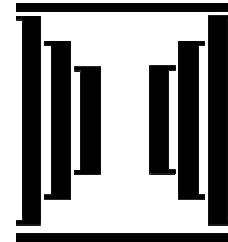




# **New and Expanding Industry Training Program Expenditure Report**

**Submitted to the  
Joint Legislative Education Oversight Committee**

**September 1, 2005**



**North Carolina Community College System  
200 West Jones Street ~ Raleigh, North Carolina 27603  
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**H. Martin Lancaster, President**

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## EXECUTIVE SUMMARY

Ratified HB 1414 Section 8.4 G.S. 115D-5(i) reads as rewritten:

(i) *The State Board of Community Colleges shall report to the Joint Legislative Education Oversight Committee on September 1 of each year on expenditures for the New and Expanding Industry Program each fiscal year. The report shall include, for each company or individual that receives funds for New and Expanding Industry:*

- (1) *The total amount of funds received by the company or individual;*
- (2) *The amount of funds per trainee received by the company or individual;*
- (3) *The amount of funds received per trainee by the community college training the trainee;*
- (4) *The number of trainees trained by company and by community college; and*
- (5) *The number of years the companies or individuals have been funded.*

This report is submitted as the September 1, 2005 annual expenditure report for the New and Expanding Industry Training (NEIT) Program.

## HISTORY AND BACKGROUND OF THE NEIT PROGRAM

The New and Expanding Industry Training (NEIT) Program supports the economic development efforts of the State by providing education and training opportunities for new and expanding businesses. Started in 1958, it was the first state-sponsored customized training program and has since been copied by numerous other states around the nation.

The program was developed in recognition of the fact that one of the most important factors for a business or industry considering locating or expanding in North Carolina, is the ability of the State to ensure the presence of a well-trained workforce. The program is designed to respond quickly to the needs of businesses, and to respect the confidential nature of the proprietary processes and information within those businesses.

## PROGRAM GUIDELINES

The following New and Expanding Industry Training (NEIT) program guidelines were adopted by the State Board of Community Colleges on April 18, 1997, and amended March 19, 2004.

## PURPOSE

The purpose of the New and Expanding Industry Training (NEIT) Program is to provide customized training assistance in support of new, full-time production positions created in the State of North Carolina, thereby enhancing the growth potential of companies located in the state while simultaneously preparing North Carolina's workforce with the skills essential to successful employment in emerging industries.

## ELIGIBILITY

Companies creating 12 or more production jobs in excess of their previous 3-year maximum employment level are eligible for assistance through the New and Expanding Industry Training Program. Resources may support training assessment, program development, instructional costs, and training delivery for new front-line personnel involved in the direct production of goods and services and their first-line supervisors.

Companies which downsize positions in one area of the State and then transfer those positions to another area of the State are not eligible for training assistance for those transferred positions.

Employees of temporary or staffing agencies are not eligible for post-hire training support under the NEIT program.

## EXPENDITURE GUIDELINES

### *Salaries, Wages, and Related Expenses*

- ◆ The following priorities will be given to the recruitment and utilization of instructors for New and Expanding Industry Training projects: 1) community college permanent or part-time employees; 2) contractors of the community college; 3) company personnel or contractors. It shall be the responsibility of community college staff, with consultation from the client company, to determine the appropriate length and provision of training, and this shall be indicated in the Training Project Profile submitted for approval.
- ◆ Reimbursement for instructors will be made at a 6:1 or greater trainee to trainer ratio.
- ◆ In those cases when community college staff or contractors are used for instruction, they will be compensated directly in accordance with existing policies and guidelines. In addition to costs of instruction

including travel expenses and course preparation time, community college staff or contractors may be reimbursed for costs associated with job analysis, training needs assessment and program development. The payment of social security taxes and other employee benefits to community college employees will be made in accordance with the existing policies and procedures of the college.

- ◆ Employees or contractors of the client company may be used as instructors if community college staff or contractors with the appropriate expertise are not readily available. The community colleges have the responsibility, in such circumstances, to insure that all trainees are registered, and to monitor the instruction so as to assure that it is being delivered according to the Training Plan and Project Profile.

In such cases where company personnel or contractors are used as instructors, they will be reimbursed their normal rate of pay, not to exceed a maximum of \$26.50 per hour. In addition to actual hours of direct instruction, compensation for additional time devoted to training program preparation may be recommended by the Regional Customized Training and Development Director and authorized by the Vice President for Economic and Workforce Development for the North Carolina Community College System. This amount may not exceed 15 percent of the scheduled training hours or a maximum of 80 hours total. Wages may not be paid to prospective trainers while they themselves are training in production operations, and under no circumstances may funds be used to pay trainee wages or salaries.

- ◆ Colleges will receive 5 percent of the project costs as an administrative allowance, not to exceed \$60,000 per project during any one fiscal year. Temporary clerical and administrative personnel, and project coordination staff, may be employed by a community college expressly for direct services related to a specific project, if recommended by the Regional Customized Training and Development Director and the Vice President for Economic and Workforce Development.
- ◆ If recommended by the local community college and the Regional Customized Training and Development Director and approved by the Vice President for Economic and Workforce Development, NEIT funds may

also support training of community college instructors for skill acquisition of strategic technologies associated with a New and Expanding Industry Training project. The purpose of these expenditures will be to support specialized college instructor training for skills deemed important for future support of employers within the college's service area.

### *Travel Expenses*

- ◆ Community college instructors may be reimbursed for travel expenses in accordance with established travel policies and procedures.
- ◆ Out-of-state residents, employed or reimbursed directly by the company, may be temporarily assigned as training instructors and reimbursed for their expenses after having trained six or more North Carolina residents who are new company employees. The number of individuals per project supported for travel to the state is subject to negotiation and prior approval, and under such circumstances they will be limited to:
  - a) a maximum of twelve (12) weeks per diem at a daily rate of \$87.75.
  - b) one round-trip air fare (coach class, reimbursed at a 14-day prior purchase rate) or cost equivalent for each of the two complete or partial six-week periods of supported state residency.
  - c) local travel allowances as authorized by the Regional Customized Training and Development Director prior to departure.
- ◆ In-state residents, serving as instructors and employed by the company, may be reimbursed for previously authorized out-of-state travel, after having returned and trained six or more North Carolina residents who are new company employees in the knowledge or skills acquired as a result of the out-of-state travel. The intent of the out-of-state travel will be to acquire knowledge or skills necessary for NEIT project instruction. The number of individuals supported for out-of-state travel per project is subject to negotiation and prior approval, and under such circumstances they will be limited to:
  - a) a maximum of six weeks per diem at a daily rate of \$100.50. Per diem allowances for international

- travel may be adjusted for actual cost differences in different locations.
- b) one round-trip air fare (coach class, reimbursed at a 14-day prior purchase rate) or cost equivalent to location of the temporary assignment.
- c) local travel allowances as authorized by the Regional Customized Training and Development Director prior to departure.

### *Training Facilities*

- ◆ Community colleges may be reimbursed for costs associated with providing dedicated training facilities for New and Expanding Industry projects. Reimbursement may be provided for the period required by the client company for dedicated temporary training space, not to exceed twelve months in duration.
- ◆ For training provided at existing college facilities, the college may be reimbursed a reasonable cost share of utilities (including electricity, gas, oil, water and sewer) for the space provided to the NEIT project. If suitable space is not available at a community college permanent facility, colleges may also be reimbursed for the costs of leasing space on a temporary basis. In such cases, colleges may be reimbursed the reasonable costs of leasing, utilities, maintenance, trash and garbage service, protective and security services, and insurance costs. Colleges may not lease temporary training space from New and Expanding Industry client companies or their subsidiaries.
- ◆ Colleges may be reimbursed for reasonable costs associated with necessary alterations to facilities to accommodate the training. Authorization for the provision of training facility reimbursements, including costs associated with alterations to facilities, must be approved by the Vice President for Economic and Workforce Development prior to initiation of the project.

Client companies may not be reimbursed for the leasing of training or other facilities through the New and Expanding Industry Training Program. They may, however, be reimbursed the reasonable costs of

transporting, installing, and removing training equipment to and from community college-provided training facilities.

*Training Materials, Supplies, and Equipment*

- ◆ The State may provide necessary classroom and training-related supplies and materials in support of a specific training project.
- ◆ Media development services, including videos and print media, may be provided at State expense if recommended by the Regional Customized Training and Development Director and approved by the Vice President for Economic and Workforce Development. In addition, if authorized, the State may assist with offsetting a percentage of the expenses of developing and producing customized training manuals and computer-based training programs.
- ◆ The State may provide, install, and maintain at the training site, standard items of equipment normally associated with vocational-occupational training as available and typically used within the North Carolina Community College System.
- ◆ Considerations for non-salvageable material, consumed by company employees during formal training periods of instruction, may be reimbursed if approved in advance by the Vice President for Economic and Workforce Development. The eligible company may be reimbursed for 50% of the costs of the non-salvageable materials consumed during formal training, not to exceed \$100 per trainee participating in the training in which the materials were consumed. The cost and the amount of non-salvageable materials must be authenticated with appropriate company documentation.

## APPROVAL PROCEDURES

- ◆ Project Profile Form as well as Expenditure Authorization Forms must be signed by both a local college representative and the Regional Customized Training and Development Director and submitted for approval prior to project initiation. The Project Profile Forms must include total estimated project costs and a project time frame, not to exceed 36 months in duration after project approval. Time frames and project costs may be amended according to project training needs, with prior approval from the Vice President for Economic and Workforce Development.
- ◆ Approval for projects with estimated total expenditures less than \$75,000 may be made by the Vice President for Economic and Workforce Development. Projects in excess of \$75,000 must be approved by the Vice President for Economic and Workforce Development, and submitted by the Vice President for secondary approval to a Joint Community College/ Department of Commerce Review Panel consisting of a designate(s) of the President of the North Carolina Community College System and a designate(s) of the Secretary of Commerce.
- ◆ Project expenditures must be in accordance with the approved profile and may not exceed the amount indicated in the profile without prior amendment and approval.

## GUIDELINE EXCEPTIONS

- ◆ In unusual or extenuating circumstances, the Vice President for Economic and Workforce Development after consultation with the Review Panel consisting of both designated representatives from the North Carolina Community College System and the Department of Commerce, may authorize exceptions to these Guidelines. Exceptions will be documented and included with the Project Profile Form as a matter of public record.

## WORKER TRAINING TAX CREDIT PROVISIONS

- ◆ Provided that expenses claimed for the Worker Training Tax Credit are reasonable and directly related to support of the company's training plan, NEIT categorical reimbursement limitations (i.e., company instructor wages, instructor travel costs, and costs of non-salvageable training materials) will not apply in the administration of the Worker Training Tax Credit given that there is a tax credit limit per eligible employee.
- ◆ Any expenditures made through the New and Expanding Industry Training Program may not be claimed by the company for credit as an eligible expenditure under the Worker Training Tax Credit.

