



MEMORANDUM

To: N.C. General Assembly – Joint Legislative Commission on Governmental Operations
N.C. General Assembly – Joint Legislative Economic Development and Global Engagement Oversight Committee
N.C. General Assembly – Fiscal Research Division

From: Susan Fleetwood, Exec. Director of Economic Development, N.C. Department of Commerce
Mary Elizabeth Wilson, General Counsel, N.C. Department of Commerce

Date: February 28, 2022

Re: Annual Report on Activities of EDPNC – N.C. Gen. Stat. § 143B-431.01(f)

Pursuant to N.C. Gen. Stat. § 143B-431.01(f), attached you will find a report outlining the performance of certain departmental functions that were contracted to the Economic Development Partnership of North Carolina, Inc. (“EDPNC”), a North Carolina nonprofit corporation. Attached, please find the following information:

Attachment 1 – An executive summary of the most recent annual report submitted by the EDPNC to Commerce pursuant to N.C. Gen. Stat. § 143B-431A(e)(2).

Attachment 2 – A copy of the most recent annual report submitted by the EDPNC to Commerce pursuant to N.C. Gen. Stat. § 143B-431A(e)(2).

Attachment 3 – A listing of each entity referred to Commerce by the EDPNC.

Attachment 4 – A listing of any instances of noncompliance with the enabling legislation or the contract by the EDPNC, and the response to such instances of noncompliance by Commerce, including actions taken by Commerce to prevent repeat or similar instances of noncompliance.

Attachment 5 – A listing of the date and name of each person or entity from whom funds were solicited by the Secretary of Commerce on behalf of the EDPNC.

Attachment 6 – A listing of any entity that received an award from Commerce and also made a gift, contribution, or item or service of value to the EDPNC for which fair market value was not paid.



ATTACHMENT 1

Executive Summary Economic Development Partnership of North Carolina Calendar Year 2021 Report to the North Carolina Department of Commerce

The contract relationship between the North Carolina Department of Commerce (“the Department”) and the Economic Development Partnership of North Carolina, Inc. (“EDPNC”), a North Carolina nonprofit corporation, is entering its fifth year. Pursuant to the contract, the EDPNC agreed to operate as the sales and marketing arm of the State, responsible for: business recruitment, existing industry and small business support, import and export assistance, marketing, tourism, film and sports development.

Pursuant to the contract and N.C. Gen. Stat. § 143B-431A(e)(2), the EDPNC submits annual reports to Commerce, in which it outlines its program activities, objectives and accomplishments, as well as certain items specifically required by the enabling legislation. The report for calendar year 2021 is included in Attachment 2.

The chart below summarizes the key performance metrics from the 2021 calendar year compared to the previous three calendar years.

For business recruitment:	CY 2018	CY 2019	CY 2020	CY 2021
Number of jobs announced by the Department in total	19,541	21,675	20,026	23,747
Number of jobs announced resulting from recruitment of new businesses	11,928	16,329	12,636	16,833
Number of jobs announced resulting from existing business expansions	7,613	5,346	7,390	6,915
Total U.S. dollar amount of investment resulting from new projects	\$3,526,442,217	\$4,401,314,524	\$6,335,466,785	\$10,015,024,655
Total U.S. dollar amount of investment resulting from recruitment of new businesses	\$1,859,679,598	\$1,972,232,128	\$4,141,790,603	\$8,044,343,342
Total U.S. dollar amount of investment resulting from existing business expansions	\$1,666,762,619	\$2,429,092,396	\$2,193,676,182	\$1,970,681,313

For business recruitment:	CY 2018	CY 2019	CY 2020	CY 2021
Total U.S. dollar amount of foreign direct investment	\$850,502,708	\$610,193,852	\$1,360,162,194	\$4,197,658,978
Number of business inquiries for business relocation, investment, and expansion (via website)	624,043	404,821	425,650	559,105
For business services:	CY 2018	CY 2019	CY 2020	CY 2021
Number of existing businesses receiving support	1,161	1,276	1,322	1,315
Number of Business Services Team leads that lead to an expansion of existing businesses	77	69	66	95
Number of businesses receiving export assistance	592	614	633	629
Total U.S. dollar amount of exports by assisted companies	\$957,835,597	\$1,078,097,288	\$1,143,464,232	\$1,179,438,360
For tourism and marketing:	CY2018	CY 2019	CY 2020	CY 2021
Number of consumer inquiries about travel to North Carolina	6,829,940	7,543,335	5,870,490	5,314,212
Total U.S. dollar amount of spending by visitors while in North Carolina	\$23,987,970,000	\$25,320,210,000	\$26,773,350,000	\$19,959,290,000
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina	\$1,966,180,000	\$2,058,990,000	\$2,162,890.000	\$1,814,560,000

Over the past year, the leadership of the Department and the EDPNC have worked to strengthen relationships and enhance communications in an effort to improve collaboration between both organizations.

The EDPNC received significant funding from the NC General Assembly in the most recent budget including \$60 million for business and tourism marketing, \$1.5 million for a rural tourism recovery pilot program, \$50,000 for marketing and branding Eastern NC, \$125,000 for two new business counselors and \$1 million in recurring funds for the contract.

