
12. End the 2010-2011 fiscal year with no debt service; to be tracked by dollar amount last quarter

X

Approved by the Board Operations Committee, Chairman

Date





# **2010/2011 ANNUAL REPORT**

## **TAB 5**

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## **ITEMIZED EXPENSES**

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The first part of the paper discusses the importance of the study of the history of the English language. It is a branch of linguistics which deals with the changes in the language over time. The study of the history of the English language is important for many reasons. It helps us to understand the development of the language and the influence of other languages on it. It also helps us to understand the social and cultural changes that have taken place in the English-speaking world.

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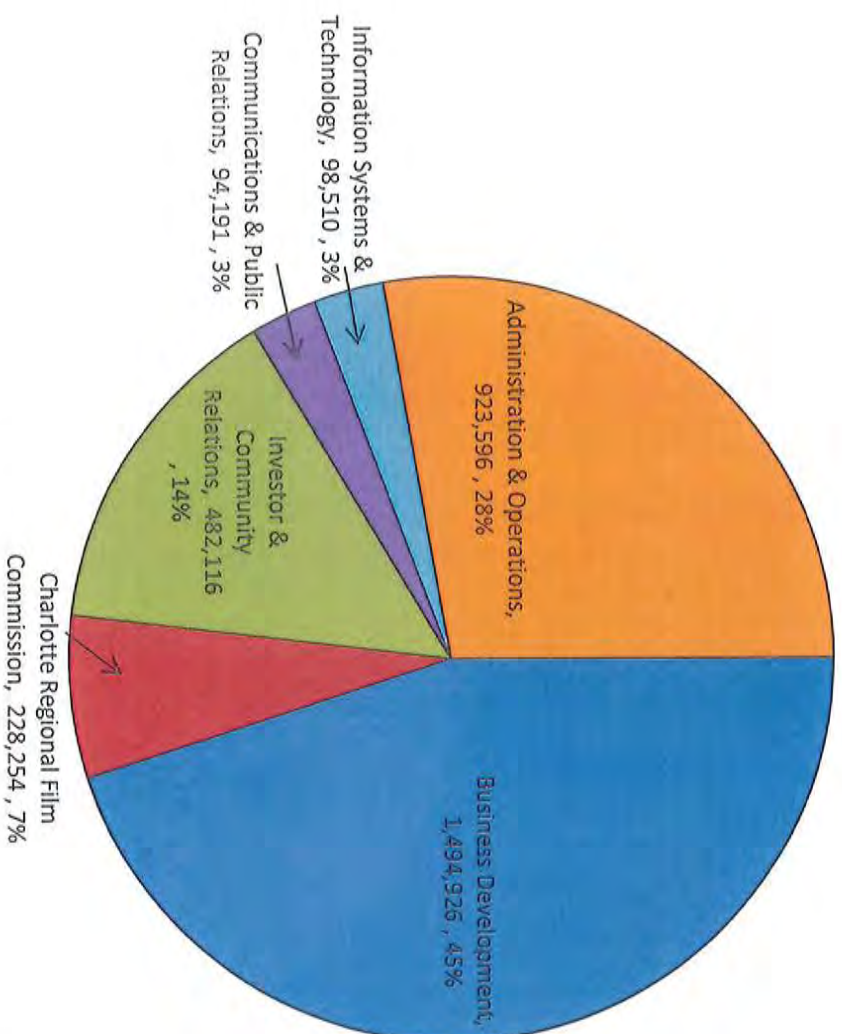
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## FY 2010/2011 - YEAR-END EXPENSES BY DEPARTMENT

- Business Development
- Charlotte Regional Film Commission
- Investor & Community Relations
- Communications & Public Relations
- Information Systems & Technology
- Administration & Operations



# **CHARLOTTE REGIONAL PARTNERSHIP**

## **PROFIT & LOSS ACTUALS TO BUDGET (Combined & State) 2010/2011**



Charlotte Regional Partnership							
PROFIT & LOSS - June 30, 2011 FINAL - "CASH & IN-KIND							
COMBINED ACTUALS TO BUDGET WITH STATE ACTUALS TO STATE BUDGET & VARIANCES							
FY 2010/2011							
	FY 2010/2011 JUNE Actuals Profit & Loss	2010/2011 Approved Operating Budget	Original State Budget \$573,207	Revised State Budget \$558,732	FY 2010/2011 State Actuals	State Variance Actuals to Revised Budget	
<b>CASH RECEIPTS</b>							
A Balance Carry Forward (CRP Prepaid Private Investors)							
B Private Investor Pledges	\$ 885,600	\$ 1,039,037					
C Private Investor Pledges " NEW "	\$ 201,500	\$ 125,000					
D Private Investors - Paying for Prior Year	\$ 4,833	\$ 15,920					
E Contingency for lost or decreasing investors		\$ (140,000)					
F Private Investor Pledges - In-Kind	\$ 614,942	\$ 367,500					
G Event Sponsorship	\$ 25,101	\$ 20,000					
H Annual Meeting Sponsorship	\$ 124,100	\$ 116,600					
I Event Sponsorship - In-Kind	\$ -	\$ 57,500					
J Grants and/or Special Projects							
a Biz Boost	\$ 60,000	\$ 60,000					
b Strategic Plan	\$ 50,000						
c Public Relations Campaign (Multi-Agency)	\$ -	\$ -					
K Projects (New Energy Capital Project)	\$ 35,000	\$ 40,000					
L Foreign Trade Zone Revenues	\$ 34,035	\$ 51,000					
M North Carolina State Pledge	\$ 558,732	\$ 578,997	\$ 573,207	\$ 558,732	\$ 558,732	\$ -	
N Local Public Pledges	\$ 759,817	\$ 790,561					
O Interest Income / Miscellaneous Income	\$ 1,019	\$ 6,000					
<b>TOTAL CASH RECEIPTS</b>	<b>\$ 3,354,679</b>	<b>\$ 3,128,116</b>	<b>\$ 573,207</b>	<b>\$ 558,732</b>	<b>\$ 558,732</b>	<b>\$ -</b>	
<b>Business Development &amp; Marketing</b>							
1 Personnel & Benefits	\$ 716,340	\$ 737,395	136,190	139,000	138,792	\$ (208)	
2 Professional Development	\$ 28,297	\$ 31,500	16,500	6,000	6,000	\$ -	
3 Vehicle Leases & Fuel	\$ 12,948	\$ 23,000					
4 Membership Dues	\$ 10,895	\$ 11,000	11,000	11,000	10,895	\$ (105)	
5 Subscriptions	\$ 2,800	\$ 2,500	2,500	2,500	2,800	\$ 300	
6 North American Business Development Activities	\$ 52,080	\$ 65,000	30,000	30,000	30,000	\$ -	
7 International Marketing & Business Development	\$ 86,637	\$ 81,000	20,300	31,000	31,000	\$ -	
8 Marketing Collateral	\$ 4,957	\$ 4,000	4,000	4,000	3,957	\$ (43)	
9 Advertising & Sponsorships	\$ 20,074	\$ 20,000	5,000				
10 Targeted Marketing Events (Conferences & Tradeshows)	\$ 33,047	\$ 31,500	17,500	10,000	10,000	\$ -	
11 EDAC Meetings & Retreats	\$ 4,966	\$ 10,000					
12 Website / Virtual Outreach / Social Media Campaign	\$ 52,696	\$ 72,004	50,309	49,750	49,748	\$ (2)	
13 Rural Awareness Strategy	\$ 1,175	\$ 3,500					
14 Capital Energy Project	\$ 51,069	\$ 50,000					
15 Marketing & Business Development Research	\$ 21,675	\$ 20,890	21,833	24,000	23,748	\$ (252)	
16 Client / Project Hosting	\$ 14,601	\$ 20,000					
17 Marketing Promotion & Entertainment	\$ 13,719	\$ 15,000					
18 Foreign Trade Zone	\$ 3,545	\$ 15,970					
19 General External Activities & Support	\$ 158						
20 Business Development & Marketing Related In-Kind	\$ 265,217	\$ 202,750					
<b>Total Business Development &amp; Marketing</b>	<b>\$ 1,396,897</b>	<b>\$ 1,417,009</b>	<b>\$ 315,132</b>	<b>\$ 307,250</b>	<b>\$ 306,940</b>	<b>\$ (310)</b>	
<b>Investor &amp; Community Relations</b>							
21 Personnel & Benefits	\$ 145,603	\$ 112,140					
22 Fund Development	\$ 21,131	\$ 20,887		2,500	2,581	\$ 81	
23 Community Relations	\$ 8,134	\$ 22,517					
24 Annual Meeting	\$ 68,904	\$ 75,000					
25 Sponsorship & Events	\$ 36,119	\$ 25,000					
26 Event Sponsorship - In-Kind	\$ -	\$ 57,500					
27 Governmental Affairs	\$ 1,338	\$ 7,000					
28 Community Relations Related In-Kind	\$ 200,885	\$ 36,250					
<b>Total Investor &amp; Community Relations</b>	<b>\$ 482,116</b>	<b>\$ 356,294</b>	<b>\$ -</b>	<b>\$ 2,500</b>	<b>\$ 2,581</b>	<b>\$ 81</b>	
<b>Communications &amp; Public Relations</b>							
29 Personnel & Benefits	\$ 90,066	\$ 83,765					
30 Professional Development	\$ -	\$ 1,000		2,000	2,019	\$ 19	
31 Communications & Public Relations	\$ 3,951	\$ 6,610					
32 Travel and Entertainment	\$ 175	\$ 850					
33 Communications & Public Relations Related In-Kind	\$ -	\$ 77,500					
<b>Total Communications &amp; Public Relations</b>	<b>\$ 94,191</b>	<b>\$ 169,725</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ 2,019</b>	<b>\$ 19</b>	
<b>Charlotte Regional Film Commission</b>							
34 Personnel & Benefits	\$ 147,445	\$ 136,700	\$ 136,700	\$ 147,000	147,445	\$ 445	
35 Professional Development, Memberships & Subscriptions	\$ 1,322	\$ 1,900					
36 Vehicle Leases & Fuel	\$ 13,690	\$ 12,400					
37 Client Hosting	\$ 10,679	\$ 10,500					



Charlotte Regional Partnership							
PROFIT & LOSS - June 30, 2011 FINAL - "CASH & IN-KIND							
COMBINED ACTUALS TO BUDGET WITH STATE ACTUALS TO STATE BUDGET & VARIANCES							
FY 2010/2011							
	FY 2010/2011 JUNE Actuals Profit & Loss	2010/2011 Approved Operating Budget	Original State Budget \$573,207	Revised State Budget \$558,732	FY 2010/2011 State Actuals	State Variance Actuals to Revised Budget	
38 Marketing Trips	\$ 4,232	\$ 11,500					
39 External Activities & Support	\$ 2,491	\$ 25,420	15,475				
40 Charlotte Regional Film Commission Related In-Kind	\$ 48,396	\$ 6,000					
Total Charlotte Regional Film Commission	\$ 228,254	\$ 204,420	\$ 152,175	\$ 147,000	\$ 147,445	\$ 445	
Information Systems							
41 Personnel & Benefits	\$ 66,259	\$ 61,525					
42 External Activities, Support & Training	\$ 2,296	\$ 1,400					
43 Website Monitoring	\$ 12,545	\$ 15,900	15,900	12,000	12,120	\$ 120	
44 Equipment & Applications	\$ 4,932	\$ 11,600					
45 Information Systems Related In-Kind	\$ 12,478	\$ 12,780					
Total Information Systems	\$ 98,510	\$ 103,205	\$ 15,900	\$ 12,000	\$ 12,120	\$ 120	
Administration & Operations							
46 Personnel & Benefits	\$ 379,273	\$ 360,715					
47 Professional Development & IEDC related	\$ 7,276	\$ 5,000					
48 Vehicle Leases & Fuel	\$ 7,256	\$ 4,600					
49 Networking / Entertainment	\$ 13,724	\$ 12,500					
50 Office Related Expenses	\$ 305,719	\$ 325,863	75,000	72,982	72,503	\$ (479)	
51 Move Related Expenses	\$ -						
52 Professional Expenses	\$ 51,629	\$ 37,064	15,000	15,000	15,124	\$ 124	
53 Admin & Operations Related In-Kind	\$ 87,965	\$ 32,220					
Total Administration & Operations	\$ 852,842	\$ 777,962	\$ 90,000	\$ 87,982	\$ 87,628	\$ (354)	
MISCELLANEOUS EXPENSES							
54 BIZ BOOST - MOU with Workforce Development	\$ 20,000	\$ 20,000					
55 Economic Development Strategic Plan	\$ 78,030	\$ -					
56 Prior Year Carry forward	\$ -	\$ 17,500					
57 Public Relations Campaign - Multi-Agency	\$ -	\$ -					
MISCELLANEOUS EXPENSES	98,030	37,500	-	-	-	-	
TOTAL CASH DISBURSEMENTS	\$ 3,250,839	\$ 3,066,115	\$ 573,207	\$ 558,732	\$ 558,732	\$ (0)	
Net Operating Income (Loss)	\$ 103,840	\$ 62,000	\$ -	\$ -	\$ 0	\$ 0	
Depreciation Expenses (Non-Cash)	\$ 70,121	\$ 32,000					
Gain or Loss on Disposition of Assets	\$ 633	\$ -					
TOTAL FIXED ASSET RELATED EXPENSES	\$ 70,754	\$ 32,000	\$ -		\$ -		
ADJUSTED OPERATING INCOME (LOSS)	\$ 33,086	\$ 30,000	\$ -	\$ -	\$ 0		
Non- Profit & Loss Expenses							
WACHOVIA LINE OF CREDIT							
Note: The line of credit payment is a balance sheet entry only and does not affect profit & loss expenses but is a budgeted expense due to cash outlay							
Repayments-principal (Applied to Liability Account)	\$ 25,000	\$ 25,000					
Total Wachovia Line of Credit	\$ 25,000	\$ 25,000					
Reserve 1% of Cash Budget	\$ 80,044	\$ 30,000					
TOTAL CASH DISBURSEMENTS INCLUDING LINE OF CREDIT	\$ -	\$ 30,000					
VARIANCE	\$ 33,086	\$ -					



**CHARLOTTE REGIONAL PARTNERSHIP**

**STATE TRIAL BALANCE**

**2010/2011**

# Charlotte Regional Partnership State Trial Balance As of June 30, 2011

		Jun 30, 11	
		Debit	Credit
ST4200 · State Pledges			
ST5000 · Charlotte Regional Film Commiss:ST5020 · Personnel/Benefits		147,444.52	
ST5100 · Economic Development Activities:ST51080 · Econ Dev-State Personnel/Benfit		138,792.44	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.1 · Business Development Research		2,073.15	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.1 · Research Project Co Consulting		1,999.00	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.3 · Survey Monkey		95.96	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.4 · Chamber Collaboration Projects		12,500.00	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.5 · Studies & Articles of Interest		189.86	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.7 · Factiva - Online Research Tool		845.14	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.8 · One Source - Online Research		4,950.00	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.9 · STDB & CZER Research Tools		1,095.00	
ST5100 · Economic Development Activities:ST51112 · Membership Dues		10,895.00	
ST5100 · Economic Development Activities:ST51113 · Subscriptions		800.17	
ST5100 · Economic Development Activities:ST51114 · 310 Call Program & Appt Setting		30,000.00	
ST5100 · Economic Development Activities:ST51311 · International I European Appts		31,000.00	
ST5100 · Economic Development Activities:ST5150 · Regional Visioning Plan:5150.14 · Friends of North Carolina		10,000.00	
ST5148 · Investor Brochure		0.00	
ST5149 · Collateral Materials - Inv Rel		2,580.62	
ST5200 · Information Systems & Research:ST52202 · Internet & Monitoring Services		12,119.87	
ST5300 · Administration & Operations:ST5315 · Subscriptions		2,000.14	
ST5300 · Administration & Operations:ST5325 · Equipment & Leases		0.00	
ST5300 · Administration & Operations:ST5330 · Business Insurance		29,840.32	
ST5300 · Administration & Operations:ST5340 · Postage		8,168.90	
ST5300 · Administration & Operations:ST5350 · Telephone		34,494.02	
ST5300 · Administration & Operations:ST5359 · NCPED Dues		6,000.00	
ST5300 · Administration & Operations:ST5370 · Audit Expense		15,124.35	
ST5500 · Mktg & Public Relations:ST55161 · Collateral Materials		3,956.90	
ST5500 · Mktg & Public Relations:ST5521 · Subscriptions - Communicat & PR		2,018.50	
ST5500 · Mktg & Public Relations:ST5590 · Web Site Enhancement:ST5591 · Site & Bldg Database Upgrad-GIS		31,882.14	
ST5500 · Mktg & Public Relations:ST5590 · Web Site Enhancement:ST5593 · GIS Contract - ERSI Bus Analyst		17,866.00	
TOTAL		558,732.00	558,732.00





# **CHARLOTTE REGIONAL PARTNERSHIP**

## **COMBINED TRIAL BALANCE 2010/2011**

**Charlotte Regional Partnership**  
**Combined Trial Balance**  
As of June 30, 2011

	Jun 30, 11	
	Debit	Credit
1019-0 · Wachovia Operating		
1019-0 · Wachovia Operating:PB1019 · Wachovia- Public	759,816.82	
1019-0 · Wachovia Operating:PV1019 · Wachovia-Private	1,537,934.69	
1019-0 · Wachovia Operating:ST1019 · Wachovia-State	558,732.00	
1019 · Bank of America	0.00	
1020 · Wachovia Money Market	0.00	
1021 · Wachovia - Small Bus Money Mkt	869.61	
1022 · Frankfort	0.00	
1023 · First Nat'l Chicago - Frankfort	0.00	
1025 · NB Savings	0.00	
1028 · Clean Air Worksl	2,808.75	
1030 · NB TABD	0.00	
1031 · Bank of America - Checking Acct	33,147.40	
1032 · Carolina Premier - Reserve Acct	80,044.38	
PB1021 · Bank One Frankfort	0.00	
PV1022 · Cash for Employee Benefit	0.00	
PV1023 · First Union - Marketing	0.00	
PV1024 · Bank of America - Marketing	0.00	
PV1025 · First U - Bus. Ckg. Marketing	0.00	
PV1026 · Business High Performance MM	0.00	
PV1027 · Business High Perf MM	0.00	
ST1022 · Bank of America - Frankfort	0.00	
ST1023 · Wachovia - Service Charges	0.00	
PV1200 · A/R	0.00	
1300 · Payroll Service Customer Asset	0.00	
PV1300 · Employee Receivable	0.00	
PV1499 · Undeposited Funds	0.00	
PB1500 · Computer Equipment & Software.		
PB1520 · Accumulated Depr- Website		
PB1530 · Website	246,803.29	246,803.29
PB1560 · Accumulated Depreciation FF&E	0.00	
PV1500 · Computer Equipment & Software	83,067.85	
PV1510 · Accum Depr. - Computers & Softw		40,925.52
PV1520 · Website Enhancements Depreciati		20,902.77



**Charlotte Regional Partnership**  
**Combined Trial Balance**  
As of June 30, 2011

	Jun 30, 11	
	Debit	Credit
PV1530 · Website Enhancements		
PV1550 · F. F. & E.	139,352.05	
PV1560 · Accum Depr. - FF & E	261,181.18	
PV1570 · Leasehold Improvements		198,104.80
PV1575 · Accum Depr - Leasehold Improve	12,483.37	
ST1500 · Computer Equipment & Software..		4,161.12
ST1510 · Accum Depr.- Computers & Softwa	0.00	
PV1600 · Deferred Compensation Funds:PV1601 · ING 1000139-GG	0.00	
PV1600 · Deferred Compensation Funds:PV1602 · ING-1004375-GG	0.00	
PV1600 · Deferred Compensation Funds:PV1603 · American National	0.00	
PV1600 · Deferred Compensation Funds:PV1604 · Capital One CD 6824	0.00	
PV1600 · Deferred Compensation Funds:PV1605 · Capital One CD 8073	0.00	
PV1600 · Deferred Compensation Funds:PV1606 · American National 2	0.00	
PV1600 · Deferred Compensation Funds:PV1607 · Legg Mason	0.00	
PV1600 · Deferred Compensation Funds:PV1608 · Legg Mason 2	0.00	
PV1600 · Deferred Compensation Funds:PV1609 · Wachovia Bank - 9 Month CD	0.00	
PV1600 · Deferred Compensation Funds:PV1610 · Wachovia 1 Month CD	0.00	
PV1700 · Rent - Security Deposit	13,301.17	
PV1900 · Accounts Payable	0.00	
2000 · Transfers	0.00	
2005 · DUE TO/FM STATE	0.00	
2040 · 401K DEDUCTION	0.00	
2050 · HEALTH INS W/H	0.00	
PV2010 · Federal	0.00	
PV2015 · Prepaid Private Investors		32,500.00
PV2020 · N.C. Withholding	0.00	
PV2030 · SS/Med	0.00	
PV2040 · Futa/Suta	0.00	
PV2050 · Direct Deposit Liabilities		33,790.44
PV2052 · Bonus Payable - Admin & Oper		62,156.95
PV2053 · Bonus Payable - Business Dev		6,941.26
PV2055 · Bonus Payable - Comm & PR		5,004.44
PV2056 · Bonus Payable - Information Tec		26,226.22
PV2057 · Bonus Payable - Community Relat		

**Charlotte Regional Partnership**  
**Combined Trial Balance**  
As of June 30, 2011

	Jun 30, 11	
	Debit	Credit
PV2060 · Deferred Compensation	0.00	
PV2065 · Ronnie Bryant - 401(k) Loan	0.00	
PV2066 · Charitable Donations		1,008.59
PV2070 · Life, STD, LTD & AD&D Insurance	0.00	
PV2220 · Regional Tourism (Restricted)		31,597.40
PV2250 · FUED Scholarship Fund		1,550.00
PV2260 · Public Relations Campaign	0.00	
PV2300 · Film Economic Study-Restricted	0.00	
PV2500 · Line of Credit-Wachovia	0.00	
PV2700 · Clean Air Works! (Restricted)		2,808.75
ST2054 · Bonus Payable - Econ Dev-State		5,708.56
ST2057 · Bonus Payable - Film		9,903.12
2900 · Transfer	0.00	
PV2400 · Lease Obligations		45,105.46
PV4975 · Deferred Compensation.	0.00	
PV4980 · Wachovia Loan	0.00	
PB3000 · Opening Bal Equity	0.00	
PV3800 · Regional Tourism Restricted RE	0.00	
PV3900 · Retained Earnings		186,802.03
ST3000 · Opening Balance Equity.	0.00	
ST3900 · Retained Earnings-	0.00	
PB4200 · Local Public Pledges:PB4230 · Current		759,816.82
PV4200 · Private Pledges:PV4230 · Current		875,600.00
PV4200 · Private Pledges:PV4235 · Current Investor - Project		10,000.00
PV4200 · Private Pledges:PV4240 · Past Due		4,833.00
PV4200 · Private Pledges:PV4260 · New Investor		201,500.00
PV4300 · In Kind Investments:PV4301 · Womble Carlye Sandridge & Rice		7,243.00
PV4300 · In Kind Investments:PV4302 · Hilton Charlotte Center City		4,611.99
PV4300 · In Kind Investments:PV4305 · Time Warner Cable		52,858.20
PV4300 · In Kind Investments:PV4306 · CPCC - Harris Conference Center		5,000.00
PV4300 · In Kind Investments:PV4307 · Enterprise Rental Car		1,457.69
PV4300 · In Kind Investments:PV4308 · Carolina Panthers - In-Kind		16,392.00
PV4300 · In Kind Investments:PV4310 · US Airways Tickets		26,010.18
PV4300 · In Kind Investments:PV4312 · CRCBR - Char Reg Com Brd Realt		25,000.00



# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

	Jun 30, 11
Debit	Credit
PV4300 - In Kind Investments:PV4314 - No Borders Consulting - In-Kind	2,500.00
PV4300 - In Kind Investments:PV4315 - Tribble Creative - In-Kind	5,000.00
PV4300 - In Kind Investments:PV4317 - Talking Points - In-Kind	15,345.44
PV4300 - In Kind Investments:PV4320 - Lufthansa Airways Tickets	979.13
PV4300 - In Kind Investments:PV4328 - File Vault - In-Kind	660.00
PV4300 - In Kind Investments:PV4329 - MPact Systems - In-Kind	20,000.00
PV4300 - In Kind Investments:PV4330 - Parker Poe Adams & Bernstein	5,085.00
PV4300 - In Kind Investments:PV4332 - Charlotte Douglas Airport - FTZ	24,000.00
PV4300 - In Kind Investments:PV4333 - UNCC - In-Kind	5,000.00
PV4300 - In Kind Investments:PV4335 - Eric Mower & Assoc - In-Kind	23,100.00
PV4300 - In Kind Investments:PV4336 - WTVI Charlotte - In-Kind	600.00
PV4300 - In Kind Investments:PV4337 - The Sandwich Club - In Kind	278.62
PV4300 - In Kind Investments:PV4338 - Camden Grandview - In-Kind	300.00
PV4300 - In Kind Investments:PV4341 - Hampton Inn & Suites	136.00
PV4300 - In Kind Investments:PV4342 - Johnson C. Smith University	5,000.00
PV4300 - In Kind Investments:PV4343 - Dixon Hughes	15,000.00
PV4300 - In Kind Investments:PV4346 - The Charlotte Observer - InKind	19,800.00
PV4300 - In Kind Investments:PV4349 - Adams Outdoor Adver - In-Kind	23,700.00
PV4300 - In Kind Investments:pv4352 - Johnson & Wales University	5,000.00
PV4300 - In Kind Investments:PV4353 - ProShred Security	475.00
PV4300 - In Kind Investments:PV4358 - The Club at Longview - In-Kind	7,980.00
PV4300 - In Kind Investments:PV4363 - Bobcats' Sports & Ent - In-Kind	45,000.00
PV4300 - In Kind Investments:PV4364 - Embassy Suites - Concorde	1,025.35
PV4300 - In Kind Investments:PV4368 - Apple Rock Display - In-Kind	5,000.00
PV4300 - In Kind Investments:PV4369 - DoubleTree Suite Hotel - In-Kin	2,424.00
PV4300 - In Kind Investments:PV4370 - Luquire George Andrews	34,117.50
PV4300 - In Kind Investments:PV4373 - Creative Catering - In-Kind	384.00
PV4300 - In Kind Investments:PV4375 - Charlotte Business Journal	31,247.00
PV4300 - In Kind Investments:PV4376 - Holiday Inn Center City - In-Ki	1,650.00
PV4300 - In Kind Investments:PV4385 - Sockwell & Associates	50,000.00
PV4300 - In Kind Investments:PV4386 - Integra Staffing	25,000.00
PV4300 - In Kind Investments:PV4388 - K&L Gates, LLP - In-Kind	23,222.00
PV4300 - In Kind Investments:PV4389 - Hood Hargett Brkfst Club- InKind	11,000.00
PV4300 - In Kind Investments:PV4391 - Peak 10	6,120.00

# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

Jun 30, 11	
Debit	Credit
PV4300 · In Kind Investments:PV4395 · CRVA - Convention Center	
PV4300 · In Kind Investments:PV4396 · Westin - Charlotte	10,000.00
PV4300 · In Kind Investments:PV4398 · Charlotte Motor Speedway	240.00
PV4446 · Foreign Trade Zone	50,000.00
PV4446 · Foreign Trade Zone:PV44461 · FTZ - Seminar Sponsors	34,000.00
PV4448 · Biz Boost	35.00
PV4449 · Strategic Plan	60,000.00
PV4460 · The New Energy Capitol Project	50,000.00
PV4470 · Miscellaneous - Income	35,000.00
PV4500 · Event Sponsorship:PV4530 · Event Sponsorship	939.04
PV4500 · Event Sponsorship:PV4550 · Annual Meeting - Prior Year	25,100.81
PV4500 · Event Sponsorship:PV4560 · Annual Meeting - Current Year	900.00
PV4800 · Interest	123,200.00
ST4200 · State Pledges	80.22
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:501010 · Los Angeles - Locations Show	558,732.00
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:PB50101 · Film Business Opportunity Fund	4,231.67
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:PB50102 · Film Advisory Meetings	152.80
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:PB50103 · Film - Intern Cost	260.83
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:PB50104 · Client Hosting - Film Related	104.43
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:PB5016 · Regional Photographs	8,877.17
PB5000 · Charlotte Regional Film Comm.:PB5010 · Marketing Film & TV Recruitment:PB5017 · Film Advertising - Airport, etc	1,717.98
PB5000 · Charlotte Regional Film Comm.:PB50112 · Film Commission Meetings	372.28
PB5000 · Charlotte Regional Film Comm.:PB5015 · Subscriptions & Membership Dues	52.12
PB5000 · Charlotte Regional Film Comm.:PB5026 · Gifts - Film Related	1,321.65
PB5000 · Charlotte Regional Film Comm.:PB5030 · External Activities & Supp Film	59.54
PB5000 · Charlotte Regional Film Comm.:PB5035 · Film Website Related	1,217.40
PB5000 · Charlotte Regional Film Comm.:PB5040 · Mileage, Parking, Fuel - Film	460.00
PB5000 · Charlotte Regional Film Comm.:PB5081 · Film Vehicle Expenses & Fuel	999.30
PB5100 · Economic Development Services	12,586.28
PB5100 · Economic Development Services:PB51080 · ED Salaries & Benefits - Public	0.00
PB5100 · Economic Development Services:PB51081 · ED Vehicle Lease, Fuel, Maint.	393,180.72
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB5111.1 · Meats & Entertainment	12,948.16
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB5111.2 · Rental Cars:Mileage:Lodging	11,899.34
	321.47



# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

	Jun 30, 11	
	Debit	Credit
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB51116 · Mileage/Parking/Fuel	2,379.75	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB51117 · Other - Misc	3,155.76	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB51117 · Other - Misc:PV5193 · Energy Capital Consulting Proj	51,069.02	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB51118 · Internet Access & Linked-In Sv	721.62	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5111 · Client Hosting & Support:PB51119 · Hoot Suite Social Media	152.97	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5115 · State & Regional Networking	4,583.86	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5119 · Raleigh/Columbia Trips	1,787.73	
PB5100 · Economic Development Services:PB5110 · Bus Dev - External Act & Events:PB5186 · Economic Development Meetings	658.37	
PB5100 · Economic Development Services:PB5113 · Rural Awareness Strategy	1,175.36	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5121 · Atlanta Mission:5121.1 · Atlanta / Greenville Mission	1,574.35	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5123 · Southern California Mission	3,275.93	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5124 · Domestic - Other - Opportunity	5,459.99	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5125 · Washington DC/Northern Virginia	1,393.66	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5126 · Chicago Mission	1,563.09	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5127 · Texas Mission (Dallas)	664.59	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5128 · Northeast Mission - NY NJ PA CT:5128.3 · New York Trips	2,034.99	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB51331 · Roundtable of the South	1,773.44	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB51332 · NC Friends -	2,267.92	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows	884.43	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows:5139.1 · Corenet	9,302.93	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows:5139.12 · NA Comm French Foreign Trade Ad	77.00	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows:5139.13 · PRI Trade Show	2,176.25	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows:5139.2 · Industrial Management Council	17,251.27	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows:5139.5 · Emerging Sectors Industry Event	1,628.31	
PB5100 · Economic Development Services:PB5120 · N. A. Business Dev Activities:PB5139 · Conferences & Tradeshows:5139.8 · Area Develop Consultants Confer	1,727.25	
PB5100 · Economic Development Services:PB5130 · International Business Missions:PB5135 · European Mission	10,227.49	
PB5100 · Economic Development Services:PB5130 · International Business Missions:PB51357 · European Trade Shows	12,645.40	
PB5100 · Economic Development Services:PB5130 · International Business Missions:PB51358 · International Marketing Collat	1,010.00	

# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

	Jun 30, 11
Debit	Credit
PB5100 · Economic Development Services:PB5130 · International Business Missions:PB5136 · International Opportunity	30,337.33
PB5100 · Economic Development Services:PB5130 · International Business Missions:PB5138.1 · German Delegation - Internl Opp	1,417.25
PB5100 · Economic Development Services:PB51601 · NCPED/NCEDG Related Expenses	4,079.74
PB5100 · Economic Development Services:PB5185 · Professional Development ED	8,216.83
PB5100 · Economic Development Services:PV5191 · Business Dev & Marketing Mtgs.	158.11
PB5140 · Community Relations.:5143.5 · NC & SC Legislative Receptions	1,338.26
PB5140 · Community Relations.:PB5142 · Board & Leadership Meetings	6,704.89
PB5140 · Community Relations.:PB5142 · Board & Leadership Meetings	1,091.91
PB5140 · Community Relations.:PB5142 · Board & Leadership Meetings:PB51428 · Past Chairmans Receptions	4,965.68
PB5140 · Community Relations.:PB5143 · Governmental Affairs.:5143.1 · EDAC/Public Officials Meetings	154.95
PB5140 · Community Relations.:PB5143 · Governmental Affairs.:5143.5 · Governmental Subscriptions	36,118.66
PB5140 · Community Relations.:PB5144 · Sponsorship & Events	447.58
PB5200 · Information Systems & Research:PB52201 · Computer Hardware	425.00
PB5200 · Information Systems & Research.:PB52202 · Website & Internet Monitoring	455.19
PB5200 · Information Systems & Research.:PB52203 · Computer Upgrades	2,083.03
PB5200 · Information Systems & Research:PB52204 · Software Upgrades	34.82
PB5200 · Information Systems & Research:PB52205 · Technology / Website Upgrades	1,911.45
PB5200 · Information Systems & Research.:PB52206 · IT Supplies & Subscriptions	635.46
PB5200 · Information Systems & Research.:PB52300 · IT External Act & Support	5,746.00
PB5300 · Administration & Operations:PB5314 · Membership Dues	5,765.34
PB5300 · Administration & Operations:PB5315 · Regional Networking	10,000.00
PB5300 · Administration & Operations:PB5359 · NCEDG Dues	10,256.67
PB5300 · Administration & Operations:PB5378 · Consultants - Retreat	6,595.32
PB5300 · Administration & Operations:PB5385 · Professional Development -IEDC	1,240.74
PB5300 · Administration & Operations:PB5386 · IEDC	5,000.00
PB5300 · Administration & Operations:PV5377 · Compensation Survey	612.00
PB5500 · Marketing & Public Relations:PB5510 · Membership Dues	3,096.25
PB5500 · Marketing & Public Relations:PB5515 · Advertising & Public Relations	6,644.30
PB5500 · Marketing & Public Relations:PB5515 · Advertising & Public Relations	1,000.00
PB5500 · Marketing & Public Relations:PB5516 · Mktg & Bus Opportunity Missions:5516.3 · Charlotte USA - Promotional Itm	3,125.00
PB5500 · Marketing & Public Relations:PB5518 · Mktg & Business Dev Events:5518.11 · Event Sponsorship	305.00
PB5500 · Marketing & Public Relations:PB5518 · Mktg & Business Dev Events:5518.12 · FUED Related	2,072.41
PB5500 · Marketing & Public Relations:PB5518 · Mktg & Business Dev Events:5518.3 · Consultant Hosting / Site Locat	2,901.25
PB5500 · Marketing & Public Relations:PB5518 · Mktg & Business Dev Events:5518.7 · Sporting Events	142.01
PB5500 · Marketing & Public Relations:PB5523 · Mileage, Parking, Travel Relate	



# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

PB5500 · Marketing & Public Relations:PB5524 · Ad Placement  
PB5500 · Marketing & Public Relations:PB5540 · Entertainment  
PV5000 · Charlotte Reg Film Commiss:PV50110 · Film Comm Guide - In-Kind  
PV5000 · Charlotte Reg Film Commiss:PV50142 · Film Comm - Hotel - In-Kind  
PV5000 · Charlotte Reg Film Commiss:PV50145 · Film Transportation - In-Kind  
PV50109 · Film Comm Marketing - In-Kind  
PV51000 · Economic Development  
PV51000 · Economic Development:PV51080 · Econ Dev - Salaries & Benefits  
PV51000 · Economic Development:PV51084 · ED Recruiting  
PV51000 · Economic Development:PV5124 · ED Special Events In-Kind  
PV51000 · Economic Development:PV5126 · ED Recruiting - In-Kind  
PV51000 · Economic Development:PV5127 · Brazil Mission - In-Kind  
PV51000 · Economic Development:PV5128 · Research Related - In-Kind  
PV51000 · Economic Development:PV5135 · European Mis- USAirways In Kind  
PV51000 · Economic Development:PV5139 · Conferences -US Airways In-Kind  
PV51000 · Economic Development:PV5151 · US Missions US Airways- In-Kind  
PV51000 · Economic Development:PV5168 · Biz Boost - Expenses  
PV51000 · Economic Development:PV5181 · Lufthansa Airways Tickets  
PV51000 · Economic Development:PV5182 · Discounted Hotel Client Hosting  
PV51000 · Economic Development:PV51851 · ED Prof Dev - US Air In-Kind  
PV51000 · Economic Development:PV51852 · Website Development - In-Kind  
PV51000 · Economic Development:PV51857 · Charlotte Bobcats Bus Dev-Inknd  
PV51000 · Economic Development:PV51858 · Business Development In-Kind  
PV51000 · Economic Development:PV5188 · Foreign Trade Zone Expenses:PV51881 · FTZ - Consulting Expenses  
PV51000 · Economic Development:PV5188 · Foreign Trade Zone Expenses:PV51882 · FTZ - Project Manager Expenses  
PV51000 · Economic Development:PV5188 · Foreign Trade Zone Expenses:PV51884 · FTZ - Conferences  
PV51000 · Economic Development:PV5188 · Foreign Trade Zone Expenses:PV51886 · FTZ - Membership Renewal  
PV51000 · Economic Development:PV5188 · Foreign Trade Zone Expenses:PV51888 · Foreign Trade Zone - In-Kind  
PV51000 · Economic Development:PV5188 · Foreign Trade Zone Expenses:PV51889 · FTZ - Legal Fees - In-Kind  
PV51000 · Economic Development:PV5194 · Strategic Plan  
PV5140 · Community Relations:PV5141 · Fund Development:5141.12 · In-Kind - Holiday Reception  
PV5140 · Community Relations:PV5141 · Fund Development:5141.2 · Holiday Open House  
PV5140 · Community Relations:PV5141 · Fund Development:5141.4 · Partner Meetings/Entertainment  
PV5140 · Community Relations:PV5141 · Fund Development:5141.45 · Potential Investors - Meetings

Jun 30, 11	
Debit	Credit
1,320.00	
32.52	
10,565.00	
3,100.00	
1,457.69	
7,723.60	
0.00	
184,366.89	
436.54	
1,846.85	
25,000.00	
2,500.00	
3,500.00	
6,848.88	
5,062.00	
7,387.60	
20,000.00	
979.13	
1,650.00	
730.40	
25,550.00	
33,750.00	
40,345.44	
180.86	
154.31	
2,009.73	
1,200.00	
222.90	
23,222.00	
78,030.01	
384.00	
6,274.26	
4,290.22	
2,048.96	

# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

Jun 30, 11	
Debit	Credit
PV5140 · Community Relations:PV5141 · Fund Development:5141.46 · Investor Relations Meetings	873.00
PV5140 · Community Relations:PV5141 · Fund Development:5141.47 · Networking - In-Kind -	11,000.00
PV5140 · Community Relations:PV5142 · Community Relations:5142.1 · Membership Dues	35.00
PV5140 · Community Relations:PV5142 · Community Relations:5142.2 · Subscriptions	69.00
PV5140 · Community Relations:PV5142 · Community Relations:5142.51 · Annual Meeting - Prior Year	362.27
PV5140 · Community Relations:PV5142 · Community Relations:5142.52 · Annual Meeting - Current Year	68,542.22
PV5140 · Community Relations:PV5142 · Community Relations:5142.6 · Investor Forum Expenses	337.22
PV5140 · Community Relations:PV5142 · Community Relations:5142.9 · Credit Card Processing Charges	2,163.15
PV5140 · Community Relations:PV5142 · Community Relations:5142527 · Annual Meeting In-Kind	113,581.00
PV5140 · Community Relations:PV5142 · Community Relations:PV51427 · Board/BOC Meetings - In-Kind	22,525.35
PV5140 · Community Relations:PV5143 · Governmental Affairs:PV51434 · Legislative Receptions -In-Kind	5,000.00
PV5140 · Community Relations:PV51480 · Comm Relations - Salary & Benft	145,344.37
PV5200 · Information Systems	0.00
PV5200 · Information Systems:PV52080 · Info Systems Salaries & Benefit	66,258.98
PV5200 · Information Systems:PV5211 · IT - Professional Development	1,660.36
PV5300 · Admin. & Operations:PV5311 · Rent - Office Space	151,515.66
PV5300 · Admin. & Operations:PV5313 · Storage Facilities	3,061.40
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.11 · Membership Dues - In-Kind	7,980.00
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.3 · Gifts:315.3.3 · Staff	12.16
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.3 · Gifts:315.3.4 · Sympathy	514.07
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.4 · Mileage/Parking	1,611.02
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.44 · Parking - Employee	10,406.00
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.45 · Parking - Validated	9,401.00
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5315.5 · Entertainment:315.5.3 · Staff Expense	5,821.44
PV5300 · Admin. & Operations:PV5315 · External Activities & Support:5337.10 · Event & Catering In-Kind	278.62
PV5300 · Admin. & Operations:PV5320 · Supplies	20,683.42
PV5300 · Admin. & Operations:PV5321 · Recycling Services	427.50
PV5300 · Admin. & Operations:PV5324 · Copier Lease	32,709.52
PV5300 · Admin. & Operations:PV5326 · Office Equipment & Leases	5,011.75
PV5300 · Admin. & Operations:PV5335 · Office Furn & Equip - In-Kind	20,000.00
PV5300 · Admin. & Operations:PV5338 · Offsite Storage - In-Kind	660.00
PV5300 · Admin. & Operations:PV5339 · Audit Related - In-Kind	15,000.00
PV5300 · Admin. & Operations:PV53401 · Attorney Fees - In-Kind	12,328.00
PV5300 · Admin. & Operations:PV5350 · Bank Service Charges	1,284.56



# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

Jun 30, 11	
Debit	Credit
PV5300 · Admin. & Operations:PV5352 · Interest on Leases	4,792.39
PV5300 · Admin. & Operations:PV5365 · Payroll Expenses	2,216.97
PV5300 · Admin. & Operations:PV5366 · Sockwell & Assoc In-Kind - Cons	25,000.00
PV5300 · Admin. & Operations:PV5375 · Consultant Expense	3,846.17
PV5300 · Admin. & Operations:PV53752 · Consultant / Professional Svcs	1,270.86
PV5300 · Admin. & Operations:PV5376 · Consulting Svcs - In-Kind	29,009.29
PV5300 · Admin. & Operations:PV5380 · Staff Salaries & Benefits	354,272.91
PV5300 · Admin. & Operations:PV5381 · Car Leases / Fuel / Maintenance	7,255.64
PV5300 · Admin. & Operations:PV5383 · Deferred Compensation	25,000.00
PV5300 · Admin. & Operations:PV5384 · Prof Dev - US Airways - In-Kind	1,058.50
PV5300 · Admin. & Operations:PV53851 · Professional Mtgs. - Reimbursed	
PV5300 · Admin. & Operations:PV5388 · Speaking Engagements - In-Kind	1,175.80
PV5300 · Admin. & Operations:PV55852 · Meeting Space In-Kind	2,145.10
PV5400 · Charlotte USA Marketing Exp.:PV5440 · Advertising - In-Kind	65,736.00
PV5500 · Marketing & PR:5515.22 · Advertising Related - In-Kind	43.75
PV5500 · Marketing & PR:PV55080 · Comm & PR - Salaries & Benefits	90,066.29
PV5500 · Marketing & PR:PV55187 · Sporting Events - In-Kind	21,250.00
PV5500 · Marketing & PR:PV55188 · Sporting Event Advertising	46,392.00
PV5500 · Marketing & PR:PV5530 · Web Hosting In-Kind	6,120.00
PV5500 · Marketing & PR:PV5532 · Recycling Services - In-Kind	475.00
PV5531 · Internet Hosting/Cable In-Kind	6,358.20
PV5800 · Admin & Oper - Misc & Overhead	1,122.00
PV7000 · LOC Repayments:PV7010 · Interest	968.75
PV8000 · Deprec. Expense	70,120.62
ST5000 · Charlotte Regional Film Commiss:ST5020 · Personnel/Benefits	147,444.52
ST5100 · Economic Development Activities:ST51080 · Econ Dev-State Personnel/Benfit	138,792.44
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.1 · Business Development Research	2,073.15
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.1 · Research Project Co Consulting	1,999.00
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.3 · Survey Monkey	95.96
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.4 · Chamber Collaboration Projects	12,500.00
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.5 · Studies & Articles of Interest	189.86
	560.32

# Charlotte Regional Partnership Combined Trial Balance As of June 30, 2011

	Jun 30, 11	
	Debit	Credit
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.7 · Factiva - Online Research Tool	845.14	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.8 · One Source - Online Research	4,950.00	
ST5100 · Economic Development Activities:ST5110 · External Marketing & Promotions:ST5113 · Industry Research Marketing:5113.2 · Project Research Tools:113.2.9 · STDB & C2ER Research Tools	1,095.00	
ST5100 · Economic Development Activities:ST5112 · Membership Dues	10,895.00	
ST5100 · Economic Development Activities:ST5113 · Subscriptions	800.17	
ST5100 · Economic Development Activities:ST5114 · 310 Call Program & Appt Setting	30,000.00	
ST5100 · Economic Development Activities:ST5131 · International I European Appts	31,000.00	
ST5100 · Economic Development Activities:ST5150 · Regional Visioning Plan:5150.14 · Friends of North Carolina	10,000.00	
ST5148 · Investor Brochure	0.00	
ST5149 · Collateral Materials - Inv Rel	2,580.62	
ST5200 · Information Systems & Research:ST52202 · Internet & Monitoring Services	12,119.87	
ST5300 · Administration & Operations:ST5315 · Subscriptions	2,000.14	
ST5300 · Administration & Operations:ST5325 · Equipment & Leases	0.00	
ST5300 · Administration & Operations:ST5330 · Business Insurance	29,840.32	
ST5300 · Administration & Operations:ST5340 · Postage	8,168.90	
ST5300 · Administration & Operations:ST5350 · Telephone	34,494.02	
ST5300 · Administration & Operations:ST5359 · NCPED Dues	6,000.00	
ST5300 · Administration & Operations:ST5370 · Audit Expense	15,124.35	
ST5500 · Mktg & Public Relations:ST55161 · Collateral Materials	3,956.90	
ST5500 · Mktg & Public Relations:ST5521 · Subscriptions - Communicat & PR	2,018.50	
ST5500 · Mktg & Public Relations:ST5590 · Web Site Enhancement:ST5591 · Site & Bldg Database Upgrad-GIS	31,882.14	
ST5500 · Mktg & Public Relations:ST5590 · Web Site Enhancement:ST5593 · GIS Contract - ERSI Bus Analyst	17,866.00	
PV41001 · Loss/Gain on Sale/Dis of Assets	632.78	
<b>TOTAL</b>	<b>7,051,695.71</b>	<b>7,051,695.71</b>





**CHARLOTTE REGIONAL PARTNERSHIP  
STATE GRANT CONTRACT  
2010/2011**

**TRANSACTION  
DETAIL BY ACCOUNT**

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
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**REVENUES**