## DATA CATEGORY DEFINITIONS

| <u>COLUMN</u>   | <u>DEFINITION</u>   |
|---|---|
| 1<br>Community College                                | College to which funds have been allocated for the support of an NEIT project.  |
| 2<br>Company  | New or expanding company supported by NEIT project funding.   |
| 3<br>Years Funded                                     | Total number of years the NEIT project has been funded.   |
| 4<br>Company Training<br>Reimbursement<br>Expenditure | Funds provided directly to a company for instructional and other training-related expenditures allowable under the NEIT program.  |
| 5<br>Number Trained by<br>Company Instructors         | Number of trainees trained by instructors who are company employees/contractors; number trained by which the company has received NEIT funds to reimburse travel for train-the-trainer company instructors expense, and/or their wages for instruction and company instructors course development time. |
| 6<br>Average Company<br>Reimbursement Per<br>Trainee  | NEIT training-related company expenditures divided by the number of trainees trained by company instructors.  |

|    |   |
|----|---|
| 7  | Funds expended by a community college to support the training of employees and potential employees of a particular company under the NEIT program, including the five percent administrative allowance.             |
| 8  | Number of trainees at a particular company trained by either full or part-time college employees or contracted community college instructors under an NEIT funded project.  |
| 9  | Total NEIT funds expended by a community college for support of an NEIT project, outside of funds provided directly to a company, divided by the total number of trainees trained by community college instructors. |
| 10 | Total amount of NEIT funds expended to support a specific NEIT training project.  |
| 11 | Total number of employees trained under an NEIT funded project, including those trained by both company and community college instructors.  |
| 12 | Total NEIT expenditures for a particular NEIT training project divided by the total number of trainees.   |

**NORTH CAROLINA COMMUNITY COLLEGE SYSTEM  
NEW AND EXPANDING INDUSTRY  
TRAINING PROGRAM EXPENDITURES  
REPORT DATES: JULY 1, 2004 - JUNE 30, 2005**

| Community College<br>(1)  | Company<br>(2)                            | Years<br>(3) | Funded<br>(4) | Company  | Number                       | Average                         | Number | Average | Total     | Total Trained<br>by Company<br>& College<br>(11) | Average<br>Total Cost<br>(12) |
|---------------------------|---|--------------|---------------|----------|------------------------------|---------------------------------|--------|---------|-----------|--|-------------------------------|
|                           |   |              |               | Training | Trained by<br>Company<br>(5) | Company<br>Reimbursement<br>(6) |        |         |           |  |                               |
| <b>ALAMANCE</b>           |   |              |               |          |                              |                                 |        |         |           |  |                               |
|                           | Honda Power Equipment Manufacturing, Inc. | 2            | 0.00          | 0        | 0.00                         | 14,283.88                       | 103    | 138.68  | 14,283.88 | 103  | 138.68                        |
|                           | W.S. Badcock Corporation                  | 1            | 6,680.00      | 46       | 145.22                       | 333.59                          | 0      | N/A     | 7,013.59  | 46   | 152.47                        |
| <b>ASHEVILLE-BUNCOMBE</b> |   |              |               |          |                              |                                 |        |         |           |  |                               |
|                           | American Datamed (1) (33)                 | 3            | 0.00          | 0        | 0.00                         | 3,959.23                        | 9      | 439.91  | 3,959.23  | 9  | 439.91                        |
|                           | Avail Medical (2) (33)                    | 1            | 0.00          | 0        | 0.00                         | 2,439.88                        | 3      | 813.29  | 2,439.88  | 3  | 813.29                        |
|                           | Borg Warner Turbo Systems                 | 2            | 0.00          | 0        | 0.00                         | 2,109.75                        | 67     | 31.49   | 2,109.75  | 67   | 31.49                         |
|                           | Jacob Holm                                | 1            | 32,562.50     | 39       | 834.94                       | 56,130.39                       | 58     | 967.77  | 88,692.89 | 58   | 1,529.19                      |
|                           | Kendro Laboratory Products                | 2            | 1,245.50      | 65       | 19.16                        | 4,053.19                        | 65     | 62.36   | 5,298.69  | 65   | 81.52                         |
|                           | Plasticard Locktech International         | 2            | 0.00          | 0        | 0.00                         | 786.38                          | 30     | 26.21   | 786.38    | 30   | 26.21                         |
|                           | Plasti-Form                               | 3            | 0.00          | 0        | 0.00                         | 4,517.19                        | 26     | 173.74  | 4,517.19  | 26   | 173.74                        |
|                           | ROTEC                                     | 3            | 0.00          | 0        | 0.00                         | 1,417.62                        | 26     | 54.52   | 1,417.62  | 26   | 54.52                         |
|                           | Smith's Aerospace (NCI)                   | 0            | 0.00          | 0        | 0.00                         | 7,299.19                        | 18     | 405.51  | 7,299.19  | 18   | 405.51                        |
| <b>BEAUFORT</b>           |   |              |               |          |                              |                                 |        |         |           |  |                               |
|                           | Impressions Market Group, Inc.            | 1            | 5,868.92      | 18       | 326.05                       | 0.00                            | 0      | 0.00    | 5,868.92  | 18   | 326.05                        |
|                           | Prett/Noma Systems                        | 3            | 29,150.30     | 12       | 2,429.19                     | 2,970.00                        | 12     | 247.50  | 32,120.30 | 24   | 1,338.35                      |

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|--------------------------|--------------------------------------|--------------|---------------|----------|------------------------------|--|--------|---------|-----------|--|-------------------------------|
|                          |                                      |              |               | Training | Trained by<br>Company<br>(5) | Company<br>Reimbursement<br>Instructors<br>(6) |        |         |           |  |                               |
| <b>BLUE RIDGE</b>        |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | Arvin Meritor                        | 1            | 24,065.03     | 94       | 256.01                       | 10,597.94                                      | 89     | 119.08  | 34,662.97 | 94   | 368.76                        |
|                          | Coats North America                  | 1            | 5,889.00      | 19       | 309.95                       | 2,104.40                                       | 13     | 161.88  | 7,993.40  | 32   | 249.79                        |
|                          | Diamond Brand Manufacturing (3) (33) | 1            | 2,009.00      | 10       | 200.90                       | 153.83   | 0      | N/A     | 2,162.83  | 10   | 216.28                        |
|                          | Ecusta, LLC (4) (33)                 | 1            | 0.00          | 0        | 0.00                         | 965.90   | 7      | 137.99  | 965.90    | 7  | 137.99                        |
|                          | Raflatac, Inc.                       | 3            | 14,651.40     | 41       | 357.35                       | 6,791.98                                       | 17     | 399.53  | 21,443.38 | 41   | 523.01                        |
| <b>BRUNSWICK</b>         |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | Flow Sciences, Inc.                  | 1            | 0.00          | 0        | 0.00                         | 1,962.65                                       | 25     | 78.51   | 1,962.65  | 25   | 78.51                         |
|                          | Rampage Sportfishing Yachts          | 3            | 18,010.48     | 73       | 246.72                       | 3,976.04                                       | 73     | 54.47   | 21,986.52 | 73   | 301.19                        |
|                          | Southport Boat Works                 | 1            | 3,417.00      | 142      | 24.06                        | 15,498.75                                      | 142    | 109.15  | 18,915.75 | 142  | 133.21                        |
| <b>CALDWELL</b>          |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | BEMIS                                | 2            | 29,089.00     | 86       | 338.24                       | 35,239.10                                      | 97     | 363.29  | 64,328.10 | 102  | 630.67                        |
|                          | Construction Attachments, Inc.       | 1            | 2,400.00      | 8        | 300.00                       | 5,093.00                                       | 11     | 463.00  | 7,493.00  | 16   | 468.31                        |
|                          | ECR Software                         | 1            | 15,900.00     | 18       | 883.33                       | 0.00   | 0      | 0.00    | 15,900.00 | 18   | 883.33                        |
|                          | NEPTCO JV, LLC                       | 1            | 9,600.00      | 12       | 800.00                       | 3,414.00                                       | 23     | 148.43  | 13,014.00 | 33   | 394.36                        |
| <b>CAPE FEAR</b>         |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | DEL Laboratories, Inc. (5)           | 2            | 0.00          | 0        | 0.00                         | 18,775.17                                      | 0      | N/A     | 18,775.17 | 0  | N/A                           |

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| Community College<br>(1) | Company<br>(2)                | Years<br>(3) | Funded<br>(4) | Company       | Number      | Average       | Number           | Average  | Total        | Total Trained | Average     |
|--------------------------|-------------------------------|--------------|---------------|---------------|-------------|---------------|------------------|----------|--------------|---------------|-------------|
|                          |                               |              |               | Training      | Trained by  | Company       |                  |          |              | by Company    |             |
|                          |                               |              |               | Reimbursement | Company     | Reimbursement | College Training | College  | Cost Per     | & College     | Total Cost  |
|                          |                               |              |               | Instructors   | Per Trainee | Expenditures  | Instructors      | Trainee  | Expenditures | Instructors   | Per Trainee |
| CAPE FEAR cont'd         | Verizon Wireless (6)          | 2            | 132,649.00    | 964           | 137.60      | 130,709.60    | 0                | N/A      | 263,358.60   | 964           | 273.19      |
| CATAWBA VALLEY           |                               |              |               |               |             |               |                  |          |              |               |             |
|                          | Ameritex Technologies (7)     | 1            | 0.00          | 0             | 0.00        | 4,488.65      | 0                | N/A      | 4,488.65     | 0             | N/A         |
|                          | Draka Comteq                  | 1            | 0.00          | 0             | 0.00        | 1,356.09      | 16               | 84.76    | 1,356.09     | 16            | 84.76       |
|                          | Z F Lemforder Corporation     | 1            | 0.00          | 0             | 0.00        | 48,107.11     | 39               | 1,233.52 | 48,107.11    | 39            | 1,233.52    |
| CENTRAL CAROLINA         |                               |              |               |               |             |               |                  |          |              |               |             |
|                          | Biolex, Inc. (8) (33)         | 1            | 0.00          | 0             | 0.00        | 1,650.41      | 9                | 183.38   | 1,650.41     | 9             | 183.38      |
|                          | Caterpillar, Inc.             | 3            | 2,120.00      | 30            | 70.67       | 1,195.37      | 13               | 91.95    | 3,315.37     | 43            | 77.10       |
|                          | Meikle EMS Automation         | 2            | 3,922.00      | 12            | 326.83      | 927.36        | 6                | 154.56   | 4,849.36     | 16            | 303.09      |
|                          | Moen, Inc.                    | 3            | 4,569.20      | 44            | 103.85      | 5,644.64      | 36               | 156.80   | 10,213.84    | 78            | 130.95      |
|                          | Patriot Performance Materials | 1            | 1,384.00      | 22            | 62.91       | 3,206.75      | 18               | 178.15   | 4,590.75     | 29            | 158.30      |
|                          | PolySc Technologies           | 1            | 3,180.00      | 12            | 265.00      | 4,330.91      | 9                | 481.21   | 7,510.91     | 15            | 500.73      |
|                          | Wyeth-Lederle Vaccines        | 3            | 2,756.00      | 29            | 95.03       | 117,083.29    | 80               | 1,463.54 | 119,839.29   | 109           | 1,099.44    |
| CENTRAL PIEDMONT         |                               |              |               |               |             |               |                  |          |              |               |             |
|                          | Allstate Insurance Company    | 1            | 12,600.00     | 57            | 221.05      | 4,415.83      | 32               | 137.99   | 17,015.83    | 88            | 193.36      |
|                          | BIC Corporation (9)           | 1            | 0.00          | 0             | 0.00        | 794.08        | 0                | N/A      | 794.08       | 0             | N/A         |
|                          | Boston Gear Corporation       | 3            | 0.00          | 0             | 0.00        | 497.34        | 20               | 24.87    | 497.34       | 20            | 24.87       |