The Department will work closely with the EDPNC to make sure these new investments and its ongoing programs are implemented in a way that is consistent with the state's new strategic economic development plan, [First in Talent](#).



January 28, 2022

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

Dear Secretary Sanders,

The Economic Development Partnership of North Carolina respectfully submits herein its annual report for 2021.

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

In 2021, despite the continued impacts of the Covid-19 pandemic, the EDPNC and our state and local partners successfully competed for 174 new corporate facility and expansion projects. Combined these announcements are expected to create 23,748 new jobs and over \$10 billion in new investment. The announced investment was the state's largest in any year on record, easily eclipsing 2020's historical level of inbound capital investment.

Just as importantly, announced recruitment and expansion projects spanned the diverse geography of our state, touching urban, suburban, and rural areas alike. Among other projects, North Carolina was fortunate to land multiple transformational investments in 2021. Apple announced plans for a 3,000-job, \$1 billion campus and engineering hub in Research Triangle Park in Wake County; Red Bull, Ball and Rauch are investing over \$1.1 billion with plans to hire 633 at a new beverage manufacturing campus in Cabarrus County; and Toyota Motor North America selected the Greensboro-Randolph County Megasite for a new \$1.29 billion, 1,750-job automotive battery manufacturing plant, it's first in North America.

Beyond these headline-grabbing projects supported by our Business Recruitment and Existing Industry groups, the EDPNC's other divisions contributed in their own ways to North Carolina's continued recovery from the pandemic:



- Our VisitNC tourism marketing team launched its “Get Back To A Better Place” advertising campaign, designed to engage would-be visitors cautiously resuming leisure travel plans after the first year of the global pandemic. Tourism spending indicators throughout the year suggest that though not yet back to the record levels set in 2019, visitor expenditures in the state during 2021 will represent a significant rebound from 2020.
- Our Existing Industry team provided support to 201 minority-owned and women-owned businesses across the state. These businesses were among the most affected by the pandemic, and our efforts centered on helping these firms understand available resources and programs to aid them in maintaining or growing their operations.
- Our International Trade team, which assists small and midsized manufacturers enter new markets around the world, helped 629 North Carolina businesses expand their customer base overseas. This was despite persistent challenges affecting international commerce, including continued travel restrictions.
- Our Small Business Advisory team provided technical assistance to more than 6,000 individuals and small businesses in the restaurant, retail, and hospitality sectors, given the pandemic’s disproportionate impacts on these industries.
- Our Marketing & Research team commenced the first phase of its “All in North Carolina” business marketing campaign, aimed at touting the state’s advantages not only to growing and relocating businesses, but also to technology and professional workers newly mobile thanks to the rise in remote work arrangements. This effort, bolstered by a state budget appropriation of \$30 million over the next three years, will generate even more business recruitment opportunities for the state, along with potentially attracting new human capital to move to North Carolina.

As you continue to say – and as we firmly believe – economic development in North Carolina is a team sport. The strength of the team effort that you have led this past year, and of which EDPNC is privileged to be a part, helped our state make great strides in the ongoing recovery led by Governor Cooper and including the North Carolina Department of Commerce, the General Assembly and regional and local economic development organizations.

Sincerely,

Gene McLaurin
EDPNC Board Chairman


Christopher Chung
EDPNC Chief Executive Officer

PERFORMANCE RESULTS

Performance results by function are included in the tables appended to the end of this report. Where applicable, results are broken down by county, tier, and Prosperity Zone. All figures represent 2021 results except for visitor spending and tax revenues in Appendix C, which represent 2020 results due to a lag in data availability. Visitor spending and tax revenues for 2021 will be available in late Spring of 2022.

SALARIES AND COMPENSATION

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

In addition to their salaries, EDPNC employees can receive performance-based compensation based on divisional and individual performance during a full calendar year. The plan enables the EDPNC to pay an employee performance-based compensation ranging from zero to up to 18.75 percent of his or her gross annual salary.

The EDPNC's executive leadership and board of directors crafted the plan to increase employee accountability and reward strong performance, particularly for achievements that increase economic development in the state's rural and low-income areas. All full-time employees and regular part-time employees are eligible to participate in the plan, which is funded by EDPNC's private funds.

Under the performance-based compensation plan, each EDPNC business unit is allotted a portion of an organization-wide compensation pool, based on the unit's overall performance relative to certain key performance indicators (KPIs). Business unit employees are eligible for compensation out of the department's allotment. Wherever applicable, the performance metrics determining an employee's performance-based compensation assign a weight to work that creates announced jobs and capital investment in Tier 1 and Tier 2 counties.

Encouraged by a 2019 report completed by the Program Evaluation Division of the NC General Assembly, the EDPNC board of directors commissioned an outside firm to assess EDPNC's compensation and benefits relative to market, and to review EDPNC's performance-based compensation plan. A committee of the board reviewed findings of the report and worked with EDPNC's executive leadership and human resources personnel to revise the organization's compensation model, including a reduction in performance-based compensation eligibility, capped at 6.25%, for non-sales positions. The revised plan went into effect beginning January 2021.

The table below lists EDPNC positions and salaries as of Dec. 31, 2021.