<b>ST14200 - State Pledges</b>					
Deposit	08/20/2010	164082	State of North Carolina	July and August 2010 allocations	(96,500.00)
Deposit	09/07/2010	eft	State of North Carolina	September installment	(47,671.00)
Deposit	10/19/2010	eft	State of North Carolina	Monthly allocation for October, 2010	(47,671.00)
Deposit	11/16/2010		State of North Carolina	November 2010 appropriation	(47,671.00)
Deposit	12/09/2010		State of North Carolina	December 2010 appropriation	(47,671.00)
Deposit	02/07/2011		State of North Carolina	January & February 2011 payments	(90,516.00)
Deposit	03/07/2011		State of North Carolina	March 2011 appropriation	(45,258.00)
Deposit	04/14/2011		State of North Carolina	April 2011 appropriation	(45,258.00)
Deposit	05/17/2011		State of North Carolina	May 2011 appropriation	(45,258.00)
Deposit	06/07/2011		State of North Carolina	June payment FY2010-11	(45,258.00)
<b>Total ST14200 - State Pledges</b>					<b>(558,732.00)</b>

**EXPENSES**

**BUSINESS DEVELOPMENT & MARKETING**

**PERSONNEL & BENEFITS**

**ST5100 - Economic Development Activities**

**ST51080 - Econ Dev-State Personnel/Benefit**

General Journal	07/14/2010	PR07152010		07/15/10- Payroll - Employer Taxes - Economic De	316.83
Paycheck	07/15/2010	14222	Colbert, Juawana J	Direct Deposit	2,391.45
Paycheck	07/15/2010	14222	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	07/15/2010	14222	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	07/15/2010	14222	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	07/15/2010	14232	Whisnant, Dianna L.	Direct Deposit	1,750.00
Paycheck	07/15/2010	14232	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	07/15/2010	14232	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	07/15/2010	14232	Whisnant, Dianna L.	Direct Deposit	(262.50)
Check	07/15/2010	eft	American Funds	7/15/2010 - 401K - Employee Deferral - ED State	297.50
Check	07/15/2010	14236	Security Life Ins. Company of America	Dental Insurance July premiums: 0000035627/000	76.76
Check	07/20/2010	14268	Blue Cross Blue Shield	Medical Benefits - July 2010 Group 038725	994.96
Check	07/20/2010	14269	Blue Cross Blue Shield	Medical Benefits - August 2010 - Group 038725	994.96



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	07/20/2010	14286	UNUM	Group insurance benefits 7/1/10 - 7/30/10 EDS	152.26
Check	07/20/2010	14288	Security Life Ins. Company of America	Dental Insurance - August premiums	76.76
Paycheck	07/30/2010	14303	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	07/30/2010	14303	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	07/30/2010	14303	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	07/30/2010	14303	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	07/30/2010	14313	Whisnant, Dianna L.	Direct Deposit	1,363.64
Paycheck	07/30/2010	14313	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	07/30/2010	14313	Whisnant, Dianna L.	Direct Deposit	511.36
Paycheck	07/30/2010	14313	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	07/30/2010	PR07302010	Whisnant, Dianna L.	Direct Deposit	338.05
Check	07/31/2010	eft	American Funds	7/30/2010 - Payroll - Employer Taxes - Economic D	318.75
General Journal	07/31/2010	PR07312010		07/30/2010 - 401K - Employee Deferral - ED State	21.24
Paycheck	08/02/2010	14317	Colbert, Juawana J	Direct Deposit	152.63
Paycheck	08/02/2010	14317	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	08/02/2010	14327	Whisnant, Dianna L.	Direct Deposit	125.00
Paycheck	08/02/2010	14327	Whisnant, Dianna L.	Direct Deposit	(18.75)
Check	08/04/2010	eft	American Funds	07/31/2010 - 401K - Employee Deferral - ED State	21.25
Check	08/04/2010	14341	UNUM	Group insurance benefits 8/1/10-8/31/10 -EDs	152.26
Paycheck	08/13/2010	14360	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	08/13/2010	14360	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	08/13/2010	14360	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	08/13/2010	14360	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	08/13/2010	14369	Whisnant, Dianna L.	Direct Deposit	1,500.00
Paycheck	08/13/2010	14369	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	08/13/2010	14369	Whisnant, Dianna L.	Direct Deposit	375.00
Paycheck	08/13/2010	14369	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	08/13/2010	PR08152010		8/15/10 - Payroll - Employer Taxes - Economic Dev	338.06
Check	08/13/2010	eft	American Funds	08/15/2010 - 401K - Employee Deferral - ED State	281.25
Check	08/13/2010	eft	American Funds	08/15/2010 - 401K - Employer Match - ED State	37.50
Check	08/15/2010	eft	American Funds	08/15/2010 - 401K - Employee Deferral - ED State	0.00
Check	08/15/2010	eft	American Funds	08/15/2010 - 401K - Employer Match - ED State	0.00
Check	08/17/2010	14404	Blue Cross Blue Shield	Medical benefits for September 2010 ED State	994.96
Check	08/26/2010	14420	Security Life Ins. Company of America	September dental premiums - Econ Dev. State	76.76
Check	08/26/2010	14434	UNUM	Group Insurance benefits 09/01/2010-09/30/2010 -	152.26
General Journal	08/30/2010	PR08152010		08/30/2010 - Payroll - Employer Taxes - Economic	338.06
Check	08/30/2010	eft	American Funds	08/30/2010 - 401K - Employee Deferral - ED State	357.57
Check	08/30/2010	eft	American Funds	08/30/2010 - 401K - Employer Match - ED State	88.38

**Charlotte Regional Partnership**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	08/31/2010	14440	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	08/31/2010	14440	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	08/31/2010	14440	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	08/31/2010	14440	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	08/31/2010	14449	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	08/31/2010	14449	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	08/31/2010	14449	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	08/31/2010	14449	Whisnant, Dianna L.	Direct Deposit	(281.25)
Paycheck	08/31/2010	14449	Whisnant, Dianna L.	Direct Deposit	994.96
Check	09/14/2010	14503	Blue Cross Blue Shield	Medical Benefits for October 2010 - Economic Devi	1,850.24
Paycheck	09/15/2010	14472	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	09/15/2010	14472	Colbert, Juawana J	Direct Deposit	693.84
Paycheck	09/15/2010	14472	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	09/15/2010	14472	Colbert, Juawana J	Direct Deposit	1,193.18
Paycheck	09/15/2010	14481	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	09/15/2010	14481	Whisnant, Dianna L.	Direct Deposit	681.82
Paycheck	09/15/2010	14481	Whisnant, Dianna L.	Direct Deposit	(281.25)
Paycheck	09/15/2010	14481	Whisnant, Dianna L.	Direct Deposit	357.57
Check	09/15/2010	EFT	American Funds	09/15/2010 - 401K - Employee Deferral - ED State	88.38
Check	09/15/2010	EFT	American Funds	09/15/2010 - 401K - Employer Match - ED State	338.06
General Journal	09/15/2010	PR09152010	Security Life Ins. Company of America	October dental premiums - ED State	76.76
Check	09/21/2010	14518	Security Life Ins. Company of America	Group Insurance 10/1 - 10/31 - Group Insurance 10	152.26
Check	09/22/2010	14519	UNUM	09/30/10 - Payroll - Employer Taxes - Economic Di	338.07
General Journal	09/28/2010	PR09302010		Direct Deposit	2,544.08
Paycheck	09/29/2010	14549	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	09/29/2010	14549	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	09/29/2010	14549	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	09/29/2010	14549	Colbert, Juawana J	Direct Deposit	1,704.55
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	170.45
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	(281.25)
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	357.57
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	88.38
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	880.49
Paycheck	09/29/2010	14558	Whisnant, Dianna L.	Direct Deposit	338.05
Check	09/30/2010	eft	American Funds	09/30/2010 - 401K - Employee Deferral - ED State	2,312.80
Check	09/30/2010	eft	American Funds	09/30/2010 - 401K - Employer Match - ED State	0.00
Check	09/30/2010	EFT	American Funds	Safe Harbor Match Calculation 1/1/09 to 3/15/09 - E	231.28
General Journal	10/13/2010	PR10152010		10/15/10 - Payroll - Employer Taxes - Economic De	
Paycheck	10/14/2010	14580	Colbert, Juawana J	Direct Deposit	
Paycheck	10/14/2010	14580	Colbert, Juawana J	Direct Deposit	
Paycheck	10/14/2010	14580	Colbert, Juawana J	Direct Deposit	



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Type	Date	Num	Name	Memo	Amount
Paycheck	10/14/2010	14580	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	10/14/2010	14589	Whisnant, Dianna L.	Direct Deposit	1,022.73
Paycheck	10/14/2010	14589	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	10/14/2010	14589	Whisnant, Dianna L.	Direct Deposit	852.27
Paycheck	10/14/2010	14589	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	10/15/2010	eft	American Funds	10/15/2010 - 401K - Employee Deferral - ED State	357.57
Check	10/15/2010	eft	American Funds	10/15/2010 - 401K - Employee Match - ED State	88.38
Check	10/20/2010	14609	Blue Cross Blue Shield	Medical Benefits - November 2010 - Economic Dev	994.96
Check	10/20/2010	14620	Security Life Ins. Company of America	Dental Insurance - November premium - Economic	76.76
General Journal	10/27/2010	PR10312010		10/31/10 - Payroll - Employer Taxes - Economic D	338.06
Paycheck	10/29/2010	14641	Colbert, Juawana J	Direct Deposit	2,416.88
Paycheck	10/29/2010	14641	Colbert, Juawana J	Direct Deposit	127.20
Paycheck	10/29/2010	14641	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	10/29/2010	14641	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	10/29/2010	14650	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	10/29/2010	14650	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	10/29/2010	14650	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	10/29/2010	14650	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	10/29/2010	14650	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	10/31/2010	eft	American Funds	10/31/2010 - 401K - Employee Deferral - ED State	357.57
Check	10/31/2010	eft	American Funds	10/31/2010 - 401K - Employer Match - ED State	88.38
Check	10/31/2010	eft	American Funds	November 2010 insurance premium -ED State	152.26
Check	11/08/2010	14668	UNUM	Direct Deposit	2,081.52
Paycheck	11/12/2010	14690	Colbert, Juawana J	Direct Deposit	462.56
Paycheck	11/12/2010	14690	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	11/12/2010	14690	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	11/12/2010	14690	Colbert, Juawana J	Direct Deposit	1,875.00
Paycheck	11/12/2010	14699	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	11/12/2010	14699	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	11/12/2010	14699	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	11/12/2010	14699	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	11/15/2010	PR11152010		11/15/2010 - Payroll - Employer Taxes - Economic	338.06
Check	11/15/2010	eft	American Funds	11/15/2010 - 401K - Employee Deferral - ED State	357.57
Check	11/15/2010	eft	American Funds	11/15/2010 - 401K - Employer Match - ED State	88.38
Check	11/17/2010	14704	Blue Cross Blue Shield	Medical Benefits - December 2010 - ED State	994.96
Paycheck	11/26/2010	14730	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	11/26/2010	14730	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	11/26/2010	14730	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	11/26/2010	14730	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	11/26/2010	14739	Whisnant, Dianna L.	Direct Deposit	1,875.00

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Type	Date	Num	Name	Memo	Amount
Paycheck	11/26/2010	14739	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	11/26/2010	14739	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	11/26/2010	14739	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	11/30/2010	PR11302010		11/30/2010 - Payroll - Employer Taxes - Economic	338.06
Check	11/30/2010	eft	American Funds	11/30/2010 - 401K - Employee Deferral - ED State	357.57
Check	11/30/2010	eft	American Funds	11/30/2010 - 401K - Employer Match - ED State	88.38
Check	11/30/2010	14745	UNUM	Group Insurance Benefits 12/1 - 12/31/2010 - EDS	152.26
Check	11/30/2010	14747	Security Life Ins. Company of America	December dental insurance premium - EDS	76.76
Check	12/13/2010	14763	Blue Cross Blue Shield	Medical Benefits - January 2010 - EDS	994.96
General Journal	12/14/2010	PR12152010		12/15/2010 - Payroll - Employer Taxes - Economic	338.05
Paycheck	12/15/2010	14785	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	12/15/2010	14785	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	12/15/2010	14785	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	12/15/2010	14785	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	12/15/2010	14785	Whisnant, Dianna L.	Direct Deposit	1,534.09
Paycheck	12/15/2010	14794	Whisnant, Dianna L.	Direct Deposit	340.91
Paycheck	12/15/2010	14794	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	12/15/2010	14794	Whisnant, Dianna L.	Direct Deposit	(281.25)
Paycheck	12/15/2010	14794	Whisnant, Dianna L.	Direct Deposit	357.57
Check	12/15/2010	EFT	American Funds	12/15/2010 - 401K - Employee Deferral - ED State	88.38
Check	12/15/2010	EFT	American Funds	12/15/2010 - 401K - Employer Match - ED State	2,120.07
Paycheck	12/30/2010	14823	Colbert, Juawana J	Direct Deposit	424.01
Paycheck	12/30/2010	14823	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	12/30/2010	14823	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	12/30/2010	14823	Colbert, Juawana J	Direct Deposit	1,607.14
Paycheck	12/30/2010	14832	Whisnant, Dianna L.	Direct Deposit	267.86
Paycheck	12/30/2010	14832	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	12/30/2010	14832	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	12/31/2010	14848	Security Life Ins. Company of America	Dental Insurance January 2011 premium - EDS	76.76
Check	12/31/2010	14858	UNUM	Group Insurance Benefits 1/1/2011 - 1/31/2011 - ET	152.26
General Journal	12/31/2010	PR12312010		12/31/10 - Payroll - Employer Taxes - Economic De	330.32
Check	12/31/2010	eft	American Funds	12/31/2010 - 401K - Employee Deferral - ED State	357.57
Check	12/31/2010	eft	American Funds	12/31/2010 - 401K - Employer Match - ED State	88.38
General Journal	01/13/2011	PR01152011		01/15/2011 - Payroll - Employer Taxes - Economic	442.35
Paycheck	01/14/2011	14891	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	01/14/2011	14891	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	01/14/2011	14891	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	01/14/2011	14891	Colbert, Juawana J	Direct Deposit	(76.32)



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Type	Date	Num	Name	Memo	Amount
Paycheck	01/14/2011	14900	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	01/14/2011	14900	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	01/14/2011	14900	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	01/14/2011	14900	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	01/15/2011	eft	American Funds	01/15/2011 - 401K - Employee Deferral - ED State	357.57
Check	01/15/2011	eft	American Funds	01/15/2011 - 401K - Employee Match - ED State	88.38
Check	01/19/2011	14907	Security Life Ins. Company of America	Dental Insurance - February Premiums - EDS	76.76
Check	01/25/2011	14928	UNUM	Group Insurance Benefits 2/1/2011 - 2/28/2011 - EI	183.52
Paycheck	01/28/2011	14937	Colbert, Juawana J	Direct Deposit	2,312.80
Paycheck	01/28/2011	14937	Colbert, Juawana J	Direct Deposit	231.28
Paycheck	01/28/2011	14937	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	01/28/2011	14937	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	01/28/2011	14946	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	01/28/2011	14946	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	01/28/2011	14946	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	01/28/2011	14946	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	01/31/2011	PR01312011		01/31/2011 - Payroll - Employer Taxes - Economic	442.37
Check	01/31/2011	eft	American Funds	01/31/2011 - 401K - Employee Deferral - ED State	357.57
Check	01/31/2011	eft	American Funds	01/31/2011 - 401K - Employer Match - ED State	88.38
Check	02/03/2011	14971	Blue Cross Blue Shield	Medical Benefits February 2011 - ED State	1,144.30
Paycheck	02/15/2011	14984	Colbert, Juawana J	Direct Deposit	1,850.24
Paycheck	02/15/2011	14984	Colbert, Juawana J	Direct Deposit	693.84
Paycheck	02/15/2011	14984	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	02/15/2011	14984	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	02/15/2011	14992	Rogerson, Russell N.	Direct Deposit	4,666.67
Paycheck	02/15/2011	14994	Whisnant, Dianna L.	Direct Deposit	1,704.55
Paycheck	02/15/2011	14994	Whisnant, Dianna L.	Direct Deposit	170.45
Paycheck	02/15/2011	14994	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	02/15/2011	14994	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	02/15/2011	PR02152011		02/15/2011 - Payroll - Employer Taxes - Economic	373.64
Check	02/17/2011	eft	American Funds	02/15/2011 - 401K - Employee Deferral - ED State	357.57
Check	02/17/2011	eft	American Funds	02/15/2011 - 401K - Employer Match - ED State	88.38
Check	02/17/2011	15027	Blue Cross Blue Shield	Medical Benefits March 2011 - ED state	1,144.30
Check	02/23/2011	15046	Security Life Ins. Company of America	Dental Insurance March premiums - EDS	76.76
Check	02/23/2011	15048	UNUM	Group Insurance Benefits 3/1/2011 - 3/31/2011 - EI	167.89
Check	02/24/2011	EFT	American Funds	02/28/2011 - 401K - Employee Deferral - ED State	357.57
Check	02/24/2011	EFT	American Funds	02/28/2011 - 401K - Employer Match - ED State	88.38
Paycheck	02/28/2011	15057	Colbert, Juawana J	Direct Deposit	2,261.40

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Type	Date	Num	Name	Memo	Amount
Paycheck	02/28/2011	15057	Colbert, Juawana J	Direct Deposit	282.68
Paycheck	02/28/2011	15057	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	02/28/2011	15057	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	02/28/2011	15065	Rogerson, Russell N.	Direct Deposit	3,629.63
Paycheck	02/28/2011	15067	Whisnant, Dianna L.	Direct Deposit	729.17
Paycheck	02/28/2011	15067	Whisnant, Dianna L.	Direct Deposit	1,145.83
Paycheck	02/28/2011	15067	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	02/28/2011	15067	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	02/28/2011	PR02282011		02/28/2011 - Payroll - Employer Taxes - Economic	396.78
General Journal	02/28/2011	PRADJ022811		JV to reclass Russ Rogerson 02/15/2011 Salary fro	(4,666.67)
General Journal	02/28/2011	PRADJ022811		JV to reclass Russ Rogerson 02/28/2011 Salary fro	(3,629.63)
Check	03/10/2011	15100	Guardian Life Insurance Company	Dental and Vision Insurance binder check - EDS	81.94
General Journal	03/14/2011	PR03152011		03/15/2011 - Payroll - Employer Taxes - Economic	385.79
Check	03/14/2011	eft	American Funds	03/15/11 - 401K - Employee Deferral - ED State	357.57
Check	03/14/2011	eft	American Funds	03/15/11 - 401K - Employer Match - ED State	88.38
Paycheck	03/15/2011	15125	Colbert, Juawana J	Direct Deposit	2,312.80
Paycheck	03/15/2011	15125	Colbert, Juawana J	Direct Deposit	231.28
Paycheck	03/15/2011	15125	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	03/15/2011	15125	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	03/15/2011	15133	Rogerson, Russell N.	Direct Deposit	4,666.67
Paycheck	03/15/2011	15135	Whisnant, Dianna L.	Direct Deposit	1,193.18
Paycheck	03/15/2011	15135	Whisnant, Dianna L.	Direct Deposit	681.82
Paycheck	03/15/2011	15135	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	03/15/2011	15135	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	03/15/2011	15139	Blue Cross Blue Shield	Medical Benefits - April 2011 - EDS	1,144.30
Check	03/23/2011	15158	UNUM	Group Insurance Benefits 4/1/11 - 4/30/11 - ED Sta	167.89
General Journal	03/28/2011	PR02282013		03/31/11 - Payroll - Employer Taxes - Economic De	385.79
Check	03/28/2011	EFT	American Funds	03/31/2011 - 401K - Employee Deferral - ED State	357.57
Check	03/28/2011	EFT	American Funds	03/31/2011 - 401K - Employer Match - ED State	88.38
Paycheck	03/30/2011	15168	Colbert, Juawana J	Direct Deposit	2,428.44
Paycheck	03/30/2011	15168	Colbert, Juawana J	Direct Deposit	115.64
Paycheck	03/30/2011	15168	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	03/30/2011	15168	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	03/30/2011	15176	Rogerson, Russell N.	Direct Deposit	4,666.67
Paycheck	03/30/2011	15178	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	03/30/2011	15178	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	03/30/2011	15178	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	03/30/2011	15178	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	03/30/2011	15178	Whisnant, Dianna L.	Direct Deposit	(281.25)



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Type	Date	Num	Name	Memo	Amount
General Journal	03/31/2011	PRADJ033111		JV to reclass Russ Rogerson 03/15/2011 salary fro	(4,666.67)
General Journal	03/31/2011	PRADJ033111		JV to reclass Russ Rogerson 03/31/2011 salary fro	(4,666.67)
Check	04/12/2011	15221	Blue Cross Blue Shield	Medical Benefits - May 2011 - ED State	1,144.30
General Journal	04/14/2011	PR04152011		04/15/2011 - Payroll - Employer Taxes - Economic	385.77
Check	04/14/2011	eft	American Funds	04/15/2011 - 401K - Employee Deferral - ED State	357.57
Check	04/14/2011	eft	American Funds	04/15/2011 - 401K - Employer Match - ED State	88.38
Paycheck	04/15/2011	15233	Colbert, Juawana J	Direct Deposit	2,312.80
Paycheck	04/15/2011	15233	Colbert, Juawana J	Direct Deposit	231.28
Paycheck	04/15/2011	15233	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	04/15/2011	15233	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	04/15/2011	15241	Rogerson, Russell N.	Direct Deposit	4,666.67
Paycheck	04/15/2011	15243	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	04/15/2011	15243	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	04/15/2011	15243	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	04/15/2011	15243	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	04/20/2011	15256	UNUM	Group Insurance Benefits 5/1 - 5/30/11 - EDs	167.89
Paycheck	04/29/2011	15273	Colbert, Juawana J	Direct Deposit	2,035.26
Paycheck	04/29/2011	15273	Colbert, Juawana J	Direct Deposit	508.82
Paycheck	04/29/2011	15273	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	04/29/2011	15273	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	04/29/2011	15281	Rogerson, Russell N.	Direct Deposit	4,200.00
Paycheck	04/29/2011	15283	Whisnant, Dianna L.	Direct Deposit	1,781.25
Paycheck	04/29/2011	15283	Whisnant, Dianna L.	Direct Deposit	93.75
Paycheck	04/29/2011	15283	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	04/29/2011	15283	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	04/29/2011	PRTXX043011		04/30/11 - Payroll - Employer Taxes - Economic De	378.74
Check	04/29/2011	eft	American Funds	04/30/2011 - 401K - Employee Deferral - ED State	357.57
Check	04/29/2011	eft	American Funds	04/30/2011 - 401K - Employer Match - ED State	88.38
General Journal	04/30/2011	PRADJ043011		JV to reclass Russ Rogerson 04/15/2011 salary fro	(4,666.67)
General Journal	04/30/2011	PRADJ043011		JV to reclass Russ Rogerson 04/30/2011 salary fro	(4,200.00)
Paycheck	05/13/2011	15339	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	05/13/2011	15339	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	05/13/2011	15339	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	05/13/2011	15339	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	05/13/2011	15345	Rogerson, Russell N.	Direct Deposit	4,666.67
Paycheck	05/13/2011	15348	Whisnant, Dianna L.	Direct Deposit	1,781.25
Paycheck	05/13/2011	15348	Whisnant, Dianna L.	Direct Deposit	93.75
Paycheck	05/13/2011	15348	Whisnant, Dianna L.	Direct Deposit	0.00