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| Community College<br>(1) | Company<br>(2)                  | Years<br>(3) | Funded<br>(4) | Company      | Number                | Average     | Number           | Average      | Total      | Total Trained<br>by Company<br>& College<br>(11) | Average<br>Total Cost<br>(12) |
|--------------------------|---------------------------------|--------------|---------------|--------------|-----------------------|-------------|------------------|--------------|------------|--|-------------------------------|
|                          |                                 |              |               | Training     | Trained by<br>Company | Company     |                  |              |            |  |                               |
|                          |                                 |              |               | Expenditures | Instructors           | Per Trainee | College Training | Expenditures | Trainee    |  |                               |
|                          |                                 |              |               |              |                       |             |                  |              |            |  |                               |
| <b>CENTRAL PIEDMONT</b>  |                                 |              |               |              |                       |             |                  |              |            |  |                               |
| <i>cont'd</i>            |                                 |              |               |              |                       |             |                  |              |            |  |                               |
|                          | Carrier Corporation             | 2            | 0.00          | 0            | 0.00                  | 62,683.93   | 227              | 276.14       | 62,683.93  | 227  | 276.14                        |
|                          | Celgard, Inc.                   | 2            | 0.00          | 0            | 0.00                  | 16,690.83   | 122              | 136.81       | 16,690.83  | 122  | 136.81                        |
|                          | General Dynamics                | 2            | 16,436.00     | 100          | 164.36                | 52,081.32   | 135              | 385.79       | 68,517.32  | 203  | 337.52                        |
|                          | Medco Health Solutions          | 1            | 2,578.90      | 14           | 184.21                | 11,489.01   | 54               | 212.76       | 14,067.91  | 54   | 260.52                        |
|                          | Trammell Crow Company           | 3            | 0.00          | 0            | 0.00                  | 871.76      | 25               | 34.87        | 871.76     | 25   | 34.87                         |
| <b>CLEVELAND</b>         |                                 |              |               |              |                       |             |                  |              |            |  |                               |
|                          | Axle Alliance Company (10) (33) | 1            | 0.00          | 0            | 0.00                  | 39,022.41   | 0                | N/A          | 39,022.41  | 0  | N/A                           |
|                          | B & W Fiber Glass, Inc.         | 1            | 2,880.00      | 8            | 360.00                | 8,160.85    | 10               | 816.09       | 11,040.85  | 12   | 920.07                        |
|                          | Talon International (11) (33)   | 1            | 0.00          | 0            | 0.00                  | 8,569.00    | 6                | 1,428.17     | 8,569.00   | 6  | 1,428.17                      |
|                          | Wal-Mart Distribution Center    | 3            | 23,490.00     | 221          | 106.29                | 1,921.54    | 31               | 61.99        | 25,411.54  | 252  | 100.84                        |
| <b>COASTAL CAROLINA</b>  |                                 |              |               |              |                       |             |                  |              |            |  |                               |
|                          | ConAgra Foods-Lamb Weston       | 1            | 821.50        | 166          | 4.95                  | 5,268.45    | 166              | 31.74        | 6,089.95   | 166  | 36.69                         |
|                          | Stanadyne Corporation           | 1            | 893.64        | 103          | 8.68                  | 1,170.00    | 103              | 11.36        | 2,063.64   | 103  | 20.04                         |
| <b>RAVEN</b>             |                                 |              |               |              |                       |             |                  |              |            |  |                               |
|                          | BSH Home Appliances             | 3            | 128,372.00    | 120          | 1,069.77              | 296,978.80  | 675              | 439.97       | 425,350.80 | 675  | 630.15                        |
|                          | Carolina Technical Plastics     | 2            | 5,600.00      | 12           | 466.67                | 17,204.04   | 12               | 1,433.67     | 22,804.04  | 12   | 1,900.34                      |

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| Community College<br>(1) | Company<br>(2)                   | Years<br>(3) | Funded<br>(4) | Company       | Number      | Average       | Number           | Average | Total        | Total Trained | Average     |
|--------------------------|----------------------------------|--------------|---------------|---------------|-------------|---------------|------------------|---------|--------------|---------------|-------------|
|                          |                                  |              |               | Training      | Trained by  | Company       |                  |         |              | by Company    |             |
|                          |                                  |              |               | Reimbursement | Company     | Reimbursement | College Training | College | Cost Per     | & College     | Total Cost  |
|                          |                                  |              |               | Instructors   | Per Trainee | Expenditures  | Instructors      | Trainee | Expenditures | Instructors   | Per Trainee |
| <b>DAVIDSON</b>          |                                  |              |               |               |             |               |                  |         |              |               |             |
|                          | Unilin Décor                     | 1            | 0.00          | 0             | 0.00        | 55,737.57     | 210              | 265.42  | 55,737.57    | 210           | 265.42      |
| <b>DURHAM</b>            |                                  |              |               |               |             |               |                  |         |              |               |             |
|                          | AW North Carolina                | 3            | 0.00          | 0             | 0.00        | 165,746.83    | 226              | 733.39  | 165,746.83   | 226           | 733.39      |
|                          | Bayer CropScience                | 1            | 44,122.48     | 45            | 980.50      | 36,356.01     | 76               | 478.37  | 80,478.49    | 121           | 665.11      |
|                          | Cree Research, Inc.              | 1            | 12,116.95     | 202           | 59.98       | 34,285.86     | 147              | 233.24  | 46,402.81    | 349           | 132.96      |
| <b>EDGECOMBE</b>         |                                  |              |               |               |             |               |                  |         |              |               |             |
|                          | KCST                             | 1            | 11,804.02     | 56            | 210.79      | 5,815.59      | 8                | 726.95  | 17,619.61    | 64            | 275.31      |
|                          | TYCO Plastics (12)               | 1            | 954.00        | 12            | 79.50       | 4,000.00      | 0                | N/A     | 4,954.00     | 12            | 412.83      |
| <b>FORSYTH</b>           |                                  |              |               |               |             |               |                  |         |              |               |             |
|                          | Dell, Inc. (13)                  | 1            | 0.00          | 0             | 0.00        | 3,399.43      | 0                | N/A     | 3,399.43     | 0             | N/A         |
|                          | Reynolds American, Inc. (14)     | 1            | 105,780.84    | 146           | 724.53      | 5,289.00      | 0                | N/A     | 111,069.84   | 146           | 760.75      |
| <b>GASTON</b>            |                                  |              |               |               |             |               |                  |         |              |               |             |
|                          | AKsys USA, Inc.                  | 2            | 0.00          | 0             | 0.00        | 1,763.30      | 12               | 146.94  | 1,763.30     | 12            | 146.94      |
|                          | Arrow Home Fashions              | 2            | 0.00          | 0             | 0.00        | 4,848.77      | 31               | 156.41  | 4,848.77     | 31            | 156.41      |
|                          | Century Textiles, Inc. (15) (33) | 2            | 0.00          | 0             | 0.00        | 325.54        | 6                | 54.26   | 325.54       | 6             | 54.26       |
|                          | Dana Corporation                 | 3            | 0.00          | 0             | 0.00        | 4,718.79      | 22               | 214.49  | 4,718.79     | 22            | 214.49      |

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| Community College<br>(1) | Company<br>(2)                       | Years<br>(3) | Funded<br>(4) | Company  | Number                       | Average  | Number | Average | Total     | Total Trained<br>by Company<br>& College<br>(11) | Average<br>Total Cost<br>(12) |
|--------------------------|--------------------------------------|--------------|---------------|----------|------------------------------|--|--------|---------|-----------|--|-------------------------------|
|                          |                                      |              |               | Training | Trained by<br>Company<br>(5) | Company<br>Reimbursement<br>Instructors<br>(6) |        |         |           |  |                               |
| <b>GASTON cont'd</b>     | Freightliner Corporation (Gastonia)  | 1            | 6,060.00      | 193      | 31.40                        | 6,771.00                                       | 85     | 79.66   | 12,831.00 | 278  | 46.15                         |
|                          | Freightliner Corporation (Mt. Holly) | 1            | 2,800.00      | 86       | 32.56                        | 11,391.97                                      | 83     | 137.25  | 14,191.97 | 169  | 83.98                         |
|                          | LeeBoy                               | 2            | 0.00          | 0        | 0.00                         | 9,767.41                                       | 61     | 160.12  | 9,767.41  | 61   | 160.12                        |
|                          | UCS, Inc.                            | 1            | 0.00          | 0        | 0.00                         | 32,413.97                                      | 33     | 982.24  | 32,413.97 | 33   | 982.24                        |
|                          |                                      |              |               |          |                              |  |        |         |           |  |                               |
| <b>GUILFORD</b>          |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | Thomas Built Buses, Inc.             | 3            | 0.00          | 0        | 0.00                         | 6,300.00                                       | 12     | 525.00  | 6,300.00  | 12   | 525.00                        |
|                          |                                      |              |               |          |                              |  |        |         |           |  |                               |
| <b>HALIFAX</b>           |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | Lowes Companies, Inc. (16)           | 3            | 59.50         | 0        | N/A                          | 0.00   | 0      | N/A     | 59.50     | 0  | N/A                           |
|                          | PCB Piezotronics (17)                | 1            | 46,299.43     | 32       | 1,446.86                     | 28,748.77                                      | 0      | N/A     | 75,048.20 | 32   | 2,345.26                      |
|                          |                                      |              |               |          |                              |  |        |         |           |  |                               |
| <b>HAYWOOD</b>           |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | Conmet                               | 1            | 31,679.25     | 71       | 446.19                       | 15,957.00                                      | 27     | 591.00  | 47,636.25 | 80   | 595.45                        |
|                          | Solid Surface                        | 1            | 4,666.67      | 12       | 388.89                       | 14,909.00                                      | 21     | 709.95  | 19,575.67 | 21   | 932.17                        |
|                          | West One                             | 1            | 2,049.00      | 7        | 292.71                       | 10,550.49                                      | 46     | 229.36  | 12,599.49 | 46   | 273.90                        |
|                          |                                      |              |               |          |                              |  |        |         |           |  |                               |
| <b>ISOTHERMAL</b>        |                                      |              |               |          |                              |  |        |         |           |  |                               |
|                          | Arvin Meritor                        | 3            | 1,272.00      | 27       | 47.11                        | 378.47   | 7      | 54.07   | 1,650.47  | 31   | 53.24                         |
|                          | Mako Marine                          | 2            | 0.00          | 0        | 0.00                         | 3,720.17                                       | 26     | 143.08  | 3,720.17  | 26   | 143.08                        |