Job Title	Salary	From Public Funds	From Private Funds
Accounting Manager	\$ 73,069.25	\$ 73,069.25	
Business Development Coordinator	\$ 35,256.00	\$ 35,256.00	
Business Development Manager	\$ 85,000.00	\$ 85,000.00	
Business Development Manager	\$ 85,000.00	\$ 85,000.00	
Business Recruitment Coordinator	\$ 57,008.92	\$ 57,008.92	
Business Recruitment Manager	\$ 88,860.00	\$ 88,860.00	
Business Recruitment Manager	\$ 75,000.00	\$ 75,000.00	
Business Recruitment Manager	\$ 73,000.00	\$ 73,000.00	
Business Recruitment Manager	\$ 81,751.32	\$ 81,751.32	
Business Recruitment Manager	\$ 78,000.00	\$ 78,000.00	
Chief Executive Officer	\$ 268,662.00	\$ 120,000.00	\$ 148,662.00
Chief Operating Officer	\$ 150,000.00	\$ 120,000.00	\$ 30,000.00
Department Operations Manager	\$ 70,000.00	\$ 70,000.00	
Digital Marketing Specialist	\$ 53,946.70	\$ 53,946.70	
Director of Business Development	\$ 118,000.00	\$ 118,000.00	
Director of Business Recruitment	\$ 109,000.00	\$ 109,000.00	
Director of Finance	\$ 117,259.18	\$ 117,259.18	
Director of International Trade	\$ 101,944.04	\$ 101,944.04	
Director of Investor Relations	\$ 80,000.00	\$ 80,000.00	
Director of Tourism Public Relations	\$ 83,500.08	\$ 83,500.08	
Director of Existing Industry Expansions	\$ 91,184.00	\$ 91,184.00	
Director of Tourism Partner & Trade Relations	\$ 103,575.82	\$ 103,575.82	
Director of Tourism Research	\$ 92,000.00	\$ 92,000.00	
Film Commissioner	\$ 89,225.82	\$ 89,225.82	
Grant Manager	\$ 58,944.00	\$ 58,944.00	
HR Manager	\$ 67,849.00	\$ 67,849.00	
International Trade Manager	\$ 73,001.52	\$ 73,001.52	
International Trade Manager	\$ 78,109.00	\$ 78,109.00	
Office Manager	\$ 54,492.90	\$ 54,492.90	
Existing Industry Expansions Manager	\$ 77,091.91	\$ 77,091.91	

Existing Industry Expansions Manager	\$ 74,779.16	\$ 74,779.16	
Existing Industry Expansions Manager	\$ 71,695.48	\$ 71,695.48	
Existing Industry Expansions Manager	\$ 77,091.91	\$ 77,091.91	
Existing Industry Expansions Manager	\$ 75,550.07	\$ 75,550.07	
Existing Industry Expansions Manager	\$ 70,924.56	\$ 70,924.56	
Existing Industry Expansions Manager	\$ 75,550.07	\$ 75,550.07	
Research Analyst	\$ 65,000.00	\$ 65,000.00	
Salesforce Administrator	\$ 95,018.00	\$ 95,018.00	
Senior Business Development Manager	\$ 94,655.00	\$ 94,655.00	
Senior Business Recruitment Manager	\$ 88,860.00	\$ 88,860.00	
Senior Business Recruitment Manager	\$ 96,493.00	\$ 96,493.00	
Senior Graphic Designer	\$ 61,632.00	\$ 61,632.00	
Senior International Trade Manager	\$ 90,168.89	\$ 90,168.89	
Senior International Trade Manager	\$ 86,667.18	\$ 86,667.18	
Senior Marketing Events Manager	\$ 84,111.86	\$ 84,111.86	
Senior Marketing Manager	\$ 85,000.00	\$ 85,000.00	
Senior Research Analyst	\$ 74,642.88	\$ 74,642.88	
Senior Small Business Advisor	\$ 60,251.86	\$ 60,251.86	
Small Business Advisor	\$ 45,803.00	\$ 45,803.00	
Small Business Advisor	\$ 54,963.60	\$ 54,963.60	
Small Business Advisor	\$ 45,803.00	\$ 45,803.00	
Staff Accountant	\$ 56,860.00	\$ 56,860.00	
Tourism Communications Specialist	\$ 60,000.00	\$ 60,000.00	
Tourism Industry Relations Specialist	\$ 62,885.00	\$ 62,885.00	
Tourism Marketing Project Manager	\$ 29,880.00	\$ 29,880.00	
Tourism Marketing Specialist	\$ 55,606.00	\$ 55,606.00	
Tourism Partner Relations Specialist	\$ 62,000.00	\$ 62,000.00	
VP, Business Recruitment	\$ 125,000.00	\$ 120,000.00	\$ 5,000.00
VP, Global Business Services	\$ 121,500.00	\$ 120,000.00	\$ 1,500.00
VP, Marketing & Research	\$ 120,000.00	\$ 120,000.00	
VP, Tourism	\$ 121,500.00	\$ 120,000.00	\$ 1,500.00

FY2020-2021 FINANCIALS

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

In fiscal year 2021, running from July 1, 2020, through June 30, 2021, the partnership received \$39,889,001 in total revenue and had expenses totaling \$38,530,372. The EDPNC's funding sources for FY 2021 included the state of North Carolina contract (\$18,835,966 in state funding); state payments from federal COVID relief funds to support tourism and business marketing and other federal grant revenues (\$18,430,264); private fundraising revenue (\$1,183,627); and other revenues (\$340,544). Itemized expenses for the year included personnel (\$6,843,259); advertising and promotion (\$27,977,077); professional fees, including contracts with foreign trade offices (\$1,785,894); travel and hospitality (\$115,302); facilities and utilities (\$754,228); information technology (\$292,020); and other general office expenses (\$225,253).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2021, has been provided to the Joint Legislative Economic Development and Global Engagement Oversight Committee, the NC Department of Commerce, and the Fiscal Research Division of the North Carolina General Assembly.