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Paycheck	05/13/2011	15348	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	05/18/2011	15323	Blue Cross Blue Shield	Medical Benefits June 2011 - ED state	1,144.30
Check	05/18/2011	15332	Guardian Life Insurance Company	Dental and vision Insurance 5/1/11 - 5/31/11 - ED S	81.94
General Journal	05/20/2011	PRTAX051511		05152011 - Payroll - Employer Taxes - Economic D	358.32
Check	05/20/2011	eft	American Funds	05/15/2011 - 401K - Employee Deferral - ED State	357.57
Check	05/20/2011	eft	American Funds	05/15/2011 - 401K - Employer Match - ED State	88.38
Check	05/23/2011	15360	Guardian Life Insurance Company	Dental and vision Insurance 6/1 - 6/30/11 - ED S	81.94
Check	05/23/2011	15361	UNUM	Group Insurance 6/1 - 6/30 - ED s	167.89
General Journal	05/26/2011	PRTAX051511		05/31/11 - Payroll - Employer Taxes - Economic De	358.31
Paycheck	05/27/2011	15372	Colbert, Juawana J	Direct Deposit	1,850.24
Paycheck	05/27/2011	15372	Colbert, Juawana J	Direct Deposit	693.84
Paycheck	05/27/2011	15372	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	05/27/2011	15372	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	05/27/2011	15379	Rogerson, Russell N.	Direct Deposit	4,666.67
Paycheck	05/27/2011	15381	Whisnant, Dianna L.	Direct Deposit	1,875.00
Paycheck	05/27/2011	15381	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	05/27/2011	15381	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	05/27/2011	15381	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	05/27/2011	15381	Whisnant, Dianna L.	Direct Deposit	(281.25)
Check	05/31/2011	eft	American Funds	05/31/2011 - 401K - Employee Deferral - ED State	357.57
Check	05/31/2011	eft	American Funds	05/31/2011 - 401K - Employer Match - ED State	88.38
General Journal	05/31/2011	PRADJ053111		JV to reclass Russ Rogerson 05/15/2011 salary fro	(4,666.67)
General Journal	05/31/2011	PRADJ053111		JV to reclass Russ Rogerson 05/31/2011 salary fro	(4,666.67)
Paycheck	06/15/2011	15428	Colbert, Juawana J	Direct Deposit	2,544.08
Paycheck	06/15/2011	15428	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	06/15/2011	15428	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	06/15/2011	15428	Colbert, Juawana J	Direct Deposit	0.00
Paycheck	06/15/2011	15428	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	06/15/2011	15436	Rogerson, Russell N.	Direct Deposit	3,393.94
Paycheck	06/15/2011	15437	Whisnant, Dianna L.	Direct Deposit	1,363.64
Paycheck	06/15/2011	15437	Whisnant, Dianna L.	Direct Deposit	511.36
Paycheck	06/15/2011	15437	Whisnant, Dianna L.	Direct Deposit	0.00
Paycheck	06/15/2011	15437	Whisnant, Dianna L.	Direct Deposit	(281.25)
General Journal	06/15/2011	PR06152011		06/15/11 - Payroll - Employer Taxes - Economic De	358.31
Check	06/15/2011	eft	American Funds	06/15/2011 - 401K - Employee Deferral - ED State	357.57
Check	06/15/2011	eft	American Funds	06/15/2011 - 401K - Employer Match - ED State	88.38
General Journal	06/29/2011	PR06302011		06/30/2011 - Payroll - Employer Taxes - Economic	338.07
Paycheck	06/30/2011	15496	Colbert, Juawana J	Direct Deposit	2,197.16
Paycheck	06/30/2011	15496	Colbert, Juawana J	Direct Deposit	346.92
Paycheck	06/30/2011	15496	Colbert, Juawana J	Direct Deposit	0.00

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Paycheck	06/30/2011	15496	Colbert, Juawana J	Direct Deposit	(76.32)
Paycheck	06/30/2011	15503	Rogerson, Russell N.	Direct Deposit	3,818.18
Paycheck	06/30/2011	15505	Whinnant, Dianna L.	Direct Deposit	1,704.55
Paycheck	06/30/2011	15505	Whinnant, Dianna L.	Direct Deposit	170.45
Paycheck	06/30/2011	15505	Whinnant, Dianna L.	Direct Deposit	0.00
Paycheck	06/30/2011	15505	Whinnant, Dianna L.	Direct Deposit	(281.25)
Check	06/30/2011	eft	American Funds	06/30/2011 - 401K - Employee Deferral - ED State	357.57
Check	06/30/2011	eft	American Funds	06/30/2011 - 401K - Employer Match - ED State	88.38
General Journal	06/30/2011	PRADJ063011		JV to reclass Russ Rogerson 06/15/2011 salary fro	(3,393.94)
General Journal	06/30/2011	PRADJ063011		JV to reclass Russ Rogerson 06/30/2011 salary fro	(3,818.18)
General Journal	06/30/2011	Bonus 63011		JV to record Bonus - ED - State	5,302.90
General Journal	06/30/2011	Bonus 63011		JV to record Employer Taxes on Bonus - ED - State	405.66
Total \$T51080 - Econ Dev-State Personnel/Benfit					138,792.44
					138,792.44

**TOTAL PERSONNEL & BENEFITS**

138,792.44      138,792.44

**MEMBERSHIP DUES & PROFESSIONAL ASSOCIATION DUES**

<b>\$T51112 - Membership Dues</b>					
Check	07/15/2010	14241	SCEDA	David Swenson 10-11; membership dues	200.00
Check	07/20/2010	14273	CoreNet Global	Membership Dues 8/1/2010 - 7/31/2011; Invoice 10	750.00
Check	08/12/2010	14378	Industrial Asset Management Council	Ronnie Bryant economic developer dues renewal	1,495.00
Check	08/17/2010	14406	American Express	KM - American Express - Annual Membership Char	395.00
Check	09/14/2010	14493	GACC South	Membership renewal 9/2010 - 8/2011 Ronnie Bryar	400.00
Check	10/06/2010	14569	IEDC	Ronnie Bryant Economic Developers Research Mei	5,000.00
Check	11/11/2010	14681	Business Card	DS - PayPal - World Affairs Council of Charlotte	40.00
Check	11/11/2010	14680	Business Card	JC - Bank of America - Annual Card Fee	20.00
Check	11/17/2010	14709	North Carolina Chamber	Ronnie Bryant membership dues 1/1/2011 - 12/31/2	645.00
Check	12/13/2010	14765	Business Card	DS - Bank of America - Annual Membership Fee - \	20.00
Check	12/14/2010	14795	Business Card	VG - Bank of America - Annual Membership Fee	20.00
Check	01/12/2011	14869	Business Card	VG - PayPal - Registration for ???	75.00
Check	01/25/2011	14927	American Express	DS - American Express - Annual Card Membership	200.00
Check	02/17/2011	15015	Business Card	VG - CZER - Research Tool / Subscription	500.00
Check	02/17/2011	15017	Business Card	DS - Charlotte Bus Journal -	95.00
Check	03/10/2011	15107	Business Card	DS - FAAC NC - Meeting Charge	55.00
Check	03/10/2011	15107	Business Card	DS - FAAC NC - Membership Dues	300.00
Check	04/19/2011	15248	American Express	RB - Bus Journals - Energy Inc Registration	95.00
Check	05/18/2011	15328	North Carolina Economic Development Assn	2011-2012 membership dues Russell Rogerson	200.00



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	06/08/2011	15415	Business Card	LF - Annual Card Fee	15.00
Check	06/16/2011	15457	American Express	RB - US Airways - Renew 1 Year DM Silver/Gold/Pl	375.00
<b>Total ST61112 - Membership Dues</b>					<b>10,895.00</b>
<b>ST6359 - NCPED Dues</b>					
Check	08/12/2010	14384	North Carolina Partnership for Econ Dev	Annual NCPED membership dues for 2010-2011; l	6,000.00
<b>Total ST6359 - NCPED Dues</b>					<b>6,000.00</b>
<b>TOTAL MEMBERSHIP DUES &amp; PROFESSIONAL ASSOCIATION DUES</b>					<b>16,895.00</b>
<b>SUBSCRIPTIONS</b>					<b>16,895.00</b>
<b>ST6113 - Subscriptions</b>					
Check	08/12/2010	14387	Statehouse Report	07/09/2010 - 07/08/2011 subscription to SC clips; l	150.00
Check	09/21/2010	14515	The Economist	Vanessa Goeschl 25 issues The Economist + The \	67.25
Check	11/19/2010	14724	Charlotte Business Journal	Business Journal Subscription Swenson & Goesch	138.00
Check	12/13/2010	14765	Business Card	DS - Plastics News Subscription - Subscription	84.00
Check	01/12/2011	14885	The Charlotte Observer	Renewal 12/18/10 - 12/18/11	182.00
Check	03/10/2011	15107	Business Card	DS - BLP Business Week -	31.73
Check	03/10/2011	15107	Business Card	DS - TWX Fortune Magazine	10.00
Check	03/23/2011	15157	The Economist	1 yr subscription from 4/1/11 - 4/10/12 Vanessa G	137.19
<b>Total ST6113 - Subscriptions</b>					<b>800.17</b>
<b>ST6315 - Subscriptions</b>					<b>800.17</b>
Check	07/20/2010	14259	American Express	RB - NY Times - Monthly Subscription	30.00
Check	08/17/2010	14408	American Express	RB - NY Times - Monthly Subscription	30.00
Check	08/26/2010	14431	Charlotte Post Publishing Co.	One year subscription to the Charlotte Post 9/19/10	40.00
Check	09/22/2010	14524	American Express	RB - New York Times - monthly subscription	30.00
Check	09/28/2010	14541	Wall Street Journal	Annual subscription to Wall Street Journal 9/9/2010	120.88
Check	10/06/2010	14567	The Employers Association	Handbook Template - August 2010	106.25
Check	10/12/2010	14599	Our State North Carolina	One year subscription for lobby	27.99
Check	10/20/2010	14625	American Express	RB - NY Times - Subscription	30.00
Check	11/17/2010	14711	The Insider	52 weeks from 1/1/2011 to 12/31/2011	999.00
Check	11/17/2010	14716	American Express	RB - NY times - Monthly Subscription	30.00
Check	11/19/2010	14724	Charlotte Business Journal	Business Journal Subscription Hendrick 12/31/201	65.02
Check	12/17/2010	14813	American Express	RB - New York Times - Monthly Subscription	30.00
Check	12/31/2010	14855	US News & World Report	One year subscription Ronnie Bryant 2/1/11 - 2/1/11;	0.00
Check	01/25/2011	14926	American Express	RB - New York Times - Subscription	30.00

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	02/03/2011	14976	PROGRESSIVE BUSINESS PUBLICATIONS	One year subscription to Non-Profit Board Report	249.00
Check	02/17/2011	15032	American Express	RB - New York Times - Monthly Subscription	30.00
Check	03/21/2011	15146	American Express	RB - New York Times - Monthly Subscription	30.00
Check	04/19/2011	15249	American Express	RB - NY Times - Monthly Subscription	30.00
Check	05/18/2011	15315	American Express	RB - NY Times - Monthly Subscription	30.00
Check	05/18/2011	15315	American Express	RB - NY Times - Monthly Subscription	30.00
Check	06/16/2011	15461	American Express	RB - NY Times - Monthly Subscription	30.00
<b>Total ST5315 - Subscriptions</b>					<b>2,000.14</b>
<b>ST5521 - Subscriptions - Communicat &amp; PR</b>					
Check	07/20/2010	14252	Business Card	PC - MailChimp - Daily Headline - Monday Memo	127.50
Check	08/17/2010	14396	Business Card	PC - MailChimp - Daily Headline - Monday Memo	127.50
Check	09/14/2010	14486	Business Card	PC - MailChimp - Daily Headline - Monday Memo	127.50
Check	10/20/2010	14614	Business Card	PC - MailChimp - Daily Headline - Monday Memo	127.50
Check	11/17/2010	14703	Business Card	PC - MailChimp - E-Mail Marketing (Daily Headline)	127.50
Check	11/19/2010	14724	Charlotte Business Journal	Business Journal Subscription Howard 12/31/2010	69.00
Check	12/14/2010	14801	Business Card	PC - Mailchimp com - E-Mail Marketing (Daily Heac	127.50
Check	01/14/2011	14905	Business Card	PC - Mailchimp com - E-Mail Marketing (Daily Heac	204.00
Check	02/17/2011	15018	Business Card	PC - Mailchimp com - E-Mail Marketing (Daily Heac	204.00
Check	03/10/2011	15102	Business Card	PC - Mailchimp com - E-Mail Marketing (Daily Heac	204.00
Check	04/12/2011	15220	Business Card	PC - MailChimp - E-Mail Marketing (Daily Headline)	204.00
Check	05/13/2011	15304	Business Card	PC - MailChimp - E-Mail Marketing (Daily Headline)	139.00
Check	06/15/2011	15450	Business Card	PC - Mailchimp - E-Mail Marketing (Daily Headline)	25.50
Check	06/15/2011	15450	Business Card	PC - Mailchimp - E-Mail Marketing (Daily Headline)	204.00
<b>Total ST5521 - Subscriptions - Communicat &amp; PR</b>					<b>2,018.50</b>
<b>TOTAL SUBSCRIPTIONS</b>					<b>4,818.81</b>
<b>SUBSCRIPTIONS</b>					<b>4,818.81</b>
<b>INDUSTRY RESEARCH &amp; MARKETING</b>					
<b>ST5113 - Industry Research Marketing</b>					
<b>5113.1 - Business Development Research</b>					
Check	07/20/2010	14246	American Express	KM - Google - Adwords Advertising	7.38
Check	08/17/2010	14407	American Express	DS - Google Adwords - Adword Advertising	126.46

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	09/22/2010	14523	American Express	DS - Google - Adword Advertising	115.49
Check	10/20/2010	14627	American Express	DS - Google - Adwords Advertising	118.45
Check	11/17/2010	14715	American Express	DS - Google Inc - Adwords Advertising	119.69
Check	12/17/2010	14814	American Express	DS - Google Inc - Adwords Advertising	69.63
Check	12/17/2010	14814	American Express	DS - Shell Oil - Fuel	72.58
Check	01/25/2011	14927	American Express	DS - Google Inc - Adwords Advertising	178.34
Check	02/17/2011	15031	American Express	DS - Google Inc - Adwords Advertising	203.80
Check	03/21/2011	15143	American Express	DS - Google Inc - Adwords Advertising	156.21
Check	04/19/2011	15250	American Express	DS - Google - Adwords Advertising	316.64
Check	05/18/2011	15314	American Express	DS - Google - Adwords Advertising	299.34
Check	06/16/2011	15460	American Express	DS - Google Inc - Adwords Advertising	289.14
<b>Total 5113.1 - Business Development Research</b>					<b>2,073.15</b>
<b>5113.2 - Project Research Tools</b>					
<b>113.2.1 - Research Project Co Consulting</b>					
Check	06/17/2011	15475	Business Card	VG - CMC International - ARC Publisher for ArcGIS	1,999.00
<b>Total 113.2.1 - Research Project Co Consulting</b>					<b>1,999.00</b>
<b>113.2.3 - Survey Monkey</b>					
Check	03/10/2011	15108	Business Card	VG - Survey Monkey.Com - Networking	23.99
Check	04/30/2011	14249	Business Card	VG - Survey Monkey - Research	23.99
Check	05/13/2011	15298	Business Card	VG - Survey Monkey - Research	23.99
Check	06/15/2011	15449	Business Card	VG - Survey Monkey - Research	23.99
<b>Total 113.2.3 - Survey Monkey</b>					<b>95.96</b>
<b>113.2.4 - Chamber Collaboration Projects</b>					
Check	06/08/2011	15419	Charlotte Chamber of Commerce	major employers, Manufacturing and foreign firms d	12,500.00
<b>Total 113.2.4 - Chamber Collaboration Projects</b>					<b>12,500.00</b>
<b>113.2.5 - Studies &amp; Articles of Interest</b>					
Check	09/14/2010	14500	State of North Carolina	2010 SDC Annual Conference Registration "Busine	15.00
Check	11/11/2010	14682	Business Card	VG - Istock International - Pay-as-you-go photo cre	39.50
Check	11/11/2010	14682	Business Card	VG - Immagine Limited - 15 download credits	15.00
Check	11/11/2010	14682	Business Card	VG - International Trasaction Fee - Pay-as-you-go -	0.45
Check	06/15/2011	15449	Business Card	VG - Docstoc.com - Research Information	19.95
Check	06/15/2011	15449	Business Card	VG - Data Download - NC Defense Contractor List	49.98
Check	06/15/2011	15449	Business Card	VG - Data Download - SC Defense Contractor List	49.98
<b>Total 113.2.5 - Studies &amp; Articles of Interest</b>					<b>189.86</b>
<b>113.2.7 - Factiva - Online Research Tool</b>					
Check	08/17/2010	14397	Business Card	VG - Dow Jones Media - Dow Jones Research	42.75



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	08/17/2010	14397	Business Card	Dow Jones Media - Dow Jones Research	45.70
Check	09/14/2010	14505	Business Card	VG - dow Jones Media - Dow Jones Research	39.80
Check	10/12/2010	14593	Business Card	VG - Dow Jones Media - dow Jones Research	39.80
Check	11/11/2010	14682	Business Card	VG - Dow Jones Media - Dow Jones Research	187.30
Check	12/14/2010	14795	Business Card	VG - Dow Jones Media - Dow Jones Research	48.65
Check	02/17/2011	15015	Business Card	VG - Dow Jones Media Services - Dow Jones Rese	45.70
Check	02/17/2011	15015	Business Card	VG - Dow Jones Media Services - Dow Jones Rese	78.15
Check	03/10/2011	15108	Business Card	VG - Dow Jones Media Services - Dow Jones Rese	67.10
Check	04/30/2011	14249	Business Card	VG - Dow Jones Media Srv - Dow Jones Research	79.19
Check	05/13/2011	15298	Business Card	VG - Dow Jones Media Srv - Dow Jones Research	82.55
Check	06/17/2011	15475	Business Card	VG - Dow Jones Media Svcs - Research	88.45
<b>Total 113.2.7 - Factiva - Online Research Tool</b>					<b>845.14</b>
<b>113.2.8 - One Source - Online Research</b>					
Check	07/20/2010	14250	Business Card	VG - Inf OneSource - Online Research	412.51
Check	08/17/2010	14397	Business Card	VG - Inf OneSource - Online Research	412.51
Check	09/14/2010	14505	Business Card	VG - Inf OneSource - Online Research	412.51
Check	10/12/2010	14593	Business Card	VG - Info OneSource - Online Research	412.51
Check	11/11/2010	14682	Business Card	VG - INF OneSource - Online Research	412.51
Check	12/14/2010	14795	Business Card	VG - Inf OneSource - Online Research	412.51
Check	02/17/2011	15015	Business Card	VG - Inf OneSource - On-Line Research	412.51
Check	04/30/2011	14249	Business Card	VG - Inf OneSource - Online Research	412.39
Check	04/30/2011	14249	Business Card	VG - Inf OneSource - Online Research	412.51
Check	04/30/2011	14249	Business Card	VG - Inf OneSource - Online Research	412.51
Check	05/13/2011	15298	Business Card	VG - Inf OneSource - Online Research	412.51
Check	06/15/2011	15449	Business Card	VG - OneSource - Online Research	412.51
<b>Total 113.2.8 - One Source - Online Research</b>					<b>4,950.00</b>
<b>113.2.9 - STDB &amp; C2ER Research Tools</b>					
Check	02/17/2011	15015	Business Card	VG - STDB Inc - Research Tool / Subscription	1,095.00
<b>Total 113.2.9 - STDB &amp; C2ER Research Tools</b>					<b>1,095.00</b>
<b>INDUSTRY RESEARCH &amp; MARKETING</b>					<b>23,748.11</b>
<b>CONSULTANTS CONTRACTS - APPOINTMENT SETTING</b>					<b>23,748.11</b>

ST5114 - 310 Call Program & Appt Setting

Check	09/14/2010	14482
Check	12/13/2010	14776

310 Marketing Ltd.
310 Marketing Ltd.

Campaign #1 of 2; Campaign #1 commencing Fall 2
Targeted Prospect Outreach Invoice #2; Two target

4,875.00
3,375.00

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	02/23/2011	15038	310 Marketing Ltd.	Call program & appointment setting Invoice #3	3,375.00
Check	03/11/2011	15118	310 Marketing Ltd.	Invoice 5 - Call Program & Appt Setting	4,875.00
Check	04/19/2011	15253	310 Marketing Ltd.	Targeted prospect outreach Invoice #4	3,375.00
Check	05/18/2011	15325	310 Marketing Ltd.	Targeted prospect outreach, Invoice #6	3,375.00
Check	06/15/2011	15454	310 Marketing Ltd.	Targeted prospect outreach - Invoice #7	3,375.00
Check	06/27/2011	15512	310 Marketing LTD	Targeted prospect outreach - FINAL INVOICE	3,375.00
<b>Total ST61114 - 310 Call Program &amp; Appt Setting</b>					<b>30,000.00</b>
<b>ST51311 - International   European Appts</b>					
Check	08/26/2010	14433	ROI Research on Investment	50% of contract fees for Program 1 K Trade Fair at	9,000.00
Check	11/11/2010	14671	ROI Research on Investment	Program 1 - 50% on completion of meetings at K Ti	5,000.00
Check	11/11/2010	14671	ROI Research on Investment	Program 2 - 50% on completion of meetings in Bad	4,000.00
Check	02/17/2011	15013	ROI Research on Investment	European Meeting Program April 2011 50% of fees	9,000.00
Check	05/18/2011	15329	ROI Research on Investment	European Mission	4,000.00
<b>Total ST51311 - International   European Appts</b>					<b>31,000.00</b>
<b>TOTAL CONSULTANTS CONTRACTS - APPOINTMENT SETTING</b>					<b>61,000.00</b>
<b>WEBSITE HOSTING &amp; ENHANCEMENTS</b>					
<b>ST52202 - Internet &amp; Monitoring Services</b>					
Check	07/20/2010	14281	Peak 10	Monthly website hosting for July; Inv 033245	1,325.00
Check	08/12/2010	14385	Peak 10	Monthly website hosting for August; Invoice 033247	1,325.00
Check	09/21/2010	14512	Peak 10	Monthly website hosting for September	1,325.00
Check	10/06/2010	14573	Peak 10	Monthly Web site hosting for October 2010	1,325.00
Check	10/20/2010	14618	Peak 10	Backup file services - additional charges	23.40
Check	11/11/2010	14672	Peak 10	Monthly website hosting for November 2010	1,325.00
Check	11/17/2010	14710	Peak 10	Backup file services - additional usage in August 20	18.72
Check	11/17/2010	14710	Peak 10	Backup file services - additional usage in October 2	50.57
Check	12/13/2010	14772	Peak 10	Monthly website hosting for December 2010	1,325.00
Check	01/12/2011	14880	Peak 10	Monthly web site hosting for January	1,325.00
Check	01/25/2011	14918	Peak 10	Backup file services - additional usage for Decemb	102.18
Check	02/15/2011	14998	Peak 10	Monthly website hosting for February 2011	1,325.00
Check	03/09/2011	15095	Peak 10	Monthly web site hosting for March 2011	1,325.00
<b>Total ST52202 - Internet &amp; Monitoring Services</b>					<b>12,119.87</b>
<b>ST5590 - Web Site Enhancement</b>					<b>12,119.87</b>
<b>ST5591 - Site &amp; Bldg Database Upgrade-GIS</b>					
Check	01/26/2011	14931	GIS Planning	July August & September 2010 hosting	10,636.98