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| Community College<br>(1) | Company<br>(2)                         | Years<br>(3) | Funded<br>(4) | Company       | Number      | Average       | Number           | Average  | Total        | Total Trained | Average     |
|--------------------------|--|--------------|---------------|---------------|-------------|---------------|------------------|----------|--------------|---------------|-------------|
|                          |  |              |               | Training      | Trained by  | Company       |                  |          |              | by Company    |             |
|                          |  |              |               | Reimbursement | Company     | Reimbursement | College Training | College  | Cost Per     | & College     | Total Cost  |
|                          |  |              |               | Instructors   | Per Trainee | Expenditures  | Instructors      | Trainee  | Expenditures | Instructors   | Per Trainee |
|                          |  |              |               | (5)           | (6)         | (7)           | (8)              | (9)      | (10)         | (11)          | (12)        |
| <b>ISOTHERMAL cont'd</b> | Thieman Metal Technology (18) (33)     | 1            | 0.00          | 0             | 0.00        | 9,925.08      | 4                | 2,481.27 | 9,925.08     | 4             | 2,481.27    |
|                          |  |              |               |               |             |               |                  |          |              |               |             |
| <b>JOHNSTON</b>          |  |              |               |               |             |               |                  |          |              |               |             |
|                          | Bayer Pharmaceutical Division          | 3            | 0.00          | 0             | 0.00        | 15,533.39     | 66               | 235.35   | 15,533.39    | 66            | 235.35      |
|                          | Novo Nordisk Pharmaceutical Industries | 3            | 0.00          | 0             | 0.00        | 29,081.92     | 33               | 881.27   | 29,081.92    | 33            | 881.27      |
|                          | PCX Corporation                        | 2            | 0.00          | 0             | 0.00        | 4,908.00      | 29               | 169.24   | 4,908.00     | 29            | 169.24      |
|                          | Talecris                               | 1            | 0.00          | 0             | 0.00        | 1,882.57      | 27               | 69.72    | 1,882.57     | 27            | 69.72       |
|                          | Thyssenkrupp Percision Forge           | 3            | 0.00          | 0             | 0.00        | 14,003.34     | 26               | 538.59   | 14,003.34    | 26            | 538.59      |
|                          |  |              |               |               |             |               |                  |          |              |               |             |
| <b>LENOIR</b>            |  |              |               |               |             |               |                  |          |              |               |             |
|                          | MasterBrand Cabinets, Inc.             | 2            | 12,428.50     | 375           | 33.14       | 4,269.49      | 375              | 11.39    | 16,697.99    | 375           | 44.53       |
|                          | NWL, Inc. (19)                         | 1            | 0.00          | 0             | 0.00        | 1,500.00      | 0                | N/A      | 1,500.00     | 0             | N/A         |
|                          |  |              |               |               |             |               |                  |          |              |               |             |
| <b>MARTIN</b>            |  |              |               |               |             |               |                  |          |              |               |             |
|                          | Syfan USA, Corporation                 | 1            | 55,489.21     | 42            | 1,321.17    | 0.00          | 0                | 0.00     | 55,489.21    | 42            | 1,321.17    |
|                          |  |              |               |               |             |               |                  |          |              |               |             |
| <b>MAYLAND</b>           |  |              |               |               |             |               |                  |          |              |               |             |
|                          | Altec Industries                       | 1            | 0.00          | 0             | 0.00        | 35,187.43     | 22               | 1,599.43 | 35,187.43    | 22            | 1,599.43    |
|                          | Better Publishing                      | 1            | 0.00          | 0             | 0.00        | 27,163.88     | 38               | 714.84   | 27,163.88    | 38            | 714.84      |

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| Community College<br>(1) | Company<br>(2)                             | Years<br>(3) | Funded<br>(4) | Company       | Number      | Average       | Number           | Average  | Total        | Total Trained | Average     |
|--------------------------|--|--------------|---------------|---------------|-------------|---------------|------------------|----------|--------------|---------------|-------------|
|                          |  |              |               | Training      | Trained by  | Company       |                  |          |              | by Company    |             |
|                          |  |              |               | Reimbursement | Company     | Reimbursement | College Training | College  | Cost Per     | & College     | Total Cost  |
|                          |  |              |               | Instructors   | Per Trainee | Expenditures  | Instructors      | Trainee  | Expenditures | Instructors   | Per Trainee |
|                          |  |              |               | (5)           | (6)         | (7)           | (8)              | (9)      | (10)         | (11)          | (12)        |
| <b>MCDOWELL</b>          |  |              |               |               |             |               |                  |          |              |               |             |
|                          | Coats America                              | 1            | 15,994.80     | 42            | 380.83      | 780.00        | 15               | 52.00    | 16,774.80    | 42            | 399.40      |
|                          | Key Gas Components, Marion                 | 1            | 7,040.00      | 18            | 391.11      | 4,202.00      | 22               | 191.00   | 11,242.00    | 22            | 511.00      |
|                          | MarCo-Plus (20) (33)                       | 1            | 5,571.06      | 10            | 557.11      | 8,426.00      | 10               | 842.60   | 13,997.06    | 10            | 1,399.71    |
|                          | Perfect Air                                | 2            | 7,500.80      | 27            | 277.81      | 1,415.22      | 36               | 39.31    | 8,916.02     | 37            | 240.97      |
|                          | Rockwell Automation                        | 1            | 10,600.00     | 14            | 757.14      | 2,064.11      | 6                | 344.02   | 12,664.11    | 14            | 904.58      |
| <b>MITCHELL</b>          |  |              |               |               |             |               |                  |          |              |               |             |
|                          | Advanced Tubing Technologies (21)          | 1            | 0.00          | 0             | 0.00        | 16,249.68     | 0                | N/A      | 16,249.68    | 0             | N/A         |
|                          | Engineered Sintered Components             | 1            | 12,720.00     | 24            | 530.00      | 2,106.00      | 11               | 191.45   | 14,826.00    | 35            | 423.60      |
|                          | NGK Ceramics USA, Inc.                     | 2            | 71,622.00     | 104           | 688.67      | 22,577.98     | 83               | 272.02   | 94,199.98    | 162           | 581.48      |
|                          | Southeast Tubular Products, Inc. (22) (33) | 2            | 0.00          | 0             | 0.00        | 850.00        | 7                | 121.43   | 850.00       | 7             | 121.43      |
|                          | WinCup                                     | 1            | 0.00          | 0             | 0.00        | 19,878.10     | 55               | 361.42   | 19,878.10    | 55            | 361.42      |
| <b>MONTGOMERY</b>        |  |              |               |               |             |               |                  |          |              |               |             |
|                          | Longworth Industries, Inc.                 | 2            | 1,630.00      | 8             | 203.75      | 15,506.00     | 48               | 323.04   | 17,136.00    | 48            | 357.00      |
|                          | Professional Building Systems              | 1            | 9,830.00      | 25            | 393.20      | 251.00        | 15               | 16.73    | 10,081.00    | 25            | 403.24      |
| <b>PIEDMONT</b>          |  |              |               |               |             |               |                  |          |              |               |             |
|                          | US Flue-Cured Tobacco Growers              | 1            | 74.14         | 13            | 5.70        | 30,201.67     | 19               | 1,589.56 | 30,275.81    | 25            | 1,211.03    |

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| Community College<br>(1) | Company<br>(2)                       | Years<br>(3) | Funded<br>(4) | Company       | Number      | Average       | Number           | Average  | Total        | Total Trained | Average     |
|--------------------------|--------------------------------------|--------------|---------------|---------------|-------------|---------------|------------------|----------|--------------|---------------|-------------|
|                          |                                      |              |               | Training      | Trained by  | Company       |                  |          |              | by Company    |             |
|                          |                                      |              |               | Reimbursement | Company     | Reimbursement | College Training | College  | Cost Per     | & College     | Total Cost  |
|                          |                                      |              |               | Instructors   | Per Trainee | Expenditures  | Instructors      | Trainee  | Expenditures | Instructors   | Per Trainee |
|                          |                                      |              |               | (5)           | (6)         | (7)           | (8)              | (9)      | (10)         | (11)          | (12)        |
| <b>PITT</b>              |                                      |              |               |               |             |               |                  |          |              |               |             |
|                          | Caldwell Design/Fabrication, LLC     | 1            | 1,872.00      | 17            | 110.12      | 799.30        | 14               | 57.09    | 2,671.30     | 17            | 157.14      |
|                          | DSM High Performance Fibers          | 3            | 14,141.46     | 20            | 707.07      | 3,837.72      | 20               | 191.89   | 17,979.18    | 20            | 898.96      |
|                          | Harper Brush Works, Inc.             | 1            | 1,099.90      | 33            | 33.33       | 1,235.64      | 27               | 45.76    | 2,335.54     | 33            | 70.77       |
|                          | Metaldyne Corporation                | 1            | 0.00          | 0             | 0.00        | 3,676.09      | 31               | 118.58   | 3,676.09     | 31            | 118.58      |
|                          | Nacco Materials Handling Group       | 1            | 27,999.60     | 34            | 823.52      | 0.00          | 0                | 0.00     | 27,999.60    | 34            | 823.52      |
| <b>RANDOLPH</b>          |                                      |              |               |               |             |               |                  |          |              |               |             |
|                          | Fox Apparel, Inc.                    | 1            | 14,040.00     | 133           | 105.56      | 300.00        | 12               | 25.00    | 14,340.00    | 133           | 107.82      |
|                          | Rheem Air Conditioning               | 1            | 3,583.00      | 16            | 223.94      | 9,583.85      | 62               | 154.58   | 13,166.85    | 62            | 212.37      |
| <b>RICHMOND</b>          |                                      |              |               |               |             |               |                  |          |              |               |             |
|                          | Butler Manufacturing Company         | 1            | 4,240.00      | 9             | 471.11      | 19,342.80     | 15               | 1,289.52 | 23,582.80    | 15            | 1,572.19    |
|                          | FCC (North Carolina), LLC (23)       | 2            | 6,680.00      | 12            | 556.67      | 16,576.00     | 0                | N/A      | 23,256.00    | 12            | 1,938.00    |
|                          | MSD North Carolina, Inc.             | 1            | 0.00          | 0             | 0.00        | 1,892.05      | 12               | 157.67   | 1,892.05     | 12            | 157.67      |
|                          | QualPak (GOJO Industries, Inc.)      | 2            | 9,818.36      | 98            | 100.19      | 57,461.89     | 191              | 300.85   | 67,280.25    | 218           | 308.63      |
|                          | Service Thread Manufacturing Company | 1            | 0.00          | 0             | 0.00        | 4,920.00      | 16               | 307.50   | 4,920.00     | 16            | 307.50      |
| <b>ROANOKE-CHOWAN</b>    |                                      |              |               |               |             |               |                  |          |              |               |             |
|                          | Aluminum Casting Technology          | 1            | 0.00          | 0             | 0.00        | 560.00        | 12               | 46.67    | 560.00       | 12            | 46.67       |