FUNDRAISING

Despite a challenging fundraising landscape due to continued effects of the pandemic, fifty-eight companies, organizations and individuals invested in the EDPNC in calendar year 2021, supporting key efforts to market the state for business relocations and expansions, tourism and film productions.

The EDPNC raises non-state investment to supplement its state funding. During the seventh year of the contract with the Department of Commerce, running from Jan. 1, 2021 through Dec. 31, 2021, the EDPNC raised \$1,397,655 in non-state funds and in-kind donations.

2021 Investors - Cash Received 1/1/21 - 12/31/21

Organization or Individual Name	Investment
Alex Lee, Inc.	\$10,000.00
Allen Tate Relocation & Corporate Services	\$5,000.00
Alliance Consulting Engineers	\$10,000.00
ARCO Build/Design	\$10,000.00
AT&T, Inc.	\$5,000.00
Bank of America Corporation	\$50,000.00
Bell Partners, Inc.	\$30,000.00
BHDP	\$10,000.00
Biltmore Farms, LLC	\$25,000.00
Capital Management Group of the Carolinas	\$2,000.00
Carroll Industrial Development	\$5,000.00
Clancy & Theys Construction Company	\$5,000.00
Crescent Communities	\$10,000.00
Curi	\$15,000.00
Dominion Energy	\$75,000.00
Duke Energy Corporation	\$265,000.00
ECS Southeast	\$10,000.00
Edifice Inc.	\$10,000.00
ElectriCities of North Carolina	\$50,000.00
First National Bank	\$10,000.00
Flow Lexus	\$25,000.00
Gilbane Building Company	\$5,500.00
Gray Construction	\$10,000.00
Gulf and Ohio Railways Inc	\$10,000.00
Jeffrey & Linda Turner Charitable Fund	\$5,000.00
Joan Higginbotham	\$959.00
Joseph M. Bryan Foundation	\$25,000.00
Kane Realty Corp	\$12,000.00
Kilpatrick Townsend & Stockton LLP	\$15,000.00
Larry McAdams	\$1,250.00
Lee-Moore Capital Company	\$5,000.00
Lincoln Harris	\$7,500.00
Lowe's Companies, Inc.	\$10,000.00
Martin Marietta	\$100,000.00
NC REALTORS ®	\$50,000.00
Nexsen Pruet	\$10,000.00
North Carolina's Electric Cooperative	\$40,000.00

North Carolina Railroad Company	\$50,000.00
Northwood Office	\$25,000.00
Outer Banks Visitor Center	\$1,500.00
Parker Poe Adams & Bernstein LLP	\$7,500.00
Pinnacle Financial Partners	\$25,000.00
PNC Financial Services Group	\$10,000.00
Poettker Construction Co	\$10,000.00
Preston Development Company	\$10,000.00
Red Hat Inc	\$100,000.00
Research Triangle Foundation	\$56,000.00
Robinson Bradshaw	\$47,446.00
Samet Corporation	\$10,000.00
Shelco, LLC	\$10,000.00
SK Strategies, LLC	\$1,000.00
Southern Industrial Constructors	\$5,000.00
Steelfab Inc	\$20,000.00
Truist Financial Corp	\$15,000.00
Walbridge	\$10,000.00
Wilkinson ERA Real Estate	\$5,000.00
Womble Bond Dickinson	\$25,000.00
Z.V. Pate	\$10,000.00
TOTAL	\$1,397,655.00

APPENDIX A: BUSINESS RECRUITMENT AND EXPANSION PERFORMANCE RESULTS**Announced Jobs and Capital Investment by County**