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
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Type	Date	Num	Name	Memo	Amount
Check	06/17/2011	15474	GIS Planning	Remainder of 2010-2011 hosting	21,245.16
<b>Total ST5591 - Site &amp; Bldg Database Upgrad-GIS</b>					<b>31,882.14</b>
<b>ST5593 - GIS Contract - ERSI Bus Analyst</b>					
Check	10/14/2010	14606	CMCUS International	ArcView 10 single users + ArcGIS Business analysi	17,866.00
<b>Total ST5593 - GIS Contract - ERSI Bus Analyst</b>					<b>17,866.00</b>
<b>WEBSITE HOSTING &amp; ENHANCEMENTS</b>					
					<b>61,868.01</b>
					<b>61,868.01</b>
<b>COLLATERAL &amp; PROMOTIONAL MATERIALS</b>					
<b>ST55161 - Collateral Materials</b>					
Check	07/20/2010	14287	Dianna Whisnant	Kinkos printing for SC counties' collateral; Farmsbu	529.37
Deposit	10/18/2010	4698	Lancaster County Economic Dev Corp	Reimbursement for shipping materials via FedEx	(529.37)
Check	10/29/2010	14651	Destination Concept LLC	Destination Charlotte - The Book - Collateral Materi	968.66
Check	05/13/2011	15289	Tarheel Promotions	272 ED Binders 1"	2,988.24
<b>Total ST55161 - Collateral Materials</b>					<b>3,956.90</b>
<b>ST5149 - Collateral Materials - Inv Rel</b>					
Check	10/29/2010	14651	Destination Concept LLC	Destination Charlotte - The Book - Collateral Materi	980.62
Check	06/15/2011	15456	Brainstorm	The CRP Opportunity presentation for R. Bryant	1,600.00
<b>Total ST5149 - Collateral Materials - Inv Rel</b>					<b>2,580.62</b>
<b>TOTAL COLLATERAL &amp; PROMOTIONAL MATERIALS</b>					
					<b>6,537.52</b>
					<b>6,537.52</b>
<b>BUSINESS DEVELOPMENT &amp; MARKETING</b>					
<b>ST5150 - Regional Visioning Plan</b>					
<b>5150.14 - Friends of North Carolina</b>					
Check	08/26/2010	14416	NC Commerce Trade & Development Fund	2009-2010 Gold Sponsorship 1st half - July - Decer	5,000.00
Check	01/12/2011	14879	NC Commerce Trade & Development Fund	Gold Sponsorship January - June 2011 - 2nd half	5,000.00
<b>Total 5150.14 - Friends of North Carolina</b>					<b>10,000.00</b>
<b>TOTAL BUSINESS DEVELOPMENT &amp; MARKETING</b>					
					<b>10,000.00</b>
					<b>10,000.00</b>
<b>TOTAL BUSINESS DEVELOPMENT &amp; MARKETING</b>					
					<b>323,659.89</b>
					<b>323,659.89</b>
<b>CHARLOTTE REGIONAL FILM COMMISSION</b>					



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

PERSONNEL BENEFITS	Type	Date	Num	Name	Memo	Amount
<b>ST5020 - Personnel Benefits</b>						
General Journal		07/14/2010	PR07152010		07/15/10 - Payroll - Employer Taxes - Film	344.46
Paycheck		07/15/2010	14220	Byrne, Kathleen	Direct Deposit	1,146.73
Paycheck		07/15/2010	14220	Byrne, Kathleen	Direct Deposit	0.00
Paycheck		07/15/2010	14220	Byrne, Kathleen	Direct Deposit	0.00
Paycheck		07/15/2010	14220	Byrne, Kathleen	Direct Deposit	(22.93)
Paycheck		07/15/2010	14230	Petty, Elizabeth A.	Direct Deposit	3,122.19
Paycheck		07/15/2010	14230	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck		07/15/2010	14230	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck		07/15/2010	14230	Petty, Elizabeth A.	Direct Deposit	(437.11)
Paycheck		07/15/2010	14230	Petty, Elizabeth A.	Direct Deposit	545.41
Check		07/15/2010	eft	American Funds	7/15/2010 - 401K - Employee Deferral - Film	545.41
Check		07/15/2010	14236	Security Life Ins. Company of America	Dental Insurance July premiums, 0000035627/000	76.76
Check		07/20/2010	14268	Blue Cross Blue Shield	Medical Benefits - July 2010 Group 038725	1,240.68
Check		07/20/2010	14269	Blue Cross Blue Shield	Medical Benefits - August 2010 - Group 038725	1,240.18
Check		07/20/2010	14286	UNUM	Group Insurance benefits 7/1/10 - 7/30/10 Film	125.52
Check		07/20/2010	14286	Security Life Ins. Company of America	Dental Insurance - August premiums	76.76
Paycheck		07/30/2010	14301	Byrne, Kathleen	Direct Deposit	1,116.95
Paycheck		07/30/2010	14301	Byrne, Kathleen	Direct Deposit	0.00
Paycheck		07/30/2010	14301	Byrne, Kathleen	Direct Deposit	111.69
Paycheck		07/30/2010	14301	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck		07/30/2010	14311	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck		07/30/2010	14311	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck		07/30/2010	14311	Petty, Elizabeth A.	Direct Deposit	0.00
General Journal		07/30/2010	PR07302010		Direct Deposit	(450.63)
Check		07/31/2010	eft	American Funds	7/30/2010- Payroll - Employer Taxes - Film	359.39
General Journal		07/31/2010	PR07312010		07/30/2010 - 401K - Employee Deferral - Film	564.15
Paycheck		08/02/2010	14315	Byrne, Kathleen	07/31/10 Payroll - Employer Taxes - Film	14.93
Paycheck		08/02/2010	14315	Byrne, Kathleen	Direct Deposit	81.91
Paycheck		08/02/2010	14325	Petty, Elizabeth A.	Direct Deposit	(1.64)
Paycheck		08/02/2010	14325	Petty, Elizabeth A.	Direct Deposit	96.56
Paycheck		08/02/2010	14325	Petty, Elizabeth A.	Direct Deposit	(13.52)
Check		08/04/2010	eft	American Funds	07/31/2010 - 401K - Employee Deferral - Film - retr	18.73
Check		08/04/2010	14341	UNUM	Group Insurance benefits 8/1/10-8/31/10 -Film	125.52
Paycheck		08/13/2010	14358	Byrne, Kathleen	Direct Deposit	737.18
Paycheck		08/13/2010	14358	Byrne, Kathleen	Direct Deposit	0.00
Paycheck		08/13/2010	14358	Byrne, Kathleen	Direct Deposit	491.46
Paycheck		08/13/2010	14358	Byrne, Kathleen	Direct Deposit	(24.57)

**Charlotte Regional Partnership**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	08/13/2010	14367	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	08/13/2010	14367	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	08/13/2010	14367	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	08/13/2010	14367	Petty, Elizabeth A.	Direct Deposit	(450.63)
General Journal	08/13/2010	PR08152010		8/15/10 - Payroll - Employer Taxes - Film	359.40
Check	08/13/2010	eft	American Funds	08/15/2010 - 401K - Employee Deferral - Film	475.20
Check	08/13/2010	eft	American Funds	08/15/2010 - 401K - Employer Match - Film	88.95
Check	08/15/2010	eft	American Funds	08/15/2010 - 401K - Employee Deferral - Film	0.00
Check	08/15/2010	eft	American Funds	08/15/2010 - 401K - Employer Match - Film	0.00
Check	08/17/2010	14404	Blue Cross Blue Shield	Medical benefits for September 2010 Film	1,240.68
Check	08/26/2010	14420	Security Life Ins. Company of America	September dental premiums - Film	76.76
Check	08/26/2010	14434	UNUM	Group Insurance benefits 09/01/2010-09/30/2010 -	125.52
General Journal	08/30/2010	PR08152010		08/30/2010 - Payroll - Employer Taxes - Film	359.39
Check	08/30/2010	eft	American Funds	08/30/2010 - 401K - Employee Deferral - Film	475.20
Check	08/30/2010	eft	American Funds	08/30/2010 - 401K - Employer Match - Film	88.95
Paycheck	08/31/2010	14438	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	08/31/2010	14438	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	08/31/2010	14438	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	08/31/2010	14438	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	08/31/2010	14447	Petty, Elizabeth A.	Direct Deposit	2,682.29
Paycheck	08/31/2010	14447	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	08/31/2010	14447	Petty, Elizabeth A.	Direct Deposit	536.46
Paycheck	08/31/2010	14447	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	09/14/2010	14503	Blue Cross Blue Shield	Medical Benefits for October 2010 - Film	1,240.68
Paycheck	09/15/2010	14470	Byrne, Kathleen	Direct Deposit	1,061.10
Paycheck	09/15/2010	14470	Byrne, Kathleen	Direct Deposit	167.54
Paycheck	09/15/2010	14470	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	09/15/2010	14470	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	09/15/2010	14479	Petty, Elizabeth A.	Direct Deposit	1,463.07
Paycheck	09/15/2010	14479	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	09/15/2010	14479	Petty, Elizabeth A.	Direct Deposit	1,755.68
Paycheck	09/15/2010	14479	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	09/15/2010	EFT	American Funds	09/15/2010 - 401K - Employee Deferral - Film	475.20
Check	09/15/2010	EFT	American Funds	09/15/2010 - 401K - Employer Match - Film	88.95
General Journal	09/15/2010	PR09152010		09/15/2010 - Payroll - Employer Taxes - Film	356.21
Check	09/21/2010	14518	Security Life Ins. Company of America	October dental premiums - Film	76.76
Check	09/22/2010	14519	UNUM	Group Insurance 10/1 - 10/31 -Film	125.52
General Journal	09/28/2010	PR09302010		09/30/10 - Payroll - Employer Taxes - Film	340.21

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	09/29/2010	14547	Byrne, Kathleen	Direct Deposit	1,005.25
Paycheck	09/29/2010	14547	Byrne, Kathleen	Direct Deposit	223.39
Paycheck	09/29/2010	14547	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	09/29/2010	14547	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	09/29/2010	14556	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	09/29/2010	14556	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	09/29/2010	14556	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	09/29/2010	14556	Petty, Elizabeth A.	Direct Deposit	(450.63)
Paycheck	09/29/2010	14556	Petty, Elizabeth A.	Direct Deposit	475.20
Check	09/30/2010	eft	American Funds	09/30/2010 - 401K - Employee Deferral - Film	88.95
Check	09/30/2010	eft	American Funds	09/30/2010 - 401K - Employer Match - Film	889.48
Check	10/13/2010	EFT	American Funds	Safe Harbor Match Calculation 1/1/09 to 3/15/09 - F	340.24
General Journal	10/13/2010	PR10152010		10/15/10 - Payroll - Employer Taxes - Film	1,005.25
Paycheck	10/14/2010	14578	Byrne, Kathleen	Direct Deposit	223.39
Paycheck	10/14/2010	14578	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	10/14/2010	14578	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	10/14/2010	14587	Petty, Elizabeth A.	Direct Deposit	1,755.69
Paycheck	10/14/2010	14587	Petty, Elizabeth A.	Direct Deposit	292.61
Paycheck	10/14/2010	14587	Petty, Elizabeth A.	Direct Deposit	1,170.45
Paycheck	10/14/2010	14587	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	10/15/2010	eft	American Funds	10/15/2010 - 401K - Employee Deferral - Film	475.20
Check	10/15/2010	eft	American Funds	10/15/2010 - 401K - Employer Match - Film	88.95
Check	10/20/2010	14609	Blue Cross Blue Shield	Medical Benefits - November 2010 -Film	1,240.68
Check	10/20/2010	14620	Security Life Ins. Company of America	Dental Insurance - November premium -Film	76.76
General Journal	10/27/2010	PR10312010		10/31/10 - Payroll - Employer Taxes - Film	340.22
Paycheck	10/29/2010	14639	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	10/29/2010	14639	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	10/29/2010	14639	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	10/29/2010	14639	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	10/29/2010	14648	Petty, Elizabeth A.	Direct Deposit	3,218.74
Paycheck	10/29/2010	14648	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	10/29/2010	14648	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	10/29/2010	14648	Petty, Elizabeth A.	Direct Deposit	(450.62)
Check	10/31/2010	eft	American Funds	10/31/2010 - 401K - Employee Deferral - Film	475.19
Check	10/31/2010	14668	UNUM	10/31/2010 - 401K - Employer Match - Film	88.95
Paycheck	11/08/2010	14688	Byrne, Kathleen	November 2010 insurance premium - Film	125.52
Paycheck	11/12/2010	14688	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	11/12/2010	14688	Byrne, Kathleen	Direct Deposit	0.00



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	11/12/2010	14688	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	11/12/2010	14688	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	11/12/2010	14697	Petty, Elizabeth A.	Direct Deposit	2,926.14
Paycheck	11/12/2010	14697	Petty, Elizabeth A.	Direct Deposit	292.61
Paycheck	11/12/2010	14697	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	11/12/2010	14697	Petty, Elizabeth A.	Direct Deposit	(450.63)
General Journal	11/15/2010	PR11152010		11/15/2010 - Payroll - Employer Taxes - Film	340.23
Check	11/15/2010	eft	American Funds	11/15/2010 - 401K - Employee Deferral - Film	475.20
Check	11/15/2010	eft	American Funds	11/15/2010 - 401K - Employer Match - Film	88.94
Check	11/17/2010	14704	Blue Cross Blue Shield	Medical Benefits - December 2010 - Film	1,240.68
Paycheck	11/26/2010	14728	Byrne, Kathleen	Direct Deposit	893.56
Paycheck	11/26/2010	14728	Byrne, Kathleen	Direct Deposit	335.08
Paycheck	11/26/2010	14728	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	11/26/2010	14728	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	11/26/2010	14737	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	11/26/2010	14737	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	11/26/2010	14737	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	11/26/2010	14737	Petty, Elizabeth A.	Direct Deposit	(450.63)
General Journal	11/30/2010	PR11302010		11/30/2010 - Payroll - Employer Taxes - Film	340.21
Check	11/30/2010	eft	American Funds	11/30/2010 - 401K - Employee Deferral - Film	475.20
Check	11/30/2010	eft	American Funds	11/30/2010 - 401K - Employer Match - Film	88.94
Check	11/30/2010	14745	UNUM	Group Insurance Benefits 12/1 - 12/31/2010 - Film	125.52
Check	11/30/2010	14747	Security Life Ins. Company of America	December dental insurance premium - Film	76.76
Check	12/13/2010	14763	Blue Cross Blue Shield	Medical Benefits - January 2010 - Film	1,240.68
General Journal	12/14/2010	PR12152010		12/15/2010 - Payroll - Employer Taxes - Film	340.24
Paycheck	12/15/2010	14783	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	12/15/2010	14783	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	12/15/2010	14783	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	12/15/2010	14783	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	12/15/2010	14783	Byrne, Kathleen	Direct Deposit	3,218.75
Paycheck	12/15/2010	14792	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	12/15/2010	14792	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	12/15/2010	14792	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	12/15/2010	14792	Petty, Elizabeth A.	Direct Deposit	(450.63)
Paycheck	12/15/2010	14792	Petty, Elizabeth A.	Direct Deposit	475.20
Paycheck	12/15/2010	14792	Petty, Elizabeth A.	Direct Deposit	88.94
Check	12/15/2010	EFT	American Funds	12/15/2010 - 401K - Employee Deferral - Film	1,228.64
Check	12/15/2010	EFT	American Funds	12/15/2010 - 401K - Employer Match - Film	0.00
Paycheck	12/30/2010	14821	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	12/30/2010	14821	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	12/30/2010	14821	Byrne, Kathleen	Direct Deposit	0.00

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	12/30/2010	14821	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	12/30/2010	14830	Petty, Elizabeth A.	Direct Deposit	2,414.06
Paycheck	12/30/2010	14830	Petty, Elizabeth A.	Direct Deposit	804.69
Paycheck	12/30/2010	14830	Petty, Elizabeth A.	Direct Deposit	0.00
Check	12/31/2010	14846	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	12/31/2010	14858	Security Life Ins. Company of America	Dental Insurance January 2011 premium - Film	76.76
General Journal	12/31/2010	PR12312010	UNUM	Group Insurance Benefits 1/1/2011 - 1/31/2011 - Film	125.52
Check	12/31/2010	eft	American Funds	12/31/10 - Payroll - Employer Taxes - Film	460.82
Check	12/31/2010	eft	American Funds	12/31/2010 - 401K - Employee Deferral - Film	475.20
General Journal	01/1/3/2011	PR01152011	American Funds	12/31/2010 - 401K - Employer Match - Film	88.95
Paycheck	01/1/4/2011	14889	Byrne, Kathleen	01/1/5/2011 - Payroll - Employer Taxes - Film	445.19
Paycheck	01/1/4/2011	14889	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	01/1/4/2011	14889	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	01/1/4/2011	14889	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	01/1/4/2011	14898	Petty, Elizabeth A.	Direct Deposit	(24.57)
Paycheck	01/1/4/2011	14898	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	01/1/4/2011	14898	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	01/1/4/2011	14898	Petty, Elizabeth A.	Direct Deposit	0.00
Check	01/1/5/2011	eft	American Funds	Direct Deposit	(450.63)
Check	01/1/5/2011	eft	American Funds	01/1/5/2011 - 401K - Employee Deferral - Film	475.20
Check	01/1/9/2011	14907	Security Life Ins. Company of America	01/1/5/2011 - 401K - Employer Match - Film	88.95
Check	01/25/2011	14928	UNUM	Dental Insurance - February Premiums - Film	76.76
Paycheck	01/28/2011	14935	Byrne, Kathleen	Group Insurance Benefits 2/1/2011 - 2/28/2011 - Film	212.14
Paycheck	01/28/2011	14935	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	01/28/2011	14935	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	01/28/2011	14935	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	01/28/2011	14935	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	01/28/2011	14944	Petty, Elizabeth A.	Direct Deposit	(24.57)
Paycheck	01/28/2011	14944	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	01/28/2011	14944	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	01/28/2011	14944	Petty, Elizabeth A.	Direct Deposit	0.00
General Journal	01/31/2011	PR01312011	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	01/31/2011	eft	American Funds	01/31/2011 - Payroll - Employer Taxes - Film	445.18
Check	01/31/2011	eft	American Funds	01/31/2011 - 401K - Employee Deferral - Film	475.20
Check	02/03/2011	14971	Blue Cross Blue Shield	01/31/2011 - 401K - Employer Match - Film	88.95
Paycheck	02/15/2011	14982	Byrne, Kathleen	Medical Benefits February 2011 - Film	1,505.31
Paycheck	02/15/2011	14982	Byrne, Kathleen	Direct Deposit	1,116.95
Paycheck	02/15/2011	14982	Byrne, Kathleen	Direct Deposit	111.69
Paycheck	02/15/2011	14982	Byrne, Kathleen	Direct Deposit	0.00

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Type	Date	Num	Name	Memo	Amount
Paycheck	02/15/2011	14982	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	02/15/2011	14991	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	02/15/2011	14991	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	02/15/2011	14991	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	02/15/2011	14991	Petty, Elizabeth A.	Direct Deposit	(450.63)
General Journal	02/15/2011	PRO2152011		02/15/2011 - Payroll - Employer Taxes - Film	359.91
Check	02/17/2011	eft	American Funds	02/15/2011 - 401K - Employee Deferral - Film	475.20
Check	02/17/2011	eft	American Funds	02/15/2011 - 401K - Employer Match - Film	88.95
Check	02/17/2011	15027	Blue Cross Blue Shield	Medical Benefits March 2011 - Film	1,505.31
Check	02/23/2011	15046	Security Life Ins. Company of America	Dental Insurance March premiums - Film	76.76
Check	02/23/2011	15048	UNUM	Group Insurance Benefits 3/1/2011 - 3/31/2011 - Film	168.83
Check	02/24/2011	EFT	American Funds	02/28/2011 - 401K - Employee Deferral - Film	475.20
Check	02/24/2011	EFT	American Funds	02/28/2011 - 401K - Employer Match - Film	88.95
Paycheck	02/28/2011	15055	Byrne, Kathleen	Direct Deposit	691.11
Paycheck	02/28/2011	15055	Byrne, Kathleen	Direct Deposit	537.53
Paycheck	02/28/2011	15055	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	02/28/2011	15055	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	02/28/2011	15064	Petty, Elizabeth A.	Direct Deposit	2,950.52
Paycheck	02/28/2011	15064	Petty, Elizabeth A.	Direct Deposit	268.23
Paycheck	02/28/2011	15064	Petty, Elizabeth A.	Direct Deposit	0.00
General Journal	02/28/2011	PRO2282011		02/28/2011 - Payroll - Employer Taxes - Film	398.07
Check	03/10/2011	15100	Guardian Life Insurance Company	Dental and Vision Insurance binder check - Film	81.94
General Journal	03/14/2011	PRO3152011		03/15/2011 - Payroll - Employer Taxes - Film	398.09
Check	03/14/2011	eft	American Funds	03/15/11 - 401K - Employee Deferral - Film	475.20
Check	03/14/2011	eft	American Funds	03/15/11 - 401K - Employer Match - Film	88.95
Paycheck	03/15/2011	15123	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	03/15/2011	15123	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	03/15/2011	15123	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	03/15/2011	15123	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	03/15/2011	15132	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	03/15/2011	15132	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	03/15/2011	15132	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	03/15/2011	15132	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	03/15/2011	15139	Blue Cross Blue Shield	Medical Benefits - April 2011 - Film	1,505.31
Check	03/23/2011	15158	UNUM	Group Insurance Benefits 4/1/11 - 4/30/11 - Film	171.23
General Journal	03/28/2011	PRO2282013		03/31/11 - Payroll - Employer Taxes - Film	395.11
Check	03/28/2011	EFT	American Funds	03/31/2011 - 401K - Employee Deferral - Film	475.20



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	03/28/2011	EFT	American Funds	03/31/2011 - 401K - Employer Match - Film	88.95
Paycheck	03/30/2011	15166	Byrne, Kathleen	Direct Deposit	1,116.95
Paycheck	03/30/2011	15166	Byrne, Kathleen	Direct Deposit	111.69
Paycheck	03/30/2011	15166	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	03/30/2011	15166	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	03/30/2011	15175	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	03/30/2011	15175	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	03/30/2011	15175	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	03/30/2011	15175	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	03/30/2011	15175	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	04/12/2011	15221	Blue Cross Blue Shield	Medical Benefits - May 2011 - Film	1,505.31
General Journal	04/14/2011	PR04152011		04/15/2011 - Payroll - Employer Taxes - Film	357.68
Check	04/14/2011	eft	American Funds	04/15/2011 - 401K - Employee Deferral - Film	475.20
Check	04/14/2011	eft	American Funds	04/15/2011 - 401K - Employer Match - Film	88.95
Paycheck	04/15/2011	15231	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	04/15/2011	15231	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	04/15/2011	15231	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	04/15/2011	15231	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	04/15/2011	15240	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	04/15/2011	15240	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	04/15/2011	15240	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	04/15/2011	15240	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	04/20/2011	15256	UNUM	Group Insurance Benefits 5/1 - 5/30/11 - Film	169.43
Paycheck	04/29/2011	15271	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	04/29/2011	15271	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	04/29/2011	15271	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	04/29/2011	15271	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	04/29/2011	15280	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	04/29/2011	15280	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	04/29/2011	15280	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	04/29/2011	15280	Petty, Elizabeth A.	Direct Deposit	(450.63)
General Journal	04/29/2011	PRTAX043011		04/30/11 - Payroll - Employer Taxes - Film	353.49
Check	04/29/2011	eft	American Funds	04/30/2011 - 401K - Employee Deferral - Film	475.20
Check	04/29/2011	eft	American Funds	04/30/2011 - 401K - Employer Match - Film	88.95
Paycheck	05/13/2011	15337	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	05/13/2011	15337	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	05/13/2011	15337	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	05/13/2011	15337	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	05/13/2011	15347	Petty, Elizabeth A.	Direct Deposit	3,218.75