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|--------------------------|---|--------------|---------------|---|---|---|--------|---------|------------|--|-------------------------------|
|                          |   |              |               | Training<br>Reimbursement<br>Company<br>Instructors | Trained by<br>Company<br>Reimbursement<br>Per Trainee | College Training<br>Expenditures<br>Instructors |        |         |            |  |                               |
| <b>ROBESON</b>           |   |              |               |   |   |   |        |         |            |  |                               |
|                          | Graphic Packaging                                 | 2            | 1,696.00      | 38  | 44.63   | 2,117.07  | 5      | 423.41  | 3,813.07   | 43   | 88.68                         |
| <b>ROCKINGHAM</b>        |   |              |               |   |   |   |        |         |            |  |                               |
|                          | A.F.G. Wipes, Inc.                                | 2            | 11,490.70     | 24  | 478.78  | 7,562.19  | 35     | 216.06  | 19,052.89  | 41   | 464.70                        |
|                          | Quality Associates                                | 2            | 0.00          | 0   | 0.00  | 322.95  | 14     | 23.07   | 322.95     | 14   | 23.07                         |
|                          | Weil-McLain                                       | 1            | 47,482.88     | 48  | 989.23  | 54,787.90                                       | 196    | 279.53  | 102,270.78 | 236  | 433.35                        |
| <b>ROWAN-CABARRUS</b>    |   |              |               |   |   |   |        |         |            |  |                               |
|                          | Alcoa   | 1            | 0.00          | 0   | 0.00  | 1,407.00  | 32     | 43.97   | 1,407.00   | 32   | 43.97                         |
|                          | Berenfield Containers                             | 2            | 0.00          | 0   | 0.00  | 15,150.70                                       | 36     | 420.85  | 15,150.70  | 36   | 420.85                        |
|                          | Cabarrus Plastics                                 | 1            | 0.00          | 0   | 0.00  | 4,977.00  | 25     | 199.08  | 4,977.00   | 25   | 199.08                        |
|                          | Freightliner Corporation (Cleveland)              | 1            | 80,664.00     | 393   | 205.25  | 13,189.00                                       | 53     | 248.85  | 93,853.00  | 446  | 210.43                        |
| <b>SAMPSON</b>           |   |              |               |   |   |   |        |         |            |  |                               |
|                          | Lundy's Premium Standard (24)                     | 2            | 19,625.00     | 135   | 145.37  | 981.25  | 0      | N/A     | 20,606.25  | 135  | 152.64                        |
|                          | Sanmina-SCI Enclosures                            | 2            | 25,519.00     | 25  | 1,020.76  | 1,275.95  | 56     | 22.78   | 26,794.95  | 56   | 478.48                        |
| <b>SANDHILLS</b>         |   |              |               |   |   |   |        |         |            |  |                               |
|                          | Holmes Building Systems, LLC (Dynamic Homes) (25) | 2            | 41,280.00     | 45  | 917.33  | 3,114.02  | 0      | N/A     | 44,394.02  | 45   | 986.53                        |

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| Community College<br>(1) | Company<br>(2)  | Years<br>(3) | Funded<br>(4) | Company  | Number                | Average  | Number                | Average  | Total     | Total Trained<br>by Company<br>& College<br>(11) | Average<br>Total Cost<br>(12) |
|--------------------------|---|--------------|---------------|----------|-----------------------|----------|-----------------------|----------|-----------|--|-------------------------------|
|                          |   |              |               | Training | Trained by<br>Company | Company  |                       |          |           |  |                               |
|                          |   |              |               | Company  | Number                | Average  | Trained by<br>Company | College  | Cost Per  | Expenditures                                     | Instructors                   |
|                          |   |              |               | Training | Number                | Average  | Trained by<br>Company | College  | Cost Per  | Expenditures                                     | Instructors                   |
| <b>SANDHILLS cont'd</b>  | Military Manufacturing Group/Sun Path Contracting USA | 1            | 22,562.40     | 21       | 1,074.40              | 3,350.90 | 12                    | 279.24   | 25,913.30 | 28   | 925.48                        |
|                          | Pinnacle Furnishings                                  | 1            | 8,640.00      | 18       | 480.00                | 7,992.00 | 13                    | 614.77   | 16,632.00 | 27   | 616.00                        |
|                          | Trident Marketing, Inc.                               | 1            | 2,409.33      | 29       | 83.08                 | 7,541.06 | 41                    | 183.93   | 9,950.39  | 41   | 242.69                        |
| <b>SOUTHEASTERN</b>      |   |              |               |          |                       |          |                       |          |           |  |                               |
|                          | Kroy Building Products (26) (33)                      | 2            | 0.00          | 0        | 0.00                  | 834.79   | 8                     | 104.35   | 834.79    | 8  | 104.35                        |
|                          | National Spinning Company, Inc.                       | 1            | 4,048.00      | 18       | 224.89                | 0.00     | 0                     | 0.00     | 4,048.00  | 18   | 224.89                        |
| <b>SOUTHWESTERN</b>      |   |              |               |          |                       |          |                       |          |           |  |                               |
|                          | Consolidated Metco                                    | 3            | 10,800.00     | 40       | 270.00                | 540.00   | 5                     | 108.00   | 11,340.00 | 45   | 252.00                        |
|                          | Skyland Architectural Woodwork (27) (33)              | 1            | 0.00          | 0        | 0.00                  | 2,005.00 | 2                     | 1,002.50 | 2,005.00  | 2  | 1,002.50                      |
| <b>SURRY</b>             |   |              |               |          |                       |          |                       |          |           |  |                               |
|                          | ASMO Appalachian Corporation                          | 1            | 7,106.00      | 36       | 197.39                | 0.00     | 0                     | 0.00     | 7,106.00  | 36   | 197.39                        |
|                          | Lydall Thermal/Acoustical Group                       | 1            | 0.00          | 0        | 0.00                  | 3,286.00 | 16                    | 205.38   | 3,286.00  | 16   | 205.38                        |
| <b>TRI-COUNTY</b>        |   |              |               |          |                       |          |                       |          |           |  |                               |
|                          | Team Industries                                       | 1            | 26,268.80     | 110      | 238.81                | 3,655.69 | 110                   | 33.23    | 29,924.49 | 110  | 272.04                        |

**NORTH CAROLINA COMMUNITY COLLEGE SYSTEM  
NEW AND EXPANDING INDUSTRY  
TRAINING PROGRAM EXPENDITURES  
REPORT DATES: JULY 1, 2004 - JUNE 30, 2005**

| Community College<br>(1) | Company<br>(2)                     | Years<br>(3) | Company<br>Training<br>Reimbursement<br>Expenditures<br>(4) | Number<br>Trained by<br>Company<br>Instructors<br>(5) | Average<br>Company<br>Reimbursement<br>Per Trainee<br>(6) | Number<br>Trained by<br>College<br>Expenditures<br>Instructors<br>(7) | Average<br>College<br>Cost Per<br>Trainee<br>(8) | Total<br>Expenditures<br>(9) | Total Trained<br>by Company<br>& College<br>Instructors<br>(10) | Average<br>Total Cost<br>Per Trainee<br>(12) |           |
|--------------------------|------------------------------------|--------------|---|---|---|---|--|------------------------------|---|--|-----------|
|                          |                                    |              |   |   |   |   |  |                              |   |  |           |
| <b>VANCE-GRANVILLE</b>   |                                    |              |   |   |   |   |  |                              |   |  |           |
|                          | ACS State Health Care              | 2            | 21,000.00   | 66  | 318.18  | 4,221.46  | 10   | 422.15                       | 25,221.46   | 73   | 345.50    |
|                          | CMP Adv. Mechanical Solutions (28) | 1            | 0.00  | 0   | 0.00  | 6,805.00  | 0  | N/A                          | 6,805.00  | 0  | N/A       |
|                          | Elberta Crate & Box Co (29) (33)   | 2            | 0.00  | 0   | 0.00  | 1,365.00  | 10   | 136.50                       | 1,365.00  | 10   | 136.50    |
|                          | Proctor & Gamble                   | 1            | 0.00  | 0   | 0.00  | 14,677.30   | 174  | 84.35                        | 14,677.30   | 174  | 84.35     |
|                          | Revlon                             | 2            | 0.00  | 0   | 0.00  | 142,679.53  | 867  | 164.57                       | 142,679.53  | 867  | 164.57    |
|                          | Wal-Mart Stores East, LP           | 3            | 0.00  | 0   | 0.00  | 2,088.57  | 41   | 50.94                        | 2,088.57  | 41   | 50.94     |
| <b>WAKE</b>              |                                    |              |   |   |   |   |  |                              |   |  |           |
|                          | Catalyst Manufacturing Services    | 3            | 2,120.00  | 10  | 212.00  | 32,605.23   | 76   | 429.02                       | 34,725.23   | 77   | 450.98    |
|                          | Con Agra Foods                     | 1            | 2,371.00  | 248   | 9.56  | 45,633.53   | 120  | 380.28                       | 48,004.53   | 357  | 134.47    |
|                          | Credit Suisse/First Boston (30)    | 1            | 944,954.66  | 72  | 13,124.37   | 366,130.11  | 48   | 7,627.71                     | 1,311,084.77  | 120  | 10,925.71 |
|                          | John Deere Turf Care               | 3            | 4,028.00  | 79  | 50.99   | 34,591.69   | 253  | 136.73                       | 38,619.69   | 324  | 119.20    |
|                          | Nomacor LLC                        | 3            | 2,968.00  | 81  | 36.64   | 22,504.30   | 92   | 244.61                       | 25,472.30   | 97   | 262.60    |
|                          | Pergo                              | 2            | 17,487.60   | 30  | 582.92  | 13,178.19   | 23   | 572.96                       | 30,665.79   | 44   | 696.95    |
|                          | Red Hat                            | 1            | 13,515.00   | 165   | 81.91   | 17,936.00   | 31   | 578.58                       | 31,451.00   | 179  | 175.70    |
|                          | The Body Shop (31) (33)            | 1            | 0.00  | 0   | 0.00  | 4,886.75  | 7  | 698.11                       | 4,886.75  | 7  | 698.11    |