COUNTY	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Alamance	2	146	\$ 67,978,433	1	56	\$ 5,054,272.00	1	90	\$ 62,924,161
Alexander	2	20	\$ 1,921,396	-	-	\$ -	2	20	\$ 1,921,396
Alleghany	-	-	\$ -	-	-	\$ -	-	-	\$ -
Anson	-	-	\$ -	-	-	\$ -	-	-	\$ -
Ashe	-	-	\$ -	-	-	\$ -	-	-	\$ -
Avery	-	-	\$ -	-	-	\$ -	-	-	\$ -
Beaufort	-	-	\$ -	-	-	\$ -	-	-	\$ -
Bertie	-	-	\$ -	-	-	\$ -	-	-	\$ -
Bladen	1	25	\$ 3,000,000	-	-	\$ -	1	25	\$ 3,000,000
Brunswick	1	125	\$ 9,375,000	1	125	\$ 9,375,000	-	-	\$ -
Buncombe	2	81	\$ 7,250,000	-	-	\$ -	2	81	\$ 7,250,000
Burke	6	307	\$ 32,843,907	1	48	\$ 4,400,000	5	259	\$ 28,443,907
Cabarrus	2	1,355	\$ 1,270,847,400	2	1,355	\$ 1,270,847,400	-	-	\$ -
Caldwell	1	50	\$ 10,000,000	-	-	\$ -	1	50	\$ 10,000,000
Camden	-	-	\$ -	-	-	\$ -	-	-	\$ -
Carteret	-	-	\$ -	-	-	\$ -	-	-	\$ -
Caswell	-	-	\$ -	-	-	\$ -	-	-	\$ -
Catawba	8	755	\$ 261,868,115	2	273	\$ 146,000,000	6	482	\$ 115,868,115
Chatham	1	192	\$ 7,250,000	1	192	\$ 7,250,000	-	-	\$ -
Cherokee	-	-	\$ -	-	-	\$ -	-	-	\$ -
Chowan	-	-	\$ -	-	-	\$ -	-	-	\$ -
Clay	-	-	\$ -	-	-	\$ -	-	-	\$ -
Cleveland	4	168	\$ 22,636,000	1	130	\$ 20,950,000	3	38	\$ 1,686,000

Columbus	4	74	\$ 6,485,740	4	74	\$ 6,485,740	-	-	\$ -
Craven	4	576	\$ 44,423,075	1	500	\$ 24,300,000	3	76	\$ 20,123,075
Cumberland	1	150	\$ 154,557	-	-	\$ -	1	150	\$ 154,557
Currituck	-	-	\$ -	-	-	\$ -	-	-	\$ -
Dare	-	-	\$ -	-	-	\$ -	-	-	\$ -
Davidson	3	146	\$ 92,072,888	-	-	\$ -	3	146	\$ 92,072,888
Davie	4	217	\$ 59,800,000	2	147	\$ 49,000,000	2	70	\$ 10,800,000
Duplin	3	114	\$ 6,562,094	-	-	\$ -	3	114	\$ 6,562,094
Durham	5	942	\$ 586,740,920	4	852	\$ 386,740,920	1	90	\$ 200,000,000
Edgecombe	1	20	\$ 3,300,000	-	-	\$ -	1	20	\$ 3,300,000
Forsyth	4	373	\$ 241,500,000	3	279	\$ 46,000,000	1	94	\$ 195,500,000
Franklin	1	20	\$ 5,200,000	-	-	\$ -	1	20	\$ 5,200,000
Gaston	5	250	\$ 165,646,849	3	199	\$ 154,660,000	2	51	\$ 10,986,849
Gates	-	-	\$ -	-	-	\$ -	-	-	\$ -
Graham	-	-	\$ -	-	-	\$ -	-	-	\$ -
Granville	2	525	\$ 10,409,400	2	525	\$ 10,409,400	-	-	\$ -
Greene	2	87	\$ 6,350,000	1	70	\$ 5,100,000	1	17	\$ 1,250,000
Guilford	7	435	\$ 292,981,136	2	116	\$ 127,096,800	5	319	\$ 165,884,336
Halifax	1	137	\$ 200,000,000	1	137	\$ 200,000,000	-	-	\$ -
Harnett	-	-	\$ -	-	-	\$ -	-	-	\$ -
Haywood	1	59	\$ 17,000,000	-	-	\$ -	1	59	\$ 17,000,000
Henderson	-	-	\$ -	-	-	\$ -	-	-	\$ -
Hertford	2	24	\$ 31,000,000	-	-	\$ -	2	24	\$ 31,000,000
Hoke	-	-	\$ -	-	-	\$ -	-	-	\$ -
Hyde	-	-	\$ -	-	-	\$ -	-	-	\$ -
Iredell	6	702	\$ 119,108,494	1	52	\$ 4,173,041	5	650	\$ 114,935,453
Jackson	-	-	\$ -	-	-	\$ -	-	-	\$ -
Johnston	4	598	\$ 195,830,000	2	515	\$ 106,750,000	2	83	\$ 89,080,000
Jones	-	-	\$ -	-	-	\$ -	-	-	\$ -