**Charlotte Regional Partnership**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	05/13/2011	15347	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	05/13/2011	15347	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	05/13/2011	15347	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	05/18/2011	15323	Blue Cross Blue Shield	Medical Benefits June 2011 -Film	1,505.31
Check	05/18/2011	15332	Guardian Life Insurance Company	Dental and vision Insurance 5/1/11 - 5/31/11 -Film	81.94
General Journal	05/20/2011	PRTAX051511		05152011 - Payroll - Employer Taxes - Film	353.49
Check	05/20/2011	eft	American Funds	05/15/2011 - 401K - Employee Deferral - Film	475.20
Check	05/20/2011	eft	American Funds	05/15/2011 - 401K - Employer Match - Film	88.95
Check	05/23/2011	15360	Guardian Life Insurance Company	Dental and vision Insurance 6/1 - 6/30/11 - Film	81.94
Check	05/23/2011	15361	UNUM	Group Insurance 6/1 - 6/30 - Film	169.43
General Journal	05/26/2011	PRTAX051511		05/31/11 - Payroll - Employer Taxes- Film	353.50
Paycheck	05/27/2011	15370	Byrne, Kathleen	Direct Deposit	1,228.64
Paycheck	05/27/2011	15370	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	05/27/2011	15370	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	05/27/2011	15370	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	05/27/2011	15378	Petty, Elizabeth A.	Direct Deposit	2,633.52
Paycheck	05/27/2011	15378	Petty, Elizabeth A.	Direct Deposit	585.23
Paycheck	05/27/2011	15378	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	05/27/2011	15378	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	05/31/2011	eft	American Funds	05/31/2011 - 401K - Employee Deferral - Film	475.20
Check	05/31/2011	eft	American Funds	05/31/2011 - 401K - Employer Match - Film	88.95
Paycheck	06/15/2011	15427	Byrne, Kathleen	Direct Deposit	1,005.25
Paycheck	06/15/2011	15427	Byrne, Kathleen	Direct Deposit	223.39
Paycheck	06/15/2011	15427	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	06/15/2011	15427	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	06/15/2011	15435	Petty, Elizabeth A.	Direct Deposit	3,218.75
Paycheck	06/15/2011	15435	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	06/15/2011	15435	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	06/15/2011	15435	Petty, Elizabeth A.	Direct Deposit	(450.63)
General Journal	06/15/2011	PR06152011		06/15/11 - Payroll - Employer Taxes - Film	353.49
Check	06/15/2011	eft	American Funds	06/15/2011 - 401K - Employee Deferral - Film	475.20
Check	06/15/2011	eft	American Funds	06/15/2011 - 401K - Employer Match - Film	88.95
General Journal	06/29/2011	PR06302011		06/30/2011 - Payroll - Employer Taxes - Film	353.49
Paycheck	06/30/2011	15494	Byrne, Kathleen	Direct Deposit	1,116.95
Paycheck	06/30/2011	15494	Byrne, Kathleen	Direct Deposit	111.69
Paycheck	06/30/2011	15494	Byrne, Kathleen	Direct Deposit	0.00
Paycheck	06/30/2011	15494	Byrne, Kathleen	Direct Deposit	(24.57)
Paycheck	06/30/2011	15502	Petty, Elizabeth A.	Direct Deposit	877.84

**Charlotte Regional Partnership**  
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Type	Date	Num	Name	Memo	Amount
Paycheck	06/30/2011	15502	Petty, Elizabeth A.	Direct Deposit	2,340.91
Paycheck	06/30/2011	15502	Petty, Elizabeth A.	Direct Deposit	0.00
Paycheck	06/30/2011	15502	Petty, Elizabeth A.	Direct Deposit	(450.63)
Check	06/30/2011	eft	American Funds	06/30/2011 - 401K - Employee Deferral - Film	475.20
Check	06/30/2011	eft	American Funds	06/30/2011 - 401K - Employer Match - Film	88.95
General Journal	06/30/2011	Bonus 63011		JV to record Bonus - Film	9,199.37
General Journal	06/30/2011	Bonus 63011		JV to record Employer Taxes on Bonus - Film	703.75
<b>Total ST5020 - Personnel/Benefits</b>					<b>147,444.52</b>
<b>147,444.52</b>					<b>147,444.52</b>
<b>TOTAL PERSONNEL/ BENEFITS</b>					
					<b>147,444.52</b>
<b>TOTAL CHARLOTTE REGIONAL FILM COMMISSION</b>					
					<b>147,444.52</b>
<b>ADMINISTRATION &amp; OPERATIONS</b>					
<b>COMMUNICATIONS / PHONES</b>					
<b>ST5350 - Telephone</b>					
Check	07/20/2010	14264	AT&T	Conference Line for 6/20 - 7/19/2010; Customer # 7	82.21
Check	07/20/2010	14265	AT&T	IP Voice Over - Telephone Service 6/19 - 7/20/10; 1	639.21
Check	07/20/2010	14266	AT&T Mobility	IP Voice Over - Telephone Service 6/19 - 7/18/10; 1	614.70
Check	07/20/2010	14290	AT&T	Wireless Phone - Colbert 6/10/10 - 7/9/10	130.06
Check	07/20/2010	14291	AT&T (Airport)	CLK Airport conference room phone 7/11 - 8/10/10;	58.32
Check	08/04/2010	14354	Genesis Conferencing	Conference calls; Invoice 1886615; 6/15 - 7/14/10	126.73
Check	08/05/2010	14336	AT&T (Airport)	Conference line; Customer 704 335-3294 001 3195	81.92
Check	08/05/2010	14335	AT&T Mobility	Wireless phones 6/18 - 7/17/10; Account 82304620;	1,661.26
Check	08/12/2010	14370	AT&T (IP)	IP Voice Over 7/19-8/18/10; Account 831-000-145;	614.70
Check	08/12/2010	14412	AT&T (IP)	IP Voice Over Telephone service 7/19 - 8/19/10; Ac	1,392.46
Check	08/26/2010	14413	AT&T	Wireless phone Colbert 7/10 - 8/9/10	125.12
Check	08/26/2010	14424	AT&T (IP)	IP voice over telephone service 7/19 - 8/18/10; Invc	0.00
Check	08/31/2010	14450	AT&T Mobility	Wireless Phones 7/18 - 8/17/10; Invoice 82304620	1,475.74
Check	08/31/2010	14454	Genesis Conferencing	Conference calls 7/15 - 8/14/10; Invoice 1-894317	149.43
Check	09/07/2010	14458	AT&T (Conf Line)(Atlanta)	Conference line for 8/20 - 9/19/10	81.38
Check	09/07/2010	14459	AT&T (Conf Line)(Atlanta)	Telephone at Charlotte Douglas Airport conference	57.89
Check	09/07/2010	14460	AT&T (IP)	IP Voice Over telephone service 8/19 - 9/18/2010	614.70
Check	09/07/2010		AT&T (IP)	IP voice over telephone service 8/19 - 9/18/20	0.00
Check	09/21/2010	14516	AT&T Mobility	Wireless phone Colbert 8/10 - 9/10/10	122.25



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
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Type	Date	Num	Name	Memo	Amount
Check	09/21/2010	14517	AT&T (Conf Line)(Atlanta)	Charlotte Douglas Airport phone 9/11 - 10/10/2010	58.13
Check	09/28/2010	14529	AT&T Mobility	Wireless phones 8/18/2010 - 9/17/2010	1,356.09
Check	09/28/2010	14530	AT&T (Conf Line)(Atlanta)	Conference line 9/20 - 10/19/2010	81.70
Check	09/28/2010	14533	Genesys Conferencing	Conference Calls - 8/15/2010-9/14/2010	429.81
Check	10/06/2010	14560	AT&T	IP Voice Over telephone service 9/19 - 10/18/10 - li	395.71
Check	10/06/2010	14561	AT&T (IP)	IP voice over telephone service 9/19 - 10/18/2010;	614.70
Check	10/20/2010	14612	AT&T Mobility	Wireless phone - Colbert - 9/10 - 10/9/2010	129.14
Check	10/26/2010	14630	AT&T (Airport)	Telephone at Charlotte Douglas Airport Conference	58.13
Check	11/04/2010	14654	AT&T Mobility	Wireless phones 9/18/10 - 10/17/10	1,411.33
Check	11/04/2010	14655	AT&T (IP)	Voice over IP 10/19 - 11/18/2010, Invoice 1705792.	614.70
Check	11/04/2010	14656	AT&T	Conference line 10/20 - 11/29/2010	82.12
Check	11/04/2010	14657	AT&T (IP)	Voice over IP 10/29 - 11/18/10 Invoice 177779210;	624.85
Check	11/04/2010	14661	Genesys Conferencing	Conference calls 9/15/2010-10/12/2010	221.85
Check	11/11/2010	14676	AT&T	Charlotte Douglas Airport conference room 11/1 - 1	19.72
Check	11/19/2010	14723	AT&T (Airport)	Telephone at Charlotte Douglas Airport 11/11 - 12/	57.65
Check	11/30/2010	14742	AT&T Mobility	Wireless phone Colbert 10/10 - 11/10/10	124.58
Check	11/30/2010	14748	Genesys Conferencing	Conference Calls 10/15/2010 - 11/14/2010	390.90
Check	11/30/2010	14754	AT&T (IP)	IP Voice Over telephone service 11/19-12/18/10	610.78
Check	11/30/2010	14755	AT&T (Conf Line)(Atlanta)	Conference line for 11/20 - 12/19/2010	80.99
Check	11/30/2010	14756	AT&T Mobility	Wireless phones 10/18 0 11/17/10	1,946.48
Check	12/13/2010	14761	AT&T	800 directory listing	1.46
Deposit	12/15/2010	6607	Melissa Hendrick	Reimbursement for Michael's Cell July - December	(90.00)
Check	12/17/2010	14815	American Express	RB - AT&T Data - Data Plan for iPad	84.99
Check	12/31/2010	14846	AT&T (Airport)	Telephone at Charlotte Douglas Airport Conference	57.92
Check	12/31/2010	14851	AT&T Mobility	Wireless Phone -Colbert 11/10 - 12/9/10	124.26
Check	12/31/2010	14854	Diana Whisnant	Reimbursement for business use of personal cell pl	20.00
Check	12/31/2010	14861	AT&T	Conference line for 12/20/10 - 1/19/2011	81.56
Check	12/31/2010	14862	Genesys Conferencing	Conference calls Period 11/15/2010 - 12/14/2010	134.25
Check	12/31/2010	14863	AT&T	Voice Over IP telephone service 12/19 - 1/18/2011	600.82
Check	12/31/2010	14866	AT&T Mobility	Wireless phones 11/18/10 - 12/17/10	1,826.34
Check	01/12/2011	14868	AT&T (Conf Line)(Atlanta)	800 Directory listing for January 2011	1.27
Check	01/12/2011	14875	Diana Whisnant	Reimbursement for business use of personal cell ph	20.00
Check	01/14/2011	14905	Business Card	PC - Fuzebox - Subscription for Fuse 1 Professione	69.00
Check	01/14/2011	14905	Business Card	PC - Fuzebox - Subscription for Fuse 1 Professione	29.00
Check	01/25/2011	14921	AT&T (Conf Line)(Atlanta)	telephone at CLK airport conference room 1/11/11 .	61.81
Check	01/25/2011	14922	AT&T Mobility	Wireless phone - Colbert 12/10/10-1/9/11	128.13
Check	01/25/2011	14925	American Express	RB - AT&T Data - Reoccurring monthly data plan for	25.00
Check	01/31/2011	14955	AT&T (IP)	Voice Over IP 1/19/11 - 2/18/11	607.90

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Type	Date	Num	Name	Memo	Amount
Check	01/31/2011	14956	AT&T (Conf.Line)(Atlanta)	Conference line 1/20 - 2/19/11	85.46
Check	01/31/2011	14957	Genesys Conferencing	Conference calls 12/15/10 - 1/14/11	245.31
Check	01/31/2011	14958	AT&T Mobility	Wireless phones 12/18/10 - 1/17/11	1,575.24
Check	02/03/2011	14967	Dianna Whisnant	Reimbursement for business use of personal cell p	20.00
Check	02/15/2011	14997	AT&T (Conf.Line)(Atlanta)	Foreign Directory Listing 2/1/11 - 2/28/11	1.27
Check	02/17/2011	15029	American Express	RB - AT&T Data - Monthly data plan for I-Pad	25.00
Check	02/17/2011	15018	Business Card	PC - CWI Fuzebox - Recurring Billing - New Webin	69.00
Check	02/17/2011	15018	Business Card	PC - CWI Fuzebox - Recurring Billing - New Webin	29.00
Check	02/23/2011	15040	AT&T Mobility	Wireless Phone Colbert - 1/10/11 - 2/9/11	127.26
Check	02/28/2011	15068	AT&T (Airport)	Telephone at Charlotte Douglas Airport Conference	62.34
Check	02/28/2011	15077	AT&T (Conf.Line)(Atlanta)	Conference line for 2/20 - 3/19/11	87.27
Check	03/01/2011	15080	AT&T Mobility	Wireless phones 1/18/11 - 2/17/11	1,523.47
Check	03/09/2011	15094	AT&T	voice over IP 2/19/11 - 3/18/10	606.03
Check	03/10/2011	15105	AT&T (Conf.Line)(Atlanta)	800 Directory Listing March 2011	1.27
Check	03/10/2011	15102	Business Card	PC - CWI Fuzebox - Recurring Billing - New Webin	29.00
Check	03/10/2011	15102	Business Card	PC - CWI Fuzebox - Recurring Billing - New Webin	69.00
Check	03/21/2011	15149	AT&T Mobility	Wireless Phone Colbert 2/10/11 - 3/9/11	126.29
Check	03/21/2011	15145	American Express	RB - AT&T Data - Data Plan	25.00
Check	03/23/2011	15161	AT&T	Charlotte Douglas Airport Conference Room 3/11/1	62.05
Check	03/30/2011	15179	AT&T Mobility	Wireless phones 2/18/11 - 3/17/11	1,542.10
Check	03/30/2011	15180	AT&T (Conf.Line)(Atlanta)	Conference line 3/20 - 4/19/11	85.73
Check	03/30/2011	15181	AT&T (IP)	Voice Over IP 3/19/11 - 4/18/10	604.67
Check	03/30/2011	15182	Muzak, LLC	April 2011 Muzak charges	48.72
Check	03/30/2011	15183	Genesys Conferencing	Conference Calls 2/15/11 - 3/14/11	31.11
Check	04/12/2011	15206	AT&T (Airport)	800 directory listing	1.27
Check	04/12/2011	15223	Dianna Whisnant	Reimbursement for business use of personal cell p	20.00
Check	04/12/2011	15220	Business Card	PC - FuzeBox - New Webinar / Conference system	29.00
Check	04/12/2011	15220	Business Card	PC - FuzeBox - New Webinar / Conference system	69.00
Check	04/19/2011	15245	AT&T Mobility	Wireless Phone - Colbert 3/10-4/9/11	130.12
Check	04/19/2011	15247	American Express	RB - AT&T Data - Data Plan for I-Pad	25.00
Check	04/26/2011	15262	AT&T	Voice Over IP 4/19/11 - 5/18/10	605.33
Check	04/26/2011	15266	AT&T (Airport)	Telephone at Charlotte Douglas Airport Conference	61.98
Check	05/13/2011	15285	Dianna Whisnant	Reimbursement for business use of personal cell p	20.00
Check	05/13/2011	15288	AT&T Mobility	Wireless Phones 3/18/11 - 4/17/11	1,765.04
Check	05/13/2011	15292	AT&T (Conf.Line)(Atlanta)	Conference line for 4/20 - 5/19/11	86.03
Check	05/13/2011	15303	Business Card	MH - Muzak - Muzak - Monthly Phone Recording	48.72
Check	05/13/2011	15304	Business Card	PC - FuzeBox - Recurring Billing - New Webinar / C	29.00
Check	05/13/2011	15304	Business Card	PC - FuzeBox - Recurring Billing - New Webinar / C	69.00

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Type	Date	Num	Name	Memo	Amount
Check	05/18/2011	15322	AT&T (Conf Line)(Atlanta)	800 directory listing	1.27
Check	05/18/2011	15311	American Express	RB - AT&T Data - Data Plan for iPad	25.00
Check	05/23/2011	15350	AT&T Mobility	Wireless Phone - Colbert 4/10 - 5/9/11	135.04
Check	05/23/2011	15356	AT&T (Airport)	Charlotte Douglas Airport conference room 4/1 - 5/	62.05
Check	05/31/2011	15391	AT&T (IP)	Voice Over IP 5/19/11-5/18/10	611.56
Check	05/31/2011	15392	AT&T (Airport)	Conference line 5/20-5/19/11	85.50
Check	05/31/2011	15393	AT&T Mobility	wireless phones 4/18/11 - 5/17/11	1,398.81
Check	06/08/2011	15410	AT&T (Conf Line)(Atlanta)	800 directory listing	1.27
Check	06/08/2011	15411	Dianna Whisnant	reimbursement for business use of personal cell ph	20.00
Check	06/15/2011	15450	Business Card	PC - Fuzebox - Recurring Billing - New Webinar / C	29.00
Check	06/15/2011	15450	Business Card	PC - Fuzebox - Recurring Billing - New Webinar / C	69.00
Check	06/16/2011	15464	American Express	RB - AT&T Data - AT&T Data	25.00
Check	06/17/2011	15470	Business Card	MH - Muzak - Phone Recording	48.72
Check	06/20/2011	15480	AT&T (Airport)	Charlotte Douglas Airport conference room 6/1 - 7	65.90
Deposit	06/20/2011	6804	Hendrick, Melissa A	Reimbursement for cell phone	(90.00)
Check	06/27/2011	15509	AT&T Mobility	Wireless phone - Colbert 5/10 - 6/9/11	124.34
Check	06/28/2011	15514	AT&T (Conf Line)(Atlanta)	Conference line for 6/20 - 7/19/11	92.57
Check	06/28/2011	15515	AT&T (IP)	Voice over IP phone 6/19-7/18:	616.76
Total ST5350 - Telephone					34,494.02
TOTAL COMMUNICATIONS / PHONES					34,494.02
POSTAGE					
ST5340 - Postage					
Check	07/15/2010	14238	Hastler Financial Services	Invoice H1641422; postage machine lease 6/30 - 7	158.65
Check	07/15/2010	14243	UPS	Shipping costs for W/E 7/3/10; Invoice 00002RW68	80.21
Check	07/20/2010	14278	Mail Finance	Postage machine lease 7/31 - 8/30/10; Invoice H17	214.94
Check	07/20/2010	14285	TOTAL FUNDS by HASLER	Postage Purchase on 7/6; Invoice 7900 0110 0238	200.00
Check	07/20/2010	14297	UPS	Shipping Costs for W/E 7/10/10; Invoice 00002RW	44.13
Deposit	07/21/2010	2574	Marianne Blankenship	reimbursement for UPS shipment	(24.13)
Check	08/04/2010	14347	UPS	Shipping charges 2/3 7/7/24; Invoice 00002RW688	114.15
Check	08/04/2010	14346	BlueMoon	Courier to City of Charlotte Budget Dept; Invoice 11	7.50
Check	08/12/2010	14377	Federal Express	Whisnant to hester County EDC; Invoice 7-161-723	17.01
Check	08/12/2010	14379	Linage	Postage meter tape; Invoice 15647	174.41
Check	08/12/2010	14380	Mail Finance	Postage Meter lease 8/31 - 9/29/10; Invoice H09071	222.87
Check	08/12/2010	14389	UPS	Shipping costs for W/E 7/31/10; Invoice 00002RW6;	286.41



**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	08/17/2010	14403	UPS	Shipping costs for w/e 8/6/2010	75.56
Check	08/26/2010	14423	UPS	Shipping costs for W/E 8/14/2010	36.85
Check	08/31/2010	14456	UPS	Shipping costs for w/e 8/21/2010; Invoice 00002RV	163.09
Check	09/14/2010	14487	Business Card	KL - USPS - Stamps	5.00
Check	09/14/2010	14494	TOTAL FUNDS by HASLER	Postage purchase	200.00
Check	09/14/2010	14502	UPS	Shipping costs weeks ending 8/28/2010 and 9/4/20	135.12
Check	09/14/2010	14483	Business Card	JC - USPS - Shipping gift basket to Electricities per	8.95
Check	09/21/2010	14509	BlueMoon	Courier service to Optima Engineering 1927 S. Tryk	20.40
Check	09/21/2010	14511	Mail Finance	Postage machine lease 9/30 - 10/31/10	214.94
Check	10/06/2010	14568	UPS	Shipping costs for W/E 9/25/10, less \$14.35 overch	156.38
Check	10/06/2010	14572	Mail Finance	Postage Machine Lease 10/31/2010 - 11/29/2010	214.94
Check	10/12/2010	14602	UPS	Shipping costs for W/E 10/2/10	27.42
Check	10/20/2010	14621	TOTAL FUNDS by HASLER	postage purchase	400.00
Check	10/20/2010	14622	UPS	Shipping costs for W/E 10/9/10	61.95
Check	11/04/2010	14663	Mail Finance	ostage machine lease 8/31/2009 - 9/29/2009 (invoic	157.17
Check	11/11/2010	14673	Mail Finance	Postage machine lease 11/30 - 12/30/10	214.94
Check	11/11/2010	14675	UPS	Shipping costs for week ending 10/30/10	78.13
Deposit	11/15/2010	2594	Marianne Blankenship	Reimbursement for personal UPS shipment	(22.23)
Check	11/17/2010	14707	Hasler Financial Services	Postage purchase on 10/12/2010	200.00
Check	11/17/2010	14712	UPS	Shipping costs for W/E 11/6/10	58.38
Check	11/30/2010	14750	UPS	Shipping costs for W/E 11/20/10	108.03
Check	12/13/2010	14762	UPS	Shipping costs for W/E 12/4/10	30.00
Check	12/13/2010	14775	Mail Finance	Postage machine lease 12/31/10 - 1/30/11	214.94
Check	12/14/2010	14798	Hasler Financial Services	Postage Purchase on 12/2/2010	200.00
Check	12/31/2010	14849	UPS	Shipping costs for W/E 12/11/2010	57.95
Check	12/31/2010	14860	UPS	Shipping costs for W/E 12/18/10	35.81
Check	01/12/2011	14882	Mail Finance	Postage machine lease 1/31/11 - 2/27/11	212.05
Check	01/19/2011	14910	BlueMoon	Courier to City of Charlotte Budget Office - Hendrick	7.50
Check	01/25/2011	14917	UPS	Service charges - pickup 12/25/10 - 1/8/2011	63.48
Check	02/03/2011	14965	UPS	Shipping costs for W/E 1/22/11	50.09
Check	02/15/2011	15001	Mail Finance	Postage Machine Lease 2/28/11 - 3/30/11 plus prof	318.35
Check	02/17/2011	15021	UPS	Shipping costs for W/E 1/29/11	69.98
Check	02/17/2011	15025	Hasler Financial Services	Postage Purchase on 2/3/10	200.00
Check	02/23/2011	15049	UPS	Shipping Costs for W/E 2/5/11	38.28
Check	02/28/2011	15070	UPS	Shipping costs for W/E 2/12/11	33.59
Check	03/09/2011	15088	Mail Finance	Shipping costs for W/E 2/19/11	36.74
Check	03/09/2011	15093	UPS	Postage Machine lease 3/31/11 - 4/30/11	212.05
Check				Shipping costs for W/E 2/26/11	24.20