**NORTH CAROLINA COMMUNITY COLLEGE SYSTEM  
NEW AND EXPANDING INDUSTRY  
TRAINING PROGRAM EXPENDITURES  
REPORT DATES: JULY 1, 2004 - JUNE 30, 2005**

| Community College<br>(1) | Company<br>(2)                      | Years<br>(3) | Funded<br>(4) | Company  | Number                       | Average                         | Number | Average  | Total     | Total Trained<br>by Company<br>& College<br>(11) | Average<br>Total Cost<br>(12) |
|--------------------------|-------------------------------------|--------------|---------------|----------|------------------------------|---------------------------------|--------|----------|-----------|--|-------------------------------|
|                          |                                     |              |               | Training | Trained by<br>Company<br>(5) | Company<br>Reimbursement<br>(6) |        |          |           |  |                               |
| WAYNE                    |                                     |              |               |          |                              |                                 |        |          |           |  |                               |
|                          | Hilex Poly Company(32) (33)         | 2            | 831.60        | 9        | 92.40                        | 0.00                            | 0      | 0.00     | 831.60    | 9  | 92.40                         |
|                          | Mission Foods Corporation           | 1            | 8,520.59      | 30       | 284.02                       | 0.00                            | 0      | 0.00     | 8,520.59  | 30   | 284.02                        |
| WESTERN PIEDMONT         |                                     |              |               |          |                              |                                 |        |          |           |  |                               |
|                          | Caterpillar                         | 1            | 5,820.00      | 20       | 291.00                       | 0.00                            | 0      | 0.00     | 5,820.00  | 20   | 291.00                        |
|                          | Viscotec Automotive Products, Inc.  | 3            | 0.00          | 0        | 0.00                         | 741.71                          | 12     | 61.81    | 741.71    | 12   | 61.81                         |
| WILKES                   |                                     |              |               |          |                              |                                 |        |          |           |  |                               |
|                          | Gates Rubber                        | 2            | 14,900.00     | 8        | 1,862.50                     | 2,297.00                        | 17     | 135.12   | 17,197.00 | 25   | 687.88                        |
|                          | Maine Brand Manufacturing           | 2            | 1,520.00      | 10       | 152.00                       | 2,974.00                        | 20     | 148.70   | 4,494.00  | 30   | 149.80                        |
|                          | Manzella Knitting                   | 1            | 4,960.00      | 12       | 413.33                       | 3,776.00                        | 24     | 157.33   | 8,736.00  | 24   | 364.00                        |
|                          | Martin MeriettaComposites Materials | 2            | 25,528.33     | 130      | 196.37                       | 38,644.75                       | 20     | 1,932.24 | 64,173.08 | 130  | 493.64                        |
|                          | MI DE Designs, Inc.                 | 1            | 10,250.00     | 24       | 427.08                       | 3,893.00                        | 24     | 162.21   | 14,143.00 | 24   | 589.29                        |
|                          | Napco                               | 1            | 0.00          | 0        | 0.00                         | 4,263.00                        | 12     | 355.25   | 4,263.00  | 12   | 355.25                        |
|                          | Tarlton's Trucks & Trailers         | 1            | 10,667.00     | 16       | 666.69                       | 5,368.00                        | 5      | 1,073.60 | 16,035.00 | 16   | 1,002.19                      |
|                          | US Chemical Storage                 | 2            | 17,267.00     | 28       | 616.68                       | 20,269.50                       | 28     | 723.91   | 37,536.50 | 28   | 1,340.59                      |
| WILSON                   |                                     |              |               |          |                              |                                 |        |          |           |  |                               |
|                          | Eon Pharmaceutical, Inc.            | 2            | 0.00          | 0        | 0.00                         | 60,277.51                       | 57     | 1,057.50 | 60,277.51 | 57   | 1,057.50                      |

**NORTH CAROLINA COMMUNITY COLLEGE SYSTEM  
NEW AND EXPANDING INDUSTRY  
TRAINING PROGRAM EXPENDITURES  
REPORT DATES: JULY 1, 2004 - JUNE 30, 2005**

| Community College<br>(1) | Company<br>(2)           | Years<br>(3) | Funded<br>(4)         | Company       | Number                | Average               | Number           | Average         | Total                 | Total Trained<br>by Company<br>& College<br>(11) | Average<br>Total Cost<br>(12) |
|--------------------------|--------------------------|--------------|-----------------------|---------------|-----------------------|-----------------------|------------------|-----------------|-----------------------|--|-------------------------------|
|                          |                          |              |                       | Training      | Trained by<br>Company | Company               |                  |                 |                       |  |                               |
|                          |                          |              |                       | Reimbursement | Company               | Reimbursement         | College Training | College         | Expenditures          | Instructors                                      | Trainee                       |
|                          |                          |              |                       | Instructors   | Per Trainee           | Expenditures          | Instructors      | Trainee         | Expenditures          | Instructors                                      | Per Trainee                   |
| WILSON cont'd            | Kidde Technologies, Inc. | 1            | 24,529.29             | 31            | 791.27                | 1,326.09              | 12               | 110.51          | 25,855.38             | 31   | 834.04                        |
|                          | Livedo USA, Inc.         | 1            | 39,628.00             | 21            | 1,887.05              | 3,216.78              | 15               | 214.45          | 42,844.78             | 24   | 1,785.20                      |
| <b>TOTALS</b>            |                          |              | <b>\$2,590,887.52</b> | <b>6,630</b>  | <b>\$390.78</b>       | <b>\$2,893,176.03</b> | <b>7,913</b>     | <b>\$365.62</b> | <b>\$5,484,063.55</b> | <b>12,398</b>                                    | <b>\$442.33</b>               |

## PROGRAM RELATED EXPENDITURES

### Media Development Office

**Central Piedmont Community College \$ 380,287.09**

The NEIT program has traditionally supported a Media Development Office at a community college to provide comprehensive media development services for new and expanding industry projects. The office, currently located at Central Piedmont Community College, produces video, print and computer-based media (CBT) training programs for projects throughout the state. In addition, the Office helps coordinate assistance with job analysis programs as well as develops and maintains statewide marketing materials.

During the 2004-2005 program year, the Media Development Office produced a total of 242 minutes of finished video at an average cost of \$672.83 per minute. This represents an increase of almost eight percent over the previous year's cost per minute. The difference is directly attributable to increased travel required for production crews. Crews were sent to France and Japan, as well as numerous locations around the US, including Pennsylvania, Michigan, Indiana, Texas and Arkansas.

As significant as the video work was, an accomplishment that may have been of equal importance was the creation of documents that describe the functions of Economic & Workforce Development and the Media Development Office. We now have both print and electronic versions of new brochures for client (and potential client) companies that explain who we are and what we do. Of particular interest is the EWD brochure. It can be customized as an industry-specific package that conveys a great amount of focused information, making it a valuable tool for marketing and other applications.

Numerous additional print projects included development of process manuals for everything from software developers to composite bridge-decking manufacturers. And the acquisition of Spanish Leader & Learner Guides for No-Sweat Blueprint Reading and Statistical Process Control provided a substantial new audience of workers with access to these popular electives of the NC Manufacturing Program.

## **ADDENDUM**

The report is footnoted to explain project expenditures that exceeded an average cost per trainee of \$2,500, or when there were no trainees reported for the reporting period. Projects reporting fewer than 12 trainees for the report period are ongoing projects that have provided or will provide training for 12 or more jobs over the project time frame (the minimum requirement for NEIT projects).

NOTE: For those projects where college expenditures were incurred and all instruction was carried out by company employees, the college expenditures in almost all cases occurred in one of four categories 1) instructional supplies and material costs, 2) travel costs, 3) provision of dedicated training facilities, and or 4) administrative allowance. As specified in the New and Expanding Industry Training Guidelines, "Colleges may receive 5 percent of the project costs as an administrative allowance, not to exceed \$60,000 per project in any fiscal year." In those instances where trainees are reported by company trainers but no company training reimbursements are reported, trainees were registered under the New and Expanding Industry Training Project but no funds were reimbursed to the company during the reporting period.

**1. Asheville-Buncombe Technical Community College  
American Datamed**

This project was completed this fiscal year. A total of 90 employees were trained during the project period.

**2. Asheville-Buncombe Technical Community College  
Avail Medical**

The project has not materialized as expected; it will soon close.

**3. Blue Ridge Community College  
Diamond Brand Manufacturing**

The college expenditures were for the 5 percent administrative costs associated with company provided training and for supplies purchased for college provided training planned for the near future.

**4. Blue Ridge Community College  
Ecusta LLC**

Company growth has not proceeded as quickly as planned. The project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**5. Cape Fear Community College  
Del Laboratories, Inc.**

The funds were paid to complete the final lease costs for training equipment and to ship the equipment back to leasing company. Training had completed prior to the final lease payment. This project has closed with a total of 250 trainees.

**6. Cape Fear Community College  
Verizon Wireless**

College expenditures were for lease expenses paid to Dell Computers for systems located at Cape Fear Community College. Verizon trainers use computers to provide new employee training.

**7. Catawba Valley Community College  
Ameritex Technologies**

College expenditures reflect training materials and travel for two Catawba Valley Community College instructors to support course development. Training will be conducted in fiscal year 2005-2006.

**8. Central Carolina Community College  
Biolex, Inc**

This project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**9. Central Piedmont Community College  
BIC Corporation**

College expenditures were for materials. Training has begun; however, there have been no expenditures for the instruction during this period.

**10. Cleveland Community College  
Axele Alliance Company**

Expenditures were made by the college to support job profiling services; the establishment of a KeyTrain computer based training lab, and the certification of an instructor for Leadership Development training. The project is ongoing and anticipates providing training to approximately 300 trainees over the project period.

**11. Cleveland Community College  
Talon International**

The project is ongoing and anticipates providing training to an estimated 40 trainees over the project period.

**12. Edgecombe Community College  
TYCO Plastics**

College expenditures were for one job profile and two course task profiles (Dacum) by contractor.

**13. Forsyth Technical Community College  
Dell, Inc.**

College expenditures were for project development costs for WorkKeys job assessment, and contractors' travel and expenses to client's manufacturing facility.

**14. Forsyth Technical Community College  
Reynolds American, Inc.**

College expenditures were for the 5 percent administrative allowance.

**15. Gaston College  
Century Textiles, Inc.**

There were six trainees during this reporting period. This project has closed with a total of 12 trainees.

**16. Halifax Community College  
Lowes**

Company training reimbursement expenses were for a final bill for expenses associated with the project's pre-employment program.

**17. Halifax Community College  
PCB Piezotronics**

College expenditures were for the upgrading and refitting of a classroom and lab used for training. The facility is located in the industrial training building at Halifax Community College.

**18. Isothermal Community College  
Thieman Metal Technology**

This project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**19. Lenoir Community College  
NWL, Inc.**

College expenditures were for the contractor's development of one job profile (Workkeys) for the assembly position.

**20. McDowell Technical Community College  
Mar-Co Plus**

This project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**21. Mitchell Community College  
Advanced Tubing Technologies**

College expenditures were for the support of job-profiling services, the establishment of a KeyTrain computer based training lab, and training for Mitchell Community College staff. Also included in these expenditures is the purchase of materials for training that will occur in fiscal year 2005-2006.

**22. Mitchell Community College  
Southeast Tubular Products, Inc.**

This project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**23. Richmond Community College  
FCC (North Carolina), LLC**

College expenditures were for the establishment of a KeyTrain computer based training lab. Training within the lab will occur during fiscal year 2005-2006.

**24. Sampson Community College  
Lundy's Premium Standard**

College expenditures were for the project training materials, workbooks and manuals.