Lee	2	340	\$ 214,500,000	2	340	\$ 214,500,000	-	-	\$ -
Lenoir	5	1,075	\$ 114,539,858	1	110	\$ 28,000,000	4	965	\$ 86,539,858
Lincoln	3	234	\$ 16,170,000	1	153	\$ 7,645,000	2	81	\$ 8,525,000
Macon	1	128	\$ 42,000,000	-	-	\$ -	1	128	\$ 42,000,000
Madison	-	-	\$ -	-	-	\$ -	-	-	\$ -
Martin	1	23	\$ 3,375,000	-	-	\$ -	1	23	\$ 3,375,000
McDowell	2	35	\$ 1,395,000	1	25	\$ 850,000	1	10	\$ 545,000
Mecklenburg	9	2,010	\$ 175,278,562	8	1,853	\$ 92,513,562	1	157	\$ 82,765,000
Mitchell	1	10	\$ 3,550,356	-	-	\$ -	1	10	\$ 3,550,356
Montgomery	-	-	\$ -	-	-	\$ -	-	-	\$ -
Moore	1	18	\$ 2,344,519	1	18	\$ 2,344,519	-	-	\$ -
Nash	3	249	\$ 29,045,000	2	176	\$ 20,100,000	1	73	\$ 8,945,000
New Hanover	1	104	\$ 4,900,000	-	-	\$ -	1	104	\$ 4,900,000
Northampton	-	-	\$ -	-	-	\$ -	-	-	\$ -
Onslow	-	-	\$ -	-	-	\$ -	-	-	\$ -
Orange	-	-	\$ -	-	-	\$ -	-	-	\$ -
Pamlico	-	-	\$ -	-	-	\$ -	-	-	\$ -
Pasquotank	-	-	\$ -	-	-	\$ -	-	-	\$ -
Pender	1	48	\$ 26,068,000	-	-	\$ -	1	48	\$ 26,068,000
Perquimans	-	-	\$ -	-	-	\$ -	-	-	\$ -
Person	2	335	\$ 62,905,301	1	35	\$ 1,250,000	1	300	\$ 61,655,301
Pitt	3	892	\$ 156,210,000	-	-	\$ -	3	892	\$ 156,210,000
Polk	1	10	\$ 3,075,000	1	10	\$ 3,075,000	-	-	\$ -
Randolph	2	1,770	\$ 1,290,488,630	2	1,770	\$ 1,290,488,630	-	-	\$ -
Richmond	-	-	\$ -	-	-	\$ -	-	-	\$ -
Robeson	6	536	\$ 55,864,094	4	496	\$ 18,026,094	2	40	\$ 37,838,000
Rockingham	1	15	\$ 1,317,570	1	15	\$ 1,317,570	-	-	\$ -
Rowan	1	75	\$ 28,562,493	-	-	\$ -	1	75	\$ 28,562,493
Rutherford	2	66	\$ 5,540,000	-	-	\$ -	2	66	\$ 5,540,000

Sampson	1	160	\$ 316,215	1	160	\$ 316,215	-	-	\$ -
Scotland	1	43	\$ 6,050,010	1	43	\$ 6,050,010	-	-	\$ -
Stanly	5	168	\$ 29,125,000	2	103	\$ 12,475,000	3	65	\$ 16,650,000
Stokes	-	-	\$ -	-	-	\$ -	-	-	\$ -
Surry	2	135	\$ 11,778,941	-	-	\$ -	2	135	\$ 11,778,941
Swain	-	-	\$ -	-	-	\$ -	-	-	\$ -
Transylvania	1	74	\$ 15,800,000	-	-	\$ -	1	74	\$ 15,800,000
Tyrrell	-	-	\$ -	-	-	\$ -	-	-	\$ -
Union	1	185	\$ 74,018,800	-	-	\$ -	1	185	\$ 74,018,800
Vance	1	25	\$ 4,000,000	-	-	\$ -	1	25	\$ 4,000,000
Wake	15	5,685	\$ 3,751,464,000	14	5,660	\$ 3,741,964,000	1	25	\$ 9,500,000
Warren	2	230	\$ 84,000,000	-	-	\$ -	2	230	\$ 84,000,000
Washington	-	-	\$ -	-	-	\$ -	-	-	\$ -
Watauga	1	31	\$ 1,126,160	-	-	\$ -	1	31	\$ 1,126,160
Wayne	3	182	\$ 12,535,169	2	86	\$ 12,135,169	1	96	\$ 400,000
Wilkes	-	-	\$ -	-	-	\$ -	-	-	\$ -
Wilson	2	168	\$ 7,690,000	1	135	\$ 6,700,000	1	33	\$ 990,000
Yadkin	-	-	\$ -	-	-	\$ -	-	-	\$ -
Yancey	1	16	\$ 455,573	-	-	\$ -	1	16	\$ 455,573
Total	174	23,748	\$ 10,015,024,655	81	16,833	\$ 8,044,343,342	93	6,915	\$1,970,681,313.00

Announced Jobs and Capital Investment by Tier

TIER	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Tier 1	60	5,803	\$ 1,971,128,089	23	3,450	\$ 1,620,069,428	37	2,353	\$ 351,058,661
Tier 2	62	5,733	\$ 1,756,774,711	23	2,723	\$ 800,970,472	39	3,010	\$ 955,804,239
Tier 3	52	12,212	\$ 6,287,121,855	35	10,660	\$ 5,623,303,442	17	1,552	\$ 663,818,413
Total	174	23,748	\$ 10,015,024,655	81	16,833	\$ 8,044,343,342	93	6,915	\$ 1,970,681,313

Announced Jobs and Capital Investment by Prosperity Zone

Prosperity Zone	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)	Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
Western	8	418	\$ 90,665,000	1	10	\$ 3,075,000	7	408	\$ 87,590,000
Northwest	22	1,224	\$ 313,160,507	4	346	\$ 151,250,000	18	878	\$ 161,910,507
Southwest	36	5,147	\$ 1,901,393,598	18	3,845	\$ 1,563,264,003	18	1,302	\$ 338,129,595
Piedmont-Triad (Central)	25	3,237	\$ 2,057,917,598	11	2,383	\$ 1,518,957,272	14	854	\$ 538,960,326
North Central	41	9,329	\$ 4,962,334,621	29	8,430	\$ 4,495,664,320	12	899	\$ 466,670,301
Sandhills (South Central)	15	1,006	\$ 74,215,135	11	791	\$ 33,222,578	4	215	\$ 40,992,557
Southeast	20	2,311	\$ 224,753,196	6	891	\$ 78,910,169	14	1,420	\$ 145,843,027
Northeast	7	1,076	\$ 390,585,000	1	137	\$ 200,000,000	6	939	\$ 190,585,000
Total	174	23,748	\$ 10,015,024,655	81	16,833	\$ 8,044,343,342	93	6,915	1,970,681,313