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
 July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount
Check	03/15/2011	15136	TOTAL FUNDS by HASLER	Postage purchases on 2/22/11 & 3/7/11	433.57
Check	03/15/2011	15140	UPS	Shipping costs for W/E 3/5/11	47.65
Check	03/21/2011	15152	UPS	Shipping costs for W/E 3/12/11	54.98
Check	03/30/2011	15191	UPS	Shipping costs for W/E 3/19/11	88.83
Check	04/12/2011	15207	UPS	shipping costs for W/E 4/2/11	89.87
Check	04/12/2011	15224	Mail Finance	Postage machine lease 4/30/11 - 5/30/11	212.05
Check	04/19/2011	15254	UPS	Shipping costs for W/E 4/9/11	46.05
Check	05/13/2011	15291	UPS	Shipping costs for W/E 4/23/11	122.32
Check	05/13/2011	15291	UPS	Shipping costs for W/E 4/30/11	93.33
Check	05/13/2011	15291	UPS	Shipping costs- W/E 5/7/11	164.58
Check	05/18/2011	15321	Mail Finance	Postage machine lease 5/31/11 - 6/29/11	212.05
Check	05/18/2011	15324	TOTAL FUNDS by HASLER	Postage purchase on 5/6/11	200.00
Check	05/23/2011	15353	UPS	shipping costs for w/e 5/14/11	25.61
Deposit	05/31/2011	6792	Melissa Hendrick	Reimbursement for UPS charges	(19.03)
Check	05/31/2011	15389	UPS	Shipping costs for W/E 5/21/2011	111.08
Check	06/08/2011	15414	UPS	shipping costs for W/E 5/28/11	44.27
Check	06/15/2011	15444	TOTAL FUNDS by HASLER	Postage purchase	200.00
Check	06/15/2011	15446	UPS	shipping costs for W/E 6/4/2011	225.51
Total ST5340 - Postage					8,168.90
TOTAL POSTAGE					8,168.90
BUSINESS INSURANCE					
ST5330 - Business Insurance					
Check	07/20/2010	14280	Montgomery Insurance	Installment on all business policies, Account 40063	1,647.65
Check	08/12/2010	14382	Montgomery Insurance	August installment on policies Account 400634520	1,647.65
Check	09/14/2010	14497	Montgomery Insurance	September installment on business policies	1,647.65
Check	12/13/2010	14764	Global Recovery Services	EPL & D&O Policy 12/30/09 - 5/12/2010 (Marsh wrt	1,242.00
Check	12/13/2010	14773	Montgomery Insurance	Installment on business insurance policies	4,665.06
Check	12/13/2010	14774	Travelers	Policy 105506350 - Liability	116.25
Check	01/12/2011	14872	Montgomery Insurance	Installment on business policies	1,544.66
Check	02/15/2011	15000	Montgomery Insurance	Installment on business policies	1,544.66
Check	03/09/2011	15090	Travelers	Crime liability policy 105506350	336.75
Check	03/09/2011	15092	Montgomery Insurance	Installment on business policies	1,544.66
Check	04/04/2011	15198	Montgomery Insurance	Installment on business policies - April 2011	1,544.06
Check	05/18/2011	15319	Montgomery Insurance	Installment on business policies	1,545.26
Check	05/23/2011	15355	Marsh USA, Inc.	D&O EPL & fiduciary policies 5/12/11 - 5/12/12	4,788.00

**Charlotte Regional Partnership**  
**State Funds Transaction Detail by Account**  
July 2010 through June 2011

Type	Date	Num	Name	Memo	Amount	
Check	06/08/2011	15423	Montgomery Insurance	installment on business policies	5,996.01	
<b>Total ST5330 - Business Insurance</b>					<b>29,840.32</b>	<b>29,840.32</b>
<b>TOTAL BUSINESS INSURANCE</b>					<b>29,840.32</b>	<b>29,840.32</b>
<b>CONTRACTED SERVICES - AUDIT EXPENSE</b>						
<b>ST5370 - Audit Expense</b>						
Check	10/20/2010	14617	Dixon Hughes	Audit of June 30, 2010 financial statements and info	15,000.00	
Check	10/20/2010	14613	Business Card	MH - Outback - Lunch - dixon Hughes Auditors	29.02	
Check	10/20/2010	14613	Business Card	MH - Jason's Deli - Lunch - dixon Hughes Auditors	50.09	
Check	10/20/2010	14613	Business Card	MH - Jason's Deli - Lunch - dixon Hughes Auditors	40.24	
Check	12/15/2010	14804	Melissa Hendrick	Expense reimbursement July - December 2010	5.00	
<b>Total ST5370 - Audit Expense</b>					<b>15,124.35</b>	<b>15,124.35</b>
<b>TOTAL CONTRACTED SERVICES - AUDIT EXPENSE</b>					<b>15,124.35</b>	<b>15,124.35</b>
<b>ADMINISTRATION &amp; OPERATIONS</b>						
					<b>87,627.59</b>	<b>87,627.59</b>
<b>GRAND TOTAL STATE FUNDED EXPENSES</b>					<b>558,732.00</b>	<b>558,732.00</b>





# **2010/2011 ANNUAL REPORT**

## **TAB 6**

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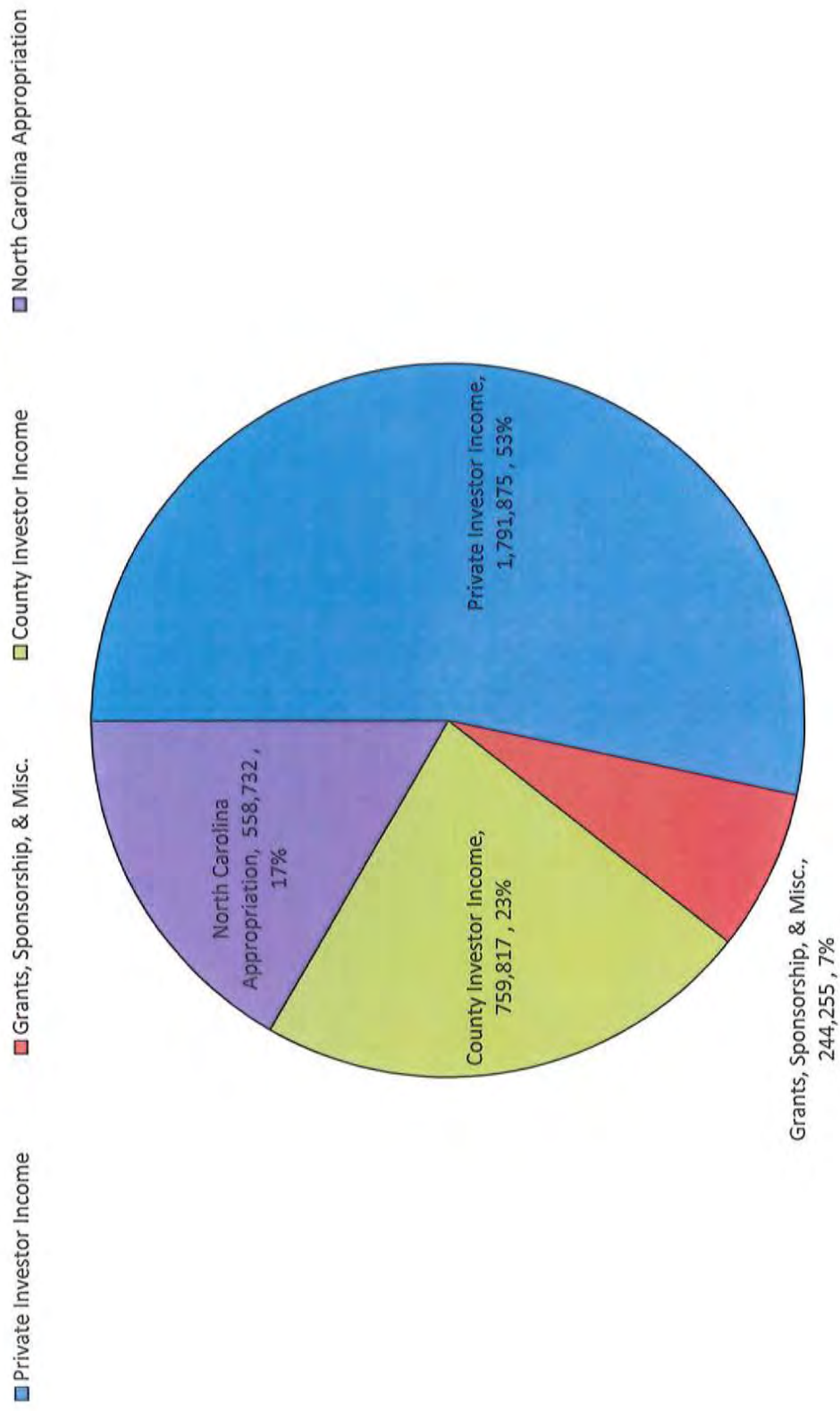
## **FUNDING SOURCES**

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# **CHARLOTTE REGIONAL PARTNERSHIP**

## **Revenues by Funding Source FY 2010/2011**

## FY 2010/2011 - REVENUES BY SOURCE





# **CHARLOTTE REGIONAL PARTNERSHIP**

**Private Investors**  
**June 30, 2011**

## Charlotte Regional Partnership

## PRIVATE INVESTORS

As of 6/30/2011

PRIVATE INVESTOR		Cash Pledge	In-Kind Pledge	Annual Mtg Sponsors or Grants	Total	Type of Investor
<b>POLICYHOLDERS - \$50,000 or More</b>						
1	Bank of America	\$ 75,000			\$ 75,000	Cash
2	Bobcats Sports & Entertainment		\$ 45,000	\$ 5,000	\$ 50,000	Cash & In-Kind
3	Carolinas Healthcare System	\$ 25,000	\$ 10,000	\$ 15,000	\$ 50,000	Cash
4	Charlotte Motor Speedway		\$ 50,000		\$ 50,000	In-Kind Only
5	Duke Energy	\$ 85,000		\$ 100,000	\$ 185,000	Cash & In-Kind
6	Luquire George Andrews	\$ 5,000	\$ 45,000		\$ 50,000	Cash & In-Kind
7	Piedmont Natural Gas	\$ 50,000			\$ 50,000	Cash
8	Time Warner Cable	\$ 25,000	\$ 53,000		\$ 78,000	Cash & In-Kind
9	Wachovia/Wells Fargo	\$ 85,000		\$ 10,000	\$ 95,000	Cash
<b>POLICYHOLDERS - \$50,000 or More</b>		<b>\$ 350,000</b>	<b>\$ 203,000</b>	<b>\$ 130,000</b>	<b>\$ 683,000</b>	<b>9</b>
<b>DIRECTORS (\$25,000 or more per year)</b>						
10	Adams Outdoor Advertising		\$ 25,000		\$ 25,000	In-Kind Only
11	Alfred Williams & Company		\$ 25,000		\$ 25,000	In-Kind Only
12	AT&T Inc.	\$ 25,000		\$ 10,000	\$ 35,000	Cash
13	BB&T	\$ 25,000		\$ 7,500	\$ 32,500	Cash
14	Belk, Inc.	\$ 25,000			\$ 25,000	Cash
15	Bissell Companies	\$ 10,000	\$ 15,000		\$ 25,000	Cash
16	Carolina Panthers	\$ 10,000	\$ 16,392		\$ 26,392	Cash & In-Kind
17	Charlotte Business Journal		\$ 40,000		\$ 40,000	In-Kind
18	Childress Klein Properties	\$ 25,000			\$ 25,000	Cash
19	Charlotte Knights	\$ 2,500	\$ 22,500		\$ 25,000	Cash & In-Kind
20	CRCBR - Charlotte Region Commercial Board of Realtors		\$ 25,000		\$ 25,000	In-Kind
21	Daimler Trucks North America	\$ 25,000			\$ 25,000	Cash
22	Electrolux	\$ 25,000			\$ 25,000	Cash
23	Eric Mower & Associates	\$ 10,000	\$ 15,000		\$ 25,000	Cash & In-Kind
24	Fifth Third Bank	\$ 25,000			\$ 25,000	Cash
25	General Dynamics	\$ 25,000			\$ 25,000	Cash
26	Goodrich Corporation	\$ 25,000		\$ 5,000	\$ 30,000	Cash
27	Integra Staffing		\$ 25,000		\$ 25,000	In-Kind Only
28	K&L Gates LLP		\$ 25,000		\$ 25,000	Cash
29	Lowe's Corporation Inc.	\$ 25,000			\$ 25,000	Cash
30	Lufthansa German Airlines		\$ 22,500	\$ 2,500	\$ 25,000	In-Kind Only
31	Mayer Brown, LLP		\$ 25,000		\$ 25,000	In-Kind Only
32	McGuire Woods	\$ 15,000	\$ 10,000		\$ 25,000	Cash & In-Kind
33	Parker Poe	\$ 25,000	\$ 10,000		\$ 35,000	Cash
34	PARSONS	\$ 25,000			\$ 25,000	Cash
35	Presbyterian Healthcare	\$ 20,000		\$ 10,000	\$ 30,000	Cash
36	Reznick Group, PC	\$ 5,000	\$ 15,000	\$ 5,000	\$ 25,000	Cash
37	Ruddick Corporation	\$ 25,000		\$ 5,000	\$ 30,000	Cash
38	Sockwell Partners		\$ 40,000		\$ 40,000	In-Kind Only
39	The Charlotte Observer		\$ 48,200		\$ 48,200	In-Kind Only
40	US Airways		\$ 25,000	\$ 5,000	\$ 30,000	In-Kind Only
41	Womble Carlyle Sandridge & Rice, PLLC	\$ 15,000	\$ 10,000		\$ 25,000	Cash & In-Kind
<b>DIRECTORS (\$25,000 or more per year)</b>		<b>\$ 412,500</b>	<b>\$ 439,592</b>	<b>\$ 50,000</b>	<b>\$ 902,092</b>	<b>32</b>
<b>EMISSARIES (\$10,000 or more per year)</b>						
42	Alston & Bird, LLP		\$ 13,985		\$ 13,985	In-Kind Only
43	BAE Systems	\$ 10,000			\$ 10,000	Cash
44	Babcock & Wilcox	\$ 10,000			\$ 10,000	Cash
45	Charlotte Douglas International Airport		\$ 24,000		\$ 24,000	In-Kind Only



**Charlotte Regional Partnership**

**PRIVATE INVESTORS**

**As of 6/30/2011**

	PRIVATE INVESTOR	Cash Pledge	In-Kind Pledge	Annual Mtg Sponsors or Grants	Total	Type of Investor
46	Charlotte Regional Visitors Authority (CRVA)	\$ 10,000	\$ 10,000		\$ 20,000	Cash & In-Kind
47	Dixon Hughes Goodman		\$ 15,000		\$ 15,000	In-Kind Only
48	Energy United	10,000			10,000	Cash
49	Food Lion	\$ 15,000			\$ 15,000	Cash
50	G. Marshall Johnson & Associates		\$ 12,970		\$ 12,970	In-Kind Only
51	Hilton Charlotte Center City		\$ 10,000		\$ 10,000	In-Kind Only
52	Hood Hargett Breakfast Club		\$ 11,000		\$ 11,000	In-Kind Only
53	Husqvarna	\$ 15,000			\$ 15,000	Cash
54	Johnson C. Smith University		\$ 10,000		\$ 10,000	In-Kind Only
55	Keystone Partners		\$ 12,275		\$ 12,275	In-Kind Only
56	Kilpatrick Stockton LLP		\$ 10,000		\$ 10,000	In-Kind Only
57	KPMG LLP	\$ 12,500			\$ 12,500	Cash
58	Lincoln Harris	10,000			\$ 10,000	Cash
59	Little Mendelson, P.C.		\$ 10,000		\$ 10,000	In-Kind Only
60	Matrix Real Estate Services, Inc.	\$ 2,500	\$ 7,500		\$ 10,000	Cash & In-Kind
61	MBDi - Mastering Business Development, Inc.		\$ 20,000		\$ 20,000	In-Kind Only
62	Mpact Systems		\$ 20,000		\$ 20,000	In-Kind Only
63	NASCAR	\$ 10,000			\$ 10,000	Cash
64	Prudential Carolinas Realty	\$ 10,000			\$ 10,000	Cash
65	PSNC Energy	\$ 10,000			\$ 10,000	Cash
66	RBC Bank	\$ 15,000			\$ 15,000	Cash
67	Shaw Power Group	\$ 10,000			\$ 10,000	Cash
68	Talking Points, LLC		\$ 15,000		\$ 15,000	In-Kind Only
69	TIAA-CREF	\$ 10,000			\$ 10,000	Cash
70	URS Corporation	\$ 10,000			\$ 10,000	Cash
	<b>EMISSIONS (\$10,000 or more per year)</b>	<b>\$ 170,000</b>	<b>\$ 201,730</b>	<b>\$ -</b>	<b>\$ 371,730</b>	<b>29</b>
	<b>AMBASSADORS (\$5,000 or more per year)</b>					
71	A Home on the Go Corporate Suites	\$ 1,300	\$ 3,700		\$ 5,000	Cash & In-Kind
72	Aberdeen Carolina & Western Railway Company	\$ 5,000			\$ 5,000	Cash
73	AirTight	\$ 5,000			\$ 5,000	Cash
74	American Product Distributors, Inc.	\$ 5,000			\$ 5,000	Cash
75	Apple Rock		\$ 5,000		\$ 5,000	In-Kind Only
76	Beacon Partners	\$ 5,000			\$ 5,000	Cash
77	Carolina CAT	\$ 5,000			\$ 5,000	Cash
78	Castle & Cooke, Inc.	\$ 5,000			\$ 5,000	Cash
79	Elliott Davis	\$ 5,000			\$ 5,000	Cash
80	Flying Bridge Technologies		\$ 5,000		\$ 5,000	In-Kind Only
81	Gardner-Webb University			5,000	5,000	Cash
82	Harris Conference Center		\$ 5,000		\$ 5,000	In-Kind Only
83	Haynsworth Sinkler Boyd, PA	\$ 5,000			\$ 5,000	Cash
84	Holiday Inn Charlotte Center City		\$ 5,000		\$ 5,000	In-Kind Only
85	Johnson & Wales University		\$ 5,000		\$ 5,000	In-Kind Only
86	Jones Lang LaSalle	\$ 5,000			\$ 5,000	Cash
87	King & Spalding LLP	\$ 5,000			\$ 5,000	Cash
88	Lancaster & Chester Railway Company	\$ 5,000			\$ 5,000	Cash
89	Linet Americas	\$ 5,000			\$ 5,000	Cash
90	Little Diversified Architectural Consulting	\$ 5,000			\$ 5,000	Cash
91	Microsoft Corporation	\$ 5,000			\$ 5,000	Cash
92	PCL Construction Services, Inc.	\$ 5,000			\$ 5,000	Cash
93	Peak 10		\$ 8,160		\$ 8,160	In-Kind Only
94	Percival McGuire Commercial Real Estate	\$ 5,000			\$ 5,000	Cash
95	Robert Half International	\$ 1,100	\$ 3,900		\$ 5,000	Cash & In-Kind



## Charlotte Regional Partnership

## PRIVATE INVESTORS

As of 6/30/2011

PRIVATE INVESTOR		Cash Pledge	In-Kind Pledge	Annual Mtg Sponsors or Grants	Total	Type of Investor
96	Rodgers Builders			5,000	5,000	Cash
97	Shelco, Inc.	\$ 5,000			\$ 5,000	Cash
98	Sherpa		\$ 5,000		\$ 5,000	In-Kind Only
99	South Carolina Power	\$ 5,000			\$ 5,000	Cash
100	SPX	\$ 5,000			\$ 5,000	Cash
101	SteelFab, Inc.	\$ 5,000			\$ 5,000	Cash
102	Technology Project Management Inc.	\$ 5,000			\$ 5,000	Cash
103	The Club at Longview		\$ 7,980		\$ 7,980	In-Kind Only
104	The Keith Corporation	\$ 7,500			\$ 7,500	Cash
105	The Springs Company	\$ 5,000			\$ 5,000	Cash
106	The University of North Carolina at Charlotte		\$ 5,000		\$ 5,000	In-Kind Only
107	The Westin Charlotte		\$ 5,000		\$ 5,000	In-Kind Only
108	Tribble Creative Group		\$ 5,000		\$ 5,000	In-Kind Only
109	Uwharrie Capital Corp	\$ 5,000			\$ 5,000	Cash
110	Windshear, Inc.	\$ 5,000			\$ 5,000	Cash
	<b>AMBASSADORS (\$5,000 or more per year)</b>	<b>\$ 129,900</b>	<b>\$ 68,740</b>	<b>\$ 10,000</b>	<b>\$ 208,640</b>	<b>40</b>
	<b>ENTREPRENEURS (\$2,500 or more per year)</b>					
111	Allen Tate Companies	\$ 2,500			\$ 2,500	Cash
112	AOS - USA	\$ 2,500			\$ 2,500	Cash
113	Carolinas Medical Center - Lincoln	\$ 2,500			\$ 2,500	Cash
114	Carolina Premier Bank	\$ 2,500			\$ 2,500	Cash
115	CBRE	\$ 2,500			\$ 2,500	Cash
116	Charlotte City Club		\$ 2,500		\$ 2,500	In-Kind Only
117	Custom Advertising Products		\$ 2,500		\$ 2,500	In-Kind Only
118	DoubleTree Guest Suites Charlotte/SouthPark		\$ 2,500		\$ 2,500	In-Kind Only
119	Enterprise Rental Car		\$ 2,500		\$ 2,500	In-Kind Only
120	Embassy Suites - Concord-Charlotte		\$ 2,500		\$ 2,500	In-Kind Only
121	ForSite Development Partners	\$ 2,500			\$ 2,500	Cash
122	Gantt Huberman Architects PLLC	\$ 2,500			\$ 2,500	Cash
123	Garfinkel Immigration Law Firm	\$ 2,500			\$ 2,500	Cash
124	Glauerdt USA, Inc.	\$ 2,500			\$ 2,500	Cash
125	Hines	\$ 4,000			\$ 4,000	Cash
126	Langford de Kock LLP	\$ 2,500			\$ 2,500	Cash
127	Marriott Charlotte Executive Park		2,500		\$ 2,500	In-Kind Only
128	NASCAR Media Group	\$ 1,500	\$ 1,000		\$ 2,500	Cash
129	Neighboring Concepts	\$ 2,500			\$ 2,500	Cash
130	No Borders		\$ 2,500		\$ 2,500	In-Kind Only
131	Office Enviornments	\$ 2,500			\$ 2,500	Cash
132	Optima Engineering, P.A.	\$ 2,500			\$ 2,500	Cash
133	Pike Electric Corporation	\$ 2,500			\$ 2,500	Cash
134	R.J. Leeper Construction	\$ 2,500			\$ 2,500	Cash
135	Regions Bank	\$ 2,500			\$ 2,500	Cash
136	Samet Corporation	\$ 2,500			\$ 2,500	Cash
137	Simile Imaging	\$ 2,500			\$ 2,500	Cash
	<b>ENTREPRENEURS (\$2,500 or more per year)</b>	<b>\$ 50,500</b>	<b>\$ 18,500</b>	<b>\$ -</b>	<b>\$ 69,000</b>	<b>27</b>
	<b>PARTNERS (Less than \$2,500 per year)</b>					
138	Camden Grandview		\$ 500		\$ 500	In-Kind Only
139	Cardinal Real Estate Partners, LLC	\$ 1,000			\$ 1,000	Cash
140	Chester County Natural Gas Authority	\$ 2,000			\$ 2,000	Cash
141	Cochran Enterprises - George Cochran	\$ 1,000			\$ 1,000	Cash
142	Crowne Plaza Charlotte		\$ 2,190		\$ 2,190	In-Kind Only

**Charlotte Regional Partnership**

**PRIVATE INVESTORS**

As of 6/30/2011

PRIVATE INVESTOR		Cash Pledge	In-Kind Pledge	Annual Mtg Sponsors or Grants	Total	Type of Investor
143	ECS Carolinas, LLP	\$ 500			\$ 500	Cash
144	ElectricCities of N.C., Inc.			\$ 2,000	\$ 2,000	Cash
145	F&M Bank	\$ 2,000			\$ 2,000	Cash
146	FileVault USA		\$ 1,200		\$ 1,200	In-Kind Only
147	Hampton Inn & Suites Charlotte/South Park		\$ 500		\$ 500	In-Kind Only
148	Lancaster County Natural Gas Authority	\$ 2,000			\$ 2,000	Cash
149	Magellan Idea Center		\$ 500		\$ 500	In-Kind Only
150	NAI Southern Real Estate	\$ 2,000			\$ 2,000	Cash
151	New York Life	\$ 1,000			\$ 1,000	Cash
152	NouvEON	\$ 1,250			\$ -	Cash
153	Pharr Yarns	\$ 1,500			\$ 1,500	Cash
154	Proshred Security		\$ 500		\$ 500	In-Kind Only
155	Sepi Engineering	\$ 1,500			\$ 1,500	Cash
156	Stewart Engineering, Inc.	\$ 1,000			\$ 1,000	Cash
157	The International Protective Services Institute, LLC	500			500	Cash
158	The Knox Group	\$ 500			\$ 500	Cash
159	The MLC Group	1,000			1,000	Cash
160	The Sandwich Club		\$ 1,000		\$ 1,000	In-Kind Only
161	Watson Insurance Agency	\$ 550			\$ 550	Cash
162	WSOC-TV	\$ 2,000			\$ 2,000	Cash
PARTNERS (Less than \$2,500 per year)		\$ 21,300	\$ 6,390	\$ 2,000	\$ 28,440	25
Total Current Private Investors for FY 2010/2011		\$ 1,134,200	\$ 937,952	\$ 192,000	\$ 2,262,902	\$ 162