**25. Sandhills Community College**  
**Holmes Building Systems, LLLC (Dynamic Homes)**

College expenditures were for the supervisor and special safety programs that were scheduled to be taught by the college during this reporting period. However, due to the increased demand for manufactured and modular housing at Holmes, company employees were unavailable for program training. These programs will be taught in fiscal year 2005-2006.

**26. Southeastern Community College**  
**Kroy Building Products**

The project has not materialized as anticipated; it is ongoing and anticipates providing training for 12 or more trainees over the project period.

**27. Southwestern Community College**  
**Skyland Architectural Woodwork**

Planned training was cancelled followed by a change in management personnel. Additional training is scheduled for early Fall 2005.

**28. Vance-Granville Community College**  
**CMP Advance Mechanical Solutions**

College expenditures were for employees to travel to another location to be trained as trainers. These employees will return and train the other new hires, which will be documented in 2005-2006.

**29. Vance-Granville Community College**  
**Elberta Crate & Box Company**

This project has closed with a total of 51 trainees for the project period.

**30. Wake Technical Community College  
Credit Suisse/First Boston**

A joint agreement between the North Carolina Community College System and the North Carolina Department of Commerce allowed for a training premium incentive to encourage relocation of this company. Additional training scheduled over the duration of this project will lessen the expenditure amount per trainee.

**31. Wake Technical Community College  
The Body Shop**

This project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**32. Wayne Community College  
Hilex Poly**

This project is ongoing and anticipates providing training for 12 or more trainees over the project period.

**33. Projects reporting fewer than 12 trainees for the report period**

Unless otherwise noted, projects reporting fewer than 12 trainees for the report period are projects that have provided or will provide training for 12 or more jobs during the project period (the minimum requirement for NEIT projects).

## **New and Expanding Industry Training Program Project Completions**

### **Continuous Improvement Evaluation Instrument:**

The purpose of the Continuous Improvement Evaluation Instrument is to assess the companies' expectations, program impact and overall effectiveness of the customized training received by companies participating in the NEIT program. The responses are summarized and used for program assessments and improvement.

Program assessment is based on the following categories and rating scale.

**Expectations** - The extent to which the NEIT program met the company's expectations.

**Impact** - The overall impact of the NEIT program on the company's operations.

**Effectiveness** - The overall effectiveness of the NEIT program in preparing the company's employees for productivity.

#### **Rating Scale:**

- 5= Excellent, no improvement necessary, exceed highest expectations
- 4= Very Good, company needs were met at a highly acceptable level
- 3= Acceptable, needs met but some improvement indicated
- 2= Marginal, some needs unsatisfied, item needs substantial improvement
- 1= Unacceptable, needs generally not satisfied
- NA= Not applicable

The following data represents summary information on project completions approved during July 1, 2004 through June 30, 2005.

## ***Data Category Definitions***

| #  | Column                         | Definition  |
|----|--------------------------------|---|
| 1  | Community College              | College to which funds have been allocated for the support of an NEIT project.  |
| 2  | Company                        | New or expanding company supported by NEIT project funding.   |
| 3  | Start Date                     | The initiation of a project that is signed by the local college representative and the Regional Training Director and, approved by the Vice President for Economic and Workforce Development. |
| 4  | End Date                       | The completion of a project that is signed by the local college representative and the Regional Training Director and, approved by the Vice President for Economic and Workforce Development. |
| 5  | Allocations                    | Total amount of NEIT funds allotted to support a specific NEIT project. This amount includes the total allocations for the project period.  |
| 6  | Expenditures                   | Total amount of NEIT funds expended to support a specific NEIT project. This amount includes the total expenditures for the project period.   |
| 7  | Positions Filled               | Total number of positions filled by company as a result of project training.  |
| 8  | Pre-Hire Training              | Unduplicated headcount of individuals who participated in training on a pre-hire basis as part of the project.  |
| 9  | Post-Hire Training             | Unduplicated headcount of individuals who participated in training on a post-hire basis as part of the project.   |
| 10 | Trained by Company Instructors | Total number of individuals who received training provided by the company instructors or contractors.   |
| 11 | Trained by College Instructors | Total number of trainees at a particular company trained by either full- or part-time college employees or contracted community college instructors under an NEIT funded project.             |
| 12 | Company's Expectations Met     | Extent to which the NEIT program met the company's expectations.  |
| 13 | Training Impact                | Overall impact of the NEIT program on the company's operations.   |
| 14 | Training Effectiveness         | Overall effectiveness of the NEIT program in preparing the company's employees for productivity.  |

## Continuous Improvement Summary Evaluation ~ Projects Completed by July 1, 2004 - June 30, 2005

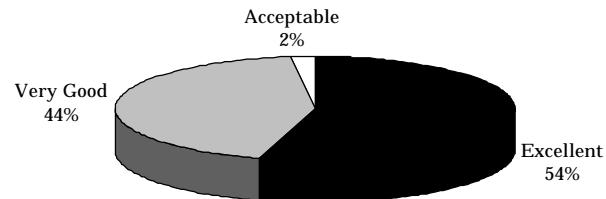
### Chart 1

#### Expectations

Extent to which the New and Expanding Industry Training Program met the company's expectations.

**Average = 4.53**

**N = 55**



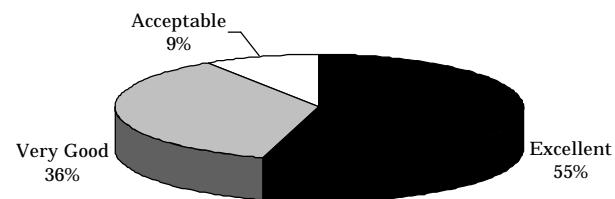
### Chart 2

#### Impact

Overall impact of the New and Expanding Industry Training Program on the company's operations.

**Average = 4.44**

**N = 55**



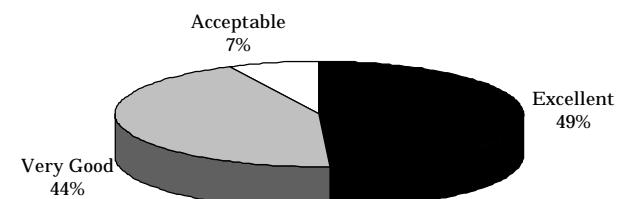
### Chart 3

#### Effectiveness

Overall effectiveness of the New and Expanding Industry Training Program in preparing the company's employees for productivity.

**Average = 4.41**

**N = 55**



*Percentages are based on the number of completed evaluations per project (55)).*

North Carolina Community College System  
 New and Expanding Industry Training  
**Project Completions**  
 (Projects completed July 1, 2004 - June 30, 2005)

| Community College<br>(1)  | Company<br>(Completed Projects)<br>(2) | Start Date<br>(3) | End Date<br>(4) | Total Allocations<br>(5) | Total Expenditures<br>(6) | Positions Filled<br>(7) | Pre-Hire Training<br>(8) | Post-Hire Training<br>(9) | Trained by Company Instructors<br>(10) | Trained by College Instructors<br>(11) | Company's Expectations Met (Rating)<br>(12) | Training Impact (Rating)<br>(13) | Training Effectiveness (Rating)<br>(14) |
|---------------------------|--|-------------------|-----------------|--------------------------|---------------------------|-------------------------|--------------------------|---------------------------|--|--|---|----------------------------------|---|
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>ASHEVILLE-BUNCOMBE</b> |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           | American Datamed                       | 04/01/03          | 06/30/05        | 65,766                   | 65,759                    | 70                      | 0                        | 90                        | 90                                     | 9                                      | 4   | 4                                | 4                                       |
|                           | Rotec                                  | 05/15/03          | 05/15/05        | 4,676                    | 1,418                     | 33                      | 0                        | 33                        | 0                                      | 33                                     | 5   | 5                                | 5                                       |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>BLADEN</b>             | Axicor, Inc.                           | 12/15/03          | 05/25/05        | 3,371                    | 3,371                     | 25                      | 0                        | 8                         | 8                                      | 0                                      | 5   | 5                                | 5                                       |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>BLUE RIDGE</b>         |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           | Shorewood Packaging                    | 08/13/02          | 08/30/04        | 57,127                   | 55,004                    | 73                      | 9                        | 73                        | 73                                     | 73                                     | 5   | 5                                | 5                                       |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>CAPE FEAR</b>          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           | Del Laboratories, Inc.                 | 05/05/03          | 08/08/04        | 166,942                  | 120,092                   | 381                     | 0                        | 250                       | 0                                      | 250                                    | 4   | 4                                | 4                                       |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>CATAWBA VALLEY</b>     |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           | Foamex International, Inc.             | 04/07/03          | 10/12/04        | 7,025                    | 4,920                     | 47                      | 0                        | 78                        | 6                                      | 72                                     | 4   | 3                                | 3                                       |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>CENTRAL CAROLINA</b>   |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           | Meikle EMS Automation                  | 03/01/03          | 04/18/05        | 33,849                   | 10,585                    | 24                      | 0                        | 17                        | 17                                     | 17                                     | 5   | 5                                | 5                                       |
|                           | Moen, Inc.                             | 11/01/01          | 11/01/04        | 125,253                  | 48,396                    | 243                     | 0                        | 243                       | 210                                    | 95                                     | 4   |                                  |   |
|                           |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>CENTRAL PIEDMONT</b>   |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                           | Boston Gear Corporation                | 12/01/02          | 08/11/04        | 35,538                   | 35,040                    | 105                     | 74                       | 56                        | 36                                     | 94                                     | 5   | 5                                | 5                                       |
|                           | Celgard, Inc.                          | 01/19/04          | 06/29/05        | 39,175                   | 38,275                    | 59                      | 0                        | 122                       | 0                                      | 122                                    | 5   | 5                                | 5                                       |