Foreign Direct Investment by Tier

TIER	Investment Announced
Tier 1	\$ 1,381,802,575
Tier 2	\$ 393,225,271
Tier 3	\$ 2,422,631,132
Total	\$ 4,197,658,978

Foreign Direct Investment by Prosperity Zone

Prosperity Zone	Investment Announced
Western	\$ 15,800,000
Northwest	\$ 16,676,516
Southwest	\$ 263,964,056
Piedmont-Triad (Central)	\$ 1,440,924,161
North Central	\$ 2,423,460,000
Sandhills (South Central)	\$ 2,499,076
Southeast	\$ 34,335,169
Northeast	\$ -
Total	\$ 4,197,658,978

Number of Business Inquiries

During 2021, the EDPNC received 559,105 inquiries for business relocation, investment, and expansion as measured by web traffic.

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE RESULTS

Number of Existing Companies Supported by County

County	Number of Companies Supported		County	Number of Companies Supported		County	Number of Companies Supported		County	Number of Companies Supported
Alamance	16		Cumberland	65		Johnston	9		Randolph	19
Alexander	6		Currituck	1		Jones	3		Richmond	11
Alleghany	4		Dare	6		Lee	5		Robeson	18
Anson	10		Davidson	31		Lenoir	14		Rockingham	6
Ashe	10		Davie	6		Lincoln	8		Rowan	23
Avery	5		Duplin	22		Macon	7		Rutherford	14
Beaufort	18		Durham	15		Madison	7		Sampson	18
Bertie	7		Edgecombe	9		Martin	9		Scotland	11
Bladen	10		Forsyth	20		McDowell	12		Stanly	8
Brunswick	13		Franklin	1		Mecklenburg	54		Stokes	5
Buncombe	58		Gaston	10		Mitchell	17		Surry	5
Burke	28		Gates	2		Montgomery	14		Swain	4
Cabarrus	15		Graham	8		Moore	19		Transylvania	5
Caldwell	12		Granville	10		Nash	14		Tyrrell	1
Camden	1		Greene	9		New Hanover	33		Union	9
Carteret	9		Guilford	51		Northampton	3		Vance	9
Caswell	2		Halifax	7		Onslow	11		Wake	62
Catawba	35		Harnett	7		Orange	7		Warren	4
Chatham	5		Haywood	9		Pamlico	2		Washington	2
Cherokee	9		Henderson	29		Pasquotank	10		Watauga	10
Chowan	9		Hertford	8		Pender	9		Wayne	27
Clay	4		Hoke	9		Perquimans	2		Wilkes	8
Cleveland	12		Hyde	2		Person	6		Wilson	10
Columbus	8		Iredell	30		Pitt	40		Yadkin	3
Craven	13		Jackson	9		Polk	5		Yancey	8
									Total	1,315

Number of Existing Companies Supported by Tier

Tier	Number of Companies Supported
Tier 1	472
Tier 2	441
Tier 3	402
Total	1,315

Number of Existing Companies Supported by Prosperity Zone

Prosperity Zone	Number of Companies Supported
Western	168
Northwest	155
Southwest	179
Piedmont-Triad (Central)	163
North Central	174
Sandhills (South Central)	183
Southeast	165
Northeast	128
Total	1,315

Number of Business Inquiries

During 2021, 95 Global Business Services leads resulted in a company expansion.

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

County	Number of Companies Supported	Export Value (USD)	County	Number of Companies Supported	Export Value (USD)	County	Number of Companies Supported	Export Value (USD)
Alamance	14	\$17,294,297	Cumberland	17	\$80,000	Johnston	1	\$0
Alexander	3	\$0	Currituck	0	\$0	Jones	0	\$0
Alleghany	3	\$0	Dare	0	\$0	Lee	4	\$290,308,556
Anson	1	\$0	Davidson	8	\$22,145,287	Lenoir	3	\$0
Ashe	1	\$0	Davie	1	\$0	Lincoln	1	\$0
Avery	0	\$0	Duplin	2	\$0	Macon	2	\$0
Beaufort	8	\$0	Durham	17	\$7,000,000	Madison	1	\$112,000
Bertie	1	\$0	Edgecombe	3	\$0	Martin	3	\$0
Bladen	1	\$13,755,000	Forsyth	14	\$636,000	McDowell	4	\$24,000,000
Brunswick	5	\$2,350,000	Franklin	1	\$0	Mecklenburg	67	\$77,610,530
Buncombe	19	\$987,000	Gaston	11	\$12,892,409	Mitchell	3	\$0
Burke	7	\$0	Gates	0	\$0	Montgomery	6	\$0
Cabarrus	8	\$1,673,732	Graham	0	\$0	Moore	12	\$500,000
Caldwell	8	\$41,000,000	Granville	3	\$8,000,000	Nash	9	\$0
Camden	0	\$0	Greene	7	\$0	New Hanover	21	\$41,596,500
Carteret	3	\$0	Guilford	58	\$301,367,860	Northampton	0	\$0
Caswell	1	\$0	Halifax	3	\$0	Onslow	2	\$0
Catawba	22	\$101,150,000	Harnett	3	\$0	Orange	8	\$3,791,941
Chatham	2	\$7,500	Haywood	4	\$3,975,000	Pamlico	1	\$0
Cherokee	2	\$0	Henderson	20	\$10,800,000	Pasquotank	3	\$0
Chowan	4	\$0	Hertford	1	\$0	Pender	3	\$0
Clay	0	\$0	Hoke	1	\$0	Perquimans	0	\$0
Cleveland	6	\$0	Hyde	0	\$0	Person	2	\$75,000
Columbus	2	\$5,000	Iredell	16	\$8,521,000	Pitt	14	\$24,500,000
Craven	2	\$0	Jackson	0	\$0	Polk	2	\$0