# **CHARLOTTE REGIONAL PARTNERSHIP**

## **Public "County" Investors FY 2010/2011**



**Charlotte Regional Partnership**  
**County Contributions (.30 cents per capita) Based on 2006 Population**  
**PAYMENTS RECEIVED AS OF JUNE 30, 2011**

*Note: Due to Economic Constraints - CRP utilized 2006 Population for 2010/2011 Allocations*

<b>Actual Allocation to Counties 2010/2011</b>			
<b>County</b>	<b>2010/2011 (Based on 2006 Population)</b>		<b>Actual Contribution @ 06/30/2011</b>
	<b>2006 Population</b>	<b>Projected Contribution</b>	
Alexander	36,296	\$ 10,880.80	\$ 10,880.80
Anson	25,371	\$ 7,611.30	\$ 7,611.30
Cabarrus	157,179	\$ 47,153.70	\$ 47,153.72
Catawba	151,128	\$ 45,338.40	\$ 45,338.40
Chester	32,875	\$ 9,862.50	\$ 9,862.50
Chesterfield	43,191	\$ 12,957.30	\$ 12,957.30
Cleveland	96,714	\$ 29,014.20	\$ 29,014.20
Gaston	197,232	\$ 59,169.60	\$ 59,169.60
Iredell	92,490 (145,234 minus Mooresville & Statesville)	\$ 27,747.00	\$ 26,920.00
Iredell -- Mooresville	26,670	\$ 8,001.00	\$ 8,001.00
Iredell -- Statesville	26,074	\$ 7,822.20	\$ 7,822.20
Lancaster	63,628	\$ 19,088.40	\$ 19,088.40
Lincoln	71,302	\$ 21,390.60	\$ 21,390.60
Mecklenburg	826,893	\$ 124,033.95	\$ 149,033.96
Additional \$25,000 for film		plus (\$25,000.00)	
City of Charlotte - Mecklenburg	826,893	\$ 121,052.95	\$ 146,053.00
Additional \$25,000 for film		(plus (\$25,000.00))	
Rowan	134,540	\$ 40,362.00	\$ 20,181.00
Stanly	59,128	\$ 17,738.40	\$ 17,738.40
Union	139,633 (172,087 minus Monroe)	\$ 41,889.90	\$ 41,889.92
Union -- Monroe	32,454	\$ 9,736.20 plus (\$20,000)	\$ 20,000.00
York	199,035	\$ 59,710.50	\$ 59,710.52
<b>TOTAL:</b>	<b>2,411,833</b>	<b>\$ 790,560.90</b>	<b>\$ 759,816.82</b>

**Notes:**

**Outstanding Invoices at Year-End**

**Rowan County** did not process their 3rd and 4th quarter payments (\$20,181,) until June 30th so it was received after year-end in early July



# **2010/2011 ANNUAL REPORT**

## **TAB 7**

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### **AUDITED FINANCIAL STATEMENTS**

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***CHARLOTTE REGIONAL PARTNERSHIP, INC.***

***Financial Statements  
and  
Supplemental Information***

***Years Ended June 30, 2011 and 2010***



## CHARLOTTE REGIONAL PARTNERSHIP, INC.

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
Charlotte Regional Partnership, Inc.  
Charlotte, North Carolina

We have audited the accompanying financial statements of Charlotte Regional Partnership, Inc. (the "Partnership") as of June 30, 2011 and 2010, and for the years then ended as listed in the table of contents. These financial statements are the responsibility of the Partnership's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Partnership's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As described in Note A, the financial statements were prepared on the modified cash basis of accounting, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities and net assets of Charlotte Regional Partnership, Inc. as of June 30, 2011 and 2010, and its revenues, expenses and changes in net assets (deficit) for the years then ended, on the basis of accounting described in Note A.

In accordance with *Government Auditing Standards*, we have also issued our report dated October 12, 2011 on our consideration of the Partnership's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Our audits were performed for the purpose of forming an opinion on the financial statements of Charlotte Regional Partnership, Inc. taken as a whole. The accompanying Schedule of Expenditures of State Awards for the year ended June 30, 2011, as required by G.S. 143-6.2, *Use of State Funds by Non-State Entities*, is presented for purposes of additional analysis and is not a required part of the 2011 financial statements. The information in that schedule has been subjected to the auditing procedures applied in the audit of the 2011 financial statements and, in our opinion, is fairly stated in all material respects, in relation to the 2011 financial statements taken as a whole.

*Dixon Hughes Goodman LLP*

Charlotte, North Carolina  
October 12, 2011





	<u>2011</u>	<u>2010</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Line of credit	\$ -	\$ 25,000
Accrued payroll expense	149,730	-
Capital lease obligations, current	9,571	7,359
Current portion of long-term debt	6,982	6,982
Agency fund - Clean Air Works	2,809	2,806
Agency fund - Regional Tourism	31,597	31,602
Agency fund - FUED Scholarship	1,550	-
Other	<u>1,009</u>	<u>1,713</u>
TOTAL CURRENT LIABILITIES	203,248	75,462
CAPITAL LEASE OBLIGATIONS, net of current portion	14,511	15,931
LONG-TERM DEBT, net of current portion	14,041	20,765
NET ASSETS		
General fund - unrestricted	219,888	186,802
Contributions - temporarily restricted	<u>32,500</u>	<u>-</u>
TOTAL NET ASSETS	<u>252,388</u>	<u>186,802</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 484,188</u>	<u>\$ 298,960</u>

**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS -**  
**MODIFIED CASH BASIS**  
**Year Ended June 30, 2011**

	Unrestricted	Temporarily Restricted			Total for
	General Fund	State Fund	Contributions	Total	2011
<b>Revenues:</b>					
Private investor	\$ 1,756,875	\$ -	\$ 32,500	\$ 32,500	\$ 1,789,375
County (Public) investor	759,817	-	-	-	759,817
Event sponsorship	149,201	-	-	-	149,201
State of North Carolina	-	558,732	-	558,732	558,732
Grant income	60,000	-	-	-	60,000
Interest & miscellaneous	70,054	-	-	-	70,054
<b>Total revenues</b>	<b>2,795,947</b>	<b>558,732</b>	<b>32,500</b>	<b>591,232</b>	<b>3,387,179</b>
Release from restrictions	558,732	(558,732)	-	(558,732)	-
<b>Revenues and other sources</b>	<b>3,354,679</b>	<b>-</b>	<b>32,500</b>	<b>32,500</b>	<b>3,387,179</b>
<b>Operating expenses:</b>					
Business Development & Marketing					
Personnel & benefits	797,010	-	-	-	797,010
Advertising & marketing	214,320	-	-	-	214,320
Website hosting / virtual outreach	52,696	-	-	-	52,696
Domestic activities	97,576	-	-	-	97,576
International activities	100,464	-	-	-	100,464
External activities & support	232,860	-	-	-	232,860
<b>Total Business Development &amp; Marketing</b>	<b>1,494,926</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,494,926</b>
Community Relations					
Personnel & benefits	145,603	-	-	-	145,603
Community relations, events & sponsorships	314,042	-	-	-	314,042
Fund development / governmental affairs	22,469	-	-	-	22,469
<b>Total Community Relations</b>	<b>482,114</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>482,114</b>
Communications & Public Relations					
Personnel & benefits	90,066	-	-	-	90,066
Communications & public relations	4,126	-	-	-	4,126
<b>Total Communications &amp; Public Relations</b>	<b>94,192</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>94,192</b>
Charlotte Regional Film Commission					
Personnel & benefits	162,456	-	-	-	162,456
Client hosting	15,237	-	-	-	15,237
External activities & support	46,330	-	-	-	46,330
Marketing trips	4,232	-	-	-	4,232
<b>Total Charlotte Regional Film Commission</b>	<b>228,255</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>228,255</b>
Information Systems & Technology					
Personnel & benefits	68,554	-	-	-	68,554
Equipment & applications	29,955	-	-	-	29,955
<b>Total Information Systems &amp; Technology</b>	<b>98,509</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>98,509</b>
Administration & Operations					
Personnel & benefits	393,805	-	-	-	393,805
Entertainment	13,723	-	-	-	13,723
Office related expenses	328,256	-	-	-	328,256
Professional expenses	111,298	-	-	-	111,298
<b>Total Administration &amp; Operations</b>	<b>847,082</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>847,082</b>
Depreciation/amortization	70,121	-	-	-	70,121
Interest	5,761	-	-	-	5,761
Loss on disposal of assets	633	-	-	-	633
<b>Total operating expenses</b>	<b>3,321,593</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3,321,593</b>
Change in net assets	33,086	-	32,500	32,500	65,586
Net assets, beginning	186,802	-	-	-	186,802
<b>Net assets, ending</b>	<b>\$ 219,888</b>	<b>\$ -</b>	<b>\$ 32,500</b>	<b>\$ 32,500</b>	<b>\$ 252,388</b>



**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS (DEFICIT) -**  
**MODIFIED CASH BASIS**  
**Year Ended June 30, 2010**

	Unrestricted	Temporarily Restricted	Total for 2010
	General Fund	State Fund	
<b>Revenues:</b>			
Private investor	\$ 1,613,060	\$ -	\$ 1,613,060
County (Public) investor	790,561	-	790,561
Event sponsorship	129,600	-	129,600
State of North Carolina	-	526,514	526,514
Grant income	50,000	-	50,000
Interest & miscellaneous	114,408	-	114,408
Total revenues	2,697,629	526,514	3,224,143
Release from restrictions	526,514	(526,514)	-
Revenues and other sources	3,224,143	-	3,224,143
<b>Operating expenses:</b>			
Business Development & Marketing			
Personnel & benefits	795,660	-	795,660
Advertising & marketing	137,916	-	137,916
Website hosting / virtual outreach	47,023	-	47,023
Domestic activities	86,175	-	86,175
International activities	41,162	-	41,162
External activities & support	208,817	-	208,817
Total Business Development & Marketing	1,316,753	-	1,316,753
Community Relations			
Personnel & benefits	134,719	-	134,719
Community relations, events & sponsorships	313,912	-	313,912
Fund development / governmental affairs	25,729	-	25,729
Total Community Relations	474,360	-	474,360
Communications & Public Relations			
Personnel & benefits	78,371	-	78,371
Communications & public relations	54,072	-	54,072
Total Communications & Public Relations	132,443	-	132,443
Charlotte Regional Film Commission			
Personnel & benefits	140,331	-	140,331
Client hosting	8,585	-	8,585
External activities & support	27,524	-	27,524
Marketing trips	16,550	-	16,550
Total Charlotte Regional Film Commission	192,990	-	192,990
Information Systems & Technology			
Personnel & benefits	59,146	-	59,146
Equipment & applications	35,325	-	35,325
Total Information Systems & Technology	94,471	-	94,471
Administration & Operations			
Personnel & benefits	414,822	-	414,822
Entertainment	20,322	-	20,322
Office related expenses	268,720	-	268,720
Professional expenses	65,249	-	65,249
Total Administration & Operations	769,113	-	769,113
Depreciation/amortization	47,568	-	47,568
Interest	7,716	-	7,716
Total operating expenses	3,035,414	-	3,035,414
Change in net assets	188,729	-	188,729
Net assets (deficit), beginning	(1,927)	-	(1,927)
Net assets, ending	\$ 186,802	\$ -	\$ 186,802

See accompanying notes to financial statements.

**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**June 30, 2011 and 2010**

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NOTE A – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Business

Charlotte Regional Partnership, Inc. (the "Partnership") is a not for profit corporation organized for the primary purpose of stimulating commerce in the City of Charlotte as well as Mecklenburg County and 15 surrounding counties through a marketing program with a focus on economic development.

Basis of Accounting

The Partnership prepares its financial statements on the modified cash basis of accounting. The modified cash basis of accounting is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America ("GAAP").

The modified cash basis of accounting differs from GAAP for the Partnership primarily due to the fact that the Partnership recognizes income when received and expenses when paid. GAAP requires the recognition of income when earned and expenses when incurred.

Net Assets

Unrestricted net assets are those currently available for use in operations or investment in property and equipment under the direction of the Board of Directors.

Temporarily restricted net assets are those stipulated by donors for specific operating purposes or for investment in property and equipment.

Permanently restricted net assets are gifts which donor restriction requires that the corpus be invested in perpetuity and only the income be made available for specific operating purposes. The Partnership did not have any permanently restricted net assets at June 30, 2011 and 2010.

Use of Estimates

The preparation of financial statements on the modified cash basis of accounting requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

Property and Equipment

Purchased property and equipment is stated at cost; donated assets are recorded at fair value at date of donation. Repairs and minor replacements are expensed as incurred. Depreciation and amortization are computed using the straight-line method over the estimated useful economic lives of the property and equipment as follows:

Computer equipment and software	3 to 5 years
Furniture, fixtures and equipment	7 years
Website development	3 years
Automobile	5 years
Leasehold improvements	6 years

**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**June 30, 2011 and 2010**

---

NOTE A – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition

Revenues consist of funding from the state of North Carolina and various municipalities as well as membership pledges from corporations. Revenues are recognized when cash is received. Revenues are classified as either unrestricted or temporarily restricted based on donor/funding restrictions, if any.

Revenues received from the state of North Carolina represented 17% and 16% of total revenues for 2011 and 2010, respectively.

Donated Services (In-Kind Contributions)

Contributed services are reflected in the financial statements at the fair value of the services received if the services received (1) create or enhance non-financial assets or (2) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

Donated services received for the years ended June 30, 2011 and 2010 were \$614,942 and \$637,943, respectively.

Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the accompanying statements. Certain costs have been allocated, based on estimates by management.

Agency Funds

Agency funds are custodial in nature and do not involve the measurement of operating results. An agency fund is used to account for assets the Partnership holds on behalf of others. The Partnership maintains three agency funds: the Clean Air Works, Regional Tourism and the Friends Underwriting Economic Development Scholarship ("FUED Scholarship"). As of June 30, 2010, the Regional Tourism agency fund cash balance was not sufficient to cover the agency fund obligation. Subsequent to June 30, 2010, the Partnership cured this violation by restoring the Regional Tourism agency fund cash balance to the amount of the agency fund obligation. As of June 30, 2011, all agency fund cash balances were sufficient to cover all agency fund obligations.

Reclassifications

Certain amounts in the June 30, 2010 financial statements have been reclassified in order to conform to the June 30, 2011 presentation.



**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**June 30, 2011 and 2010**

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NOTE A – NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Subsequent Events

The Partnership evaluated the effect subsequent events would have on the financial statements through October 12, 2011, which is the date the financial statements were available to be issued.

NOTE B – LINE OF CREDIT

The Partnership maintains a line of credit for general working capital purposes. The line of credit provides borrowings of up to \$300,000, is due on demand, has interest payable monthly at prime plus 1% (4.25% as of June 30, 2011) and is secured by all accounts, chattel paper, instruments and general intangibles. The balance at June 30, 2011 and 2010 was \$0 and \$25,000, respectively.

NOTE C – NOTES PAYABLE

During 2009, the Partnership entered into a promissory note secured by an automobile for the amount of \$36,654. Principal and interest is payable in 63 monthly installments, at an interest rate of 6.99%. The Partnership paid \$1,403 in interest expense in relation to this promissory note for the years ended June 30, 2011 and 2010. The promissory note calls for future monthly payments of \$698.75 and is scheduled to mature during the year ending June 30, 2014.

NOTE D – LEASES

The Partnership leases office space, automobiles and certain office equipment under operating leases. The leases expire at various times through 2015. Rental expense related to these leases amounted to approximately \$206,000 and \$154,000 during the years ended June 30, 2011 and 2010, respectively. The Partnership also leases office equipment under leases which are treated as capital leases, with related assets and liabilities recorded. Cost of equipment of \$39,312 and \$29,788, and accumulated amortization of \$17,616 and \$8,310, are included in property and equipment and accumulated depreciation as of and for the years ended June 30, 2011 and 2010, respectively.

**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**June 30, 2011 and 2010**

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NOTE D – LEASES (Continued)

Future minimum lease payments under these operating and capital leases are as follows:

	Capital Leases	Operating Leases
Year Ending June 30,		
2012	\$ 12,589	\$ 219,168
2013	9,403	189,573
2014	6,070	193,649
2015	<u>--</u>	<u>199,597</u>
Total minimum lease payments	28,062	<u>\$ 801,987</u>
Less: Amount representing interest	<u>(3,980)</u>	
Present value of capital lease obligation	24,082	
Less: Current portion	<u>(9,571)</u>	
Long-term portion of capital lease obligations	<u>\$ 14,511</u>	

NOTE E – INCOME TAXES

The Internal Revenue Service has recognized the Partnership as exempt from income taxes under Internal Revenue Code Section 501(c)(3). The Partnership has determined that it does not have any material unrecognized tax benefits or obligations as of June 30, 2011. The Partnership is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Partnership believes it is no longer subject to income tax examinations for periods prior to 2008.

NOTE F – RETIREMENT PLANS

The Partnership has a qualified 401(k) retirement plan covering all eligible employees. Eligible employees may elect to contribute a percentage of their compensation on a pre-tax basis. There were no Partnership contributions to the plan for the year ended June 30, 2010. Effective July 1, 2010, the Partnership reinstated a matching contribution of up to 2% of the employees' compensation. Partnership contributions to the plan for the year ended June 30, 2011 were \$12,515.

NOTE G – CONCENTRATIONS OF CREDIT RISK

The Partnership deposits its cash at financial institutions, and at times such deposits may be in excess of federally insured limits. Non-interest bearing funds are fully insured. The Partnership routinely assesses the financial strength of its financial institutions and, as a consequence, management believes that its credit risk exposure is limited. Cash was not in excess of federally insured limits as of June 30, 2011.

***SUPPLEMENTAL INFORMATION***





**REPORT ON COMPLIANCE AND OTHER MATTERS ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED  
IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

To the Board of Directors  
Charlotte Regional Partnership, Inc.  
Charlotte, North Carolina

We have audited the financial statements of the Charlotte Regional Partnership, Inc. (the "Partnership") as of and for the years ended June 30, 2011 and 2010, and have issued our report thereon dated October 12 2011. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Compliance

As part of obtaining reasonable assurance about whether the Partnership's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audits and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Internal Control Over Financial Reporting

In planning and performing our audits, we considered the Partnership's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Partnership's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Partnership's internal control over financial reporting.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

**REPORT ON COMPLIANCE AND OTHER MATTERS ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED  
IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS  
(Continued)**

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

This report is intended solely for the information and use of the audit committee, management, others within the Partnership, members of the Board of Directors, and State awarding agencies and is not intended to be and should not be used by anyone other than these specified parties.

*Dixon Hughes Goodman LLP*

Charlotte, North Carolina  
October 12, 2011



**REPORT ON COMPLIANCE WITH REQUIREMENTS  
APPLICABLE TO EACH MAJOR STATE PROGRAM AND ON INTERNAL CONTROL  
OVER COMPLIANCE IN ACCORDANCE WITH APPLICABLE SECTIONS OF  
OMB CIRCULAR A-133**

To the Board of Directors  
Charlotte Regional Partnership, Inc.  
Charlotte, North Carolina

Compliance

We have audited the compliance of the Charlotte Regional Partnership, Inc. (the "Partnership") with the types of compliance requirements described in U.S. Office of Management and Budget ("OMB") *Circular A-133 Compliance Supplement* that are applicable to its major State program for the years ended June 30, 2011 and 2010. The Partnership's major State program is identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs. Compliance with the requirements of laws, regulations, contracts and grants applicable to its major State program is the responsibility of the Partnership's management. Our responsibility is to express an opinion on the Partnership's compliance based on our audits.

We conducted our audits of compliance in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States and applicable sections of OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. Those standards and applicable sections of OMB Circular A-133 require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major State program occurred. An audit includes examining, on a test basis, evidence about the Partnership's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinion. Our audits do not provide a legal determination on the Partnership's compliance with those requirements.

In our opinion, Charlotte Regional Partnership, Inc. complied, in all material respects, with the requirements referred to above that are applicable to its major State program for the years ended June 30, 2011 and 2010.





**REPORT ON COMPLIANCE WITH REQUIREMENTS  
APPLICABLE TO EACH MAJOR STATE PROGRAM AND ON INTERNAL CONTROL  
OVER COMPLIANCE IN ACCORDANCE WITH APPLICABLE SECTIONS OF  
OMB CIRCULAR A-133 (Continued)**

Internal Control Over Compliance

The management of the Partnership is responsible for establishing and maintaining effective internal control over compliance with requirements of laws, regulations, contracts and grants applicable to State programs. In planning and performing our audits, we considered the Partnership's internal control over compliance with the requirements that could have a direct and material effect on a major State program in order to determine our auditing procedures for the purpose of expressing our opinion on compliance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Partnership's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct noncompliance with a type of compliance requirement of a federal or state program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal or state program will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be deficiencies or material weaknesses. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above.

This report is intended solely for the information and use of the audit committee, management, others within the Partnership, members of the Board of Directors, and State awarding agencies and is not intended to be and should not be used by anyone other than these specified parties.

*Dixon Hughes Goodman LLP*

Charlotte, North Carolina  
October 12, 2011

**CHARLOTTE REGIONAL PARTNERSHIP, INC.  
SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
FOR THE YEAR ENDED JUNE 30, 2011**

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Section I. Summary of Auditors' Results

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State Awards

Internal control over major State program:

- Material weakness(es) identified? ☐ Yes ☒ No
- Significant deficiency(ies) identified that are not considered to be material weaknesses ☐ Yes ☒ None reported
- Noncompliance material to State awards ☐ Yes ☒ No

Type of auditors' report issued on compliance for major State program: Unqualified

Identification of major State programs:

Program Name  
North Carolina Department of Commerce-Special Appropriations

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Section II. Financial Statement Findings

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None

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Section III. State Award Findings and Questioned Costs

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None

**CHARLOTTE REGIONAL PARTNERSHIP, INC.**  
**SCHEDULE OF EXPENDITURES OF STATE AWARDS**  
**Year Ended June 30, 2011**

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<u>State Grantor</u>	<u>Federal CFDA Numbers</u>	<u>Receipts</u>	<u>Expenditures</u>
State Awards:			
North Carolina Department of Commerce	N/A		
Special Appropriations			
State Funding		<u>\$ 558,732</u>	<u>\$ 558,732</u>

The accompanying note is an integral part of this schedule.

**NOTE TO SCHEDULE OF EXPENDITURES OF STATE AWARDS**

The schedule of State awards includes the State grant activity of Charlotte Regional Partnership, Inc. and is presented on the cash basis of accounting. Therefore, receipts are recognized when received rather than when earned, and expenditures are recognized when paid rather than when obligations are incurred.



**CHARLOTTE REGIONAL PARTNERSHIP, INC.  
SCHEDULE OF PRIOR YEAR AUDIT FINDINGS  
FOR THE YEAR ENDED JUNE 30, 2011**

**Finding 2010-1**

**Summary of prior audit finding:** The cash balance of the Regional Tourism agency fund was not sufficient to cover the related agency fund obligation of \$31,602. Agency funds are custodial in nature and are used to account for assets the Partnership holds on behalf of others. The Partnership has a fiduciary responsibility to hold the agency fund assets until communication is provided by the resource providers that distributions of those assets should be made.

**Status:** Subsequent to June 30, 2010, the Partnership took corrective action to resolve this finding by restoring the Regional Tourism agency fund cash balance to the amount of the agency fund obligation. In addition, the Partnership adopted a policy to prevent violations of this nature.