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|------------------------------------|--|-------------------|-----------------|--------------------------|---------------------------|-------------------------|--------------------------|---------------------------|--|--|---|----------------------------------|---|
| <b>CENTRAL<br/>PIEDMONT cont'd</b> | Trammell Crew Company                  | 04/07/03          | 12/31/04        | 29,960                   | 29,960                    | 48                      | 0                        | 53                        | 41                                     | 32                                     | 4   | 4                                | 4                                       |
|                                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>CLEVELAND</b>                   |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                                    | H.L. Blachford, Ltd.                   | 07/01/02          | 05/05/05        | 13,766                   | 13,767                    | 35                      | 50                       | 24                        | 20                                     | 74                                     | 4   | 4                                | 4                                       |
|                                    | Specialty Textiles, Inc.               | 10/15/03          | 05/05/05        | 10,080                   | 10,080                    | 56                      | 0                        | 28                        | 28                                     | 0                                      | 4   | 4                                | 4                                       |
|                                    | Wal-Mart Distribution Center           | 05/01/02          | 12/31/04        | 443,250                  | 441,979                   | 1061                    | 0                        | 1123                      | 1036                                   | 87                                     | 4   | 4                                | 4                                       |
|                                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>CRAVEN</b>                      |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                                    | BSH Home Appliance                     | 07/01/02          | 06/15/05        | 1,039,337                | 1,031,778                 | 710                     | 850                      | 650                       | 280                                    | 850                                    | 5   | 5                                | 4                                       |
|                                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>DURHAM</b>                      |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                                    | Bayer CropScience                      | 06/15/04          | 06/30/05        | 80,819                   | 80,478                    | 121                     | 0                        | 121                       | 45                                     | 76                                     | 5   | 5                                | 5                                       |
|                                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>GASTON</b>                      |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                                    | AKsys USA, Inc.                        | 07/01/03          | 12/31/04        | 8,023                    | 8,022                     | 14                      | 0                        | 44                        | 0                                      | 44                                     | 5   | 5                                | 5                                       |
|                                    | Century Textiles, Inc.                 | 02/01/04          | 06/10/05        | 562                      | 326                       | 12                      | 0                        | 12                        | 0                                      | 12                                     | 5   | 4                                | 4                                       |
|                                    | Dana Corporation                       | 05/13/02          | 12/31/04        | 59,395                   | 30,154                    | 131                     | 0                        | 189                       | 0                                      | 189                                    | 5   | 5                                | 5                                       |
|                                    | LeeBoy                                 | 07/14/03          | 03/03/05        | 14,571                   | 14,570                    | 126                     | 96                       | 61                        | 0                                      | 157                                    | 5   | 5                                | 5                                       |
|                                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>GUILFORD</b>                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                                    | Metaldyne                              | 09/02/03          | 06/30/05        | 16,048                   | 16,048                    | 0                       | 0                        | 0                         | 0                                      | 75                                     | 5   | 5                                | 5                                       |
|                                    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>HALIFAX</b>                     |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                                    | Lowes Companies, Inc.                  | 05/13/02          | 05/27/05        | 251,627                  | 251,608                   | 1050                    | 0                        | 647                       | 647                                    | 263                                    | 4   | 4                                | 4                                       |

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|--------------------------|--|-------------------|-----------------|-----------------------------|---------------------------|----------------------------|-----------------------------|------------------------------|--|--|--|-------------------------------------|---|
| <b>HAYWOOD</b>           |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | Associated Packaging                   | 08/01/02          | 08/01/04        | 39,437                      | 39,435                    | 25                         | 0                           | 25                           | 0  | 25   | 4  | 5                                   | 4   |
| <b>ISOTHERMAL</b>        |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | Arvin Meritor                          | 01/01/02          | 01/01/05        | 58,591                      | 56,940                    | 104                        | 0                           | 174                          | 142  | 174  | 4  | 4                                   | 4   |
| <b>JOHNSTON</b>          |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | Bayer Pharmaceutical<br>Division       | 04/01/03          | 04/01/05        | 68,376                      | 73,627                    | 268                        | 0                           | 259                          | 0  | 259  | 5  | 5                                   | 5   |
|                          | PCX Corporation                        | 10/01/03          | 05/30/05        | 19,702                      | 5,404                     | 9                          | 0                           | 0                            | 0  | 29   | 5  | 5                                   | 4   |
| <b>LENOIR</b>            |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | MasterBrand Cabinets, Inc.             | 01/12/04          | 03/07/05        | 31,415                      | 31,415                    | 270                        | 375                         | 270                          | 375  | 375  | 4  | 4                                   | 4   |
|                          | Tile Restoration, Inc.                 | 07/21/03          | 07/23/04        | 1,086                       | 1,086                     | 1                          | 28                          | 0                            | 28   | 28   | 5  | 5                                   | 5   |
| <b>McDOWELL</b>          |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | Coats, PLC                             | 07/01/04          | 01/20/05        | 16,775                      | 16,775                    | 42                         | 0                           | 42                           | 42   | 15   | 5  | 5                                   | 5   |
|                          | Rockwell Automation                    | 05/24/04          | 02/28/05        | 12,664                      | 12,664                    | 14                         | 0                           | 14                           | 14   | 6  | 5  | 5                                   | 5   |
| <b>MITCHELL</b>          |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | Engineered Sintered<br>Companies       | 05/01/04          | 05/17/05        | 14,826                      | 14,826                    | 55                         | 0                           | 35                           | 24   | 11   | 3  | 3                                   | 3   |
| <b>MONTGOMERY</b>        |  |                   |                 |                             |                           |                            |                             |                              |  |  |  |                                     |   |
|                          | Longworth Industries, Inc.             | 09/01/04          | 12/08/04        | 17,136                      | 17,136                    | 48                         | 48                          | 48                           | 48   | 0  | 5  | 5                                   | 5   |

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|--------------------------|--|-------------------|-----------------|--------------------------|---------------------------|-------------------------|--------------------------|---------------------------|--|--|---|----------------------------------|---|
| <b>PITT</b>              |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Caldwell Design/Fabrication            | 02/23/04          | 02/22/05        | 7,749                    | 2,671                     | 18                      | 0                        | 17                        | 17                                     | 14                                     | 5   | 5                                | 5                                       |
| <b>RANDOLPH</b>          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Fox Apparel, Inc.                      | 08/09/04          | 03/11/05        | 14,340                   | 14,340                    | 121                     | 0                        | 133                       | 121                                    | 12                                     | 4   | 4                                | 4                                       |
|                          | Rheem Air Conditioning                 | 03/07/05          | 05/13/05        | 13,167                   | 13,167                    | 16                      | 62                       | 16                        | 16                                     | 62                                     | 4   | 4                                | 4                                       |
| <b>RICHMOND</b>          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Butler Manufacturing Company           | 07/01/04          | 06/23/05        | 23,583                   | 23,583                    | 26                      | 0                        | 15                        | 9                                      | 15                                     | 4   | 4                                | 4                                       |
|                          | MSD North Carolina, Inc.               | 07/01/04          | 06/23/05        | 1,893                    | 1,892                     | 75                      | 0                        | 13                        | 0                                      | 13                                     | 4   | 4                                | 5                                       |
| <b>ROCKINGHAM</b>        |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Quality Associates                     | 09/01/03          | 06/30/05        | 11,561                   | 11,561                    | 105                     | 73                       | 55                        | 0                                      | 106                                    | 5   | 5                                | 5                                       |
| <b>ROWAN-CABARRUS</b>    |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Berenfield Containers                  | 05/10/04          | 06/23/05        | 16,173                   | 16,140                    | 13                      | 0                        | 36                        | 0                                      | 36                                     | 5   | 5                                | 5                                       |
| <b>SOUTHWESTERN</b>      |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Annie's Naturally Bakery               | 07/01/02          | 12/31/04        | 3,060                    | 3,060                     | 15                      | 0                        | 14                        | 6                                      | 14                                     | 5   | 5                                | 5                                       |
|                          | Consolidated Metco                     | 07/01/02          | 08/10/04        | 40,299                   | 33,846                    | 139                     | 80                       | 40                        | 40                                     | 45                                     | 4   | 3                                | 3                                       |
| <b>STANLY</b>            |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | COPE Industries, Inc.                  | 06/01/03          | 09/30/04        | 9,506                    | 9,371                     | 62                      | 0                        | 25                        | 0                                      | 25                                     | 4   | 3                                | 3                                       |

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|--------------------------|--|-------------------|-----------------|--------------------------|---------------------------|-------------------------|--------------------------|---------------------------|--|--|---|----------------------------------|---|
| <b>SURRY</b>             |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | ASMO Appalachian Corporation           | 02/01/04          | 06/30/05        | 9,056                    | 9,056                     | 19                      | 36                       | 19                        | 19                                     | 36                                     | 4   | 4                                | 4                                       |
|                          | Lyndall Thermal/Acoustical Group       | 12/11/04          | 06/30/05        | 3,286                    | 3,286                     | 16                      | 16                       | 16                        | 0                                      | 16                                     | 4   | 4                                | 4                                       |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>TRI-COUNTY</b>        |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | IOI Enterprises                        | 06/23/03          | 10/10/04        | 38,997                   | 29,067                    | 54                      | 0                        | 54                        | 54                                     | 54                                     | 5   | 5                                | 5                                       |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>VANCE-GRANVILLE</b>   |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Elberta Crate & Box Company            | 10/29/03          | 09/30/04        | 43,402                   | 11,781                    | 95                      | 0                        | 61                        | 35                                     | 51                                     | 4   | 4                                | 4                                       |
|                          | Nomaco/K-Flex                          | 07/15/02          | 09/01/04        | 76,195                   | 76,195                    | 150                     | 0                        | 119                       | 119                                    | 0                                      | 4   | 4                                | 4                                       |
|                          | Wal-Mart Stores East, LP               | 04/01/02          | 06/30/05        | 281,600                  | 147,001                   | 404                     | 0                        | 457                       | 384                                    | 152                                    | 4   | 4                                | 4                                       |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>WAKE</b>              |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Catalyst Manufacturing Services        | 07/01/02          | 06/30/05        | 129,423                  | 88,933                    | 103                     | 0                        | 103                       | 13                                     | 103                                    | 5   | 5                                | 5                                       |
|                          | John Deere Turf Care                   | 07/21/02          | 06/30/05        | 113,802                  | 113,086                   | 192                     | 0                        | 513                       | 217                                    | 430                                    | 5   | 5                                | 5                                       |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>WESTERN PIEDMONT</b>  |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Visotec Automotive Products, Inc.      | 12/01/01          | 12/01/04        | 148,260                  | 50,215                    | 137                     | 137                      | 137                       | 42                                     | 95                                     | 5   | 5                                | 5                                       |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>WILKES</b>            |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Maine Brand Manufacturing              | 09/11/03          | 06/30/05        | 24,194                   | 26,167                    | 13                      | 22                       | 13                        | 13                                     | 20                                     | 5   | 5                                | 4                                       |
|                          | Unique Solutions                       | 07/01/03          | 06/30/05        | 27,374                   | 27,373                    | 35                      | 0                        | 35                        | 0                                      | 35                                     | 5   | 5                                | 5                                       |

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|--------------------------|--|-------------------|-----------------|--------------------------|---------------------------|-------------------------|--------------------------|---------------------------|--|--|---|----------------------------------|---|
| <b>WILSON</b>            |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          | Eon Pharmaceutical, LLC.               | 09/29/03          | 05/31/05        | 131,441                  | 131,440                   | 118                     | 0                        | 118                       | 0                                      | 118                                    | 5   | 4                                | 4                                       |
|                          | Kidde Technologies, Inc.               | 01/12/04          | 05/31/05        | 25,856                   | 25,855                    | 43                      | 0                        | 31                        | 31                                     | 12                                     | 4   | 3                                | 4                                       |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
|                          |  |                   |                 |                          |                           |                         |                          |                           |  |  |   |                                  |   |
| <b>TOTALS</b>            | <b>55</b>                              |                   |                 | <b>\$3,980,385</b>       | <b>\$3,450,024</b>        | <b>7,229</b>            | <b>1,956</b>             | <b>6,829</b>              | <b>4,346</b>                           | <b>5,010</b>                           | <b>4.53</b>                                 | <b>4.44</b>                      | <b>4.41</b>                             |

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