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County	Number of Companies Supported	Export Value (USD)
Randolph	18	\$12,600
Richmond	2	\$3,847,355
Robeson	2	\$0
Rockingham	4	\$4,600,000
Rowan	4	\$10,500,000
Rutherford	5	\$0
Sampson	0	\$0
Scotland	3	\$5,069
Stanly	1	\$0
Stokes	0	\$0
Surry	2	\$5,942,724
Swain	1	\$0
Transylvania	1	\$0
Tyrrell	0	\$0
Union	5	\$0
Vance	0	\$0
Wake	81	\$138,366,000
Warren	0	\$0
Washington	1	\$0
Watauga	5	\$30,000
Wayne	4	\$0
Wilkes	1	\$0
Wilson	4	\$0
Yadkin	0	\$0
Yancey	0	\$0
Total	629	\$ 1,179,438,360

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

Tier	Number of Companies Supported	Export Value (USD)
Tier 1	135	\$ 73,805,024
Tier 2	239	\$ 857,332,633
Tier 3	255	\$ 248,300,703
Total	629	\$ 1,179,438,360

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

Prosperity Zone	Number of Companies Supported	Export Value (USD)
Western	57	\$ 47,193,759
Northwest	57	\$ 86,530,460
Southwest	121	\$ 156,311,321
Piedmont-Triad (Central)	119	\$ 361,000,088
North Central	139	\$ 398,099,341
Sandhills (South Central)	46	\$ 10,150,873
Southeast	53	\$ 71,517,090
Northeast	37	\$ 12,661,300
Total	629	\$ 1,143,464,232

APPENDIX C: TOURISM & MARKETING PERFORMANCE RESULTS

CY2020 Visitor Spending and State and Local Tax Revenue by County

County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)		County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)		County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Alamance	\$ 145.99	\$ 12.44		Cumberland	\$ 449.85	\$ 37.87		Johnston	\$ 181.87	\$ 17.00
Alexander	\$ 21.73	\$ 2.08		Currituck	\$ 375.40	\$ 30.38		Jones	\$ 4.53	\$ 0.41
Alleghany	\$ 35.73	\$ 3.39		Dare	\$ 1,409.82	\$ 123.36		Lee	\$ 69.05	\$ 5.84
Anson	\$ 15.85	\$ 1.40		Davidson	\$ 147.06	\$ 13.67		Lenoir	\$ 77.41	\$ 6.35
Ashe	\$ 82.15	\$ 7.57		Davie	\$ 29.04	\$ 2.40		Lincoln	\$ 55.13	\$ 5.06
Avery	\$ 164.02	\$ 13.88		Duplin	\$ 31.99	\$ 3.08		Macon	\$ 70.51	\$ 6.00
Beaufort	\$ 74.84	\$ 8.22		Durham	\$ 548.69	\$ 49.84		Madison	\$ 230.07	\$ 24.54
Bertie	\$ 12.39	\$ 1.39		Edgecombe	\$ 52.82	\$ 4.15		Martin	\$ 47.97	\$ 4.43
Bladen	\$ 36.90	\$ 3.32		Forsyth	\$ 527.31	\$ 48.20		McDowell	\$ 23.58	\$ 2.03
Brunswick	\$ 731.16	\$ 63.28		Franklin	\$ 27.29	\$ 2.14		Mecklenburg	\$ 2,805.02	\$ 243.11
Buncombe	\$ 1,459.33	\$ 152.23		Gaston	\$ 201.47	\$ 17.17		Mitchell	\$ 29.35	\$ 2.37
Burke	\$ 82.57	\$ 7.32		Gates	\$ 5.10	\$ 0.52		Montgomery	\$ 41.68	\$ 4.90
Cabarrus	\$ 287.51	\$ 24.98		Graham	\$ 33.44	\$ 3.22		Moore	\$ 395.97	\$ 36.20
Caldwell	\$ 51.62	\$ 4.52		Granville	\$ 39.42	\$ 3.57		Nash	\$ 216.57	\$ 19.07
Camden	\$ 2.61	\$ 0.27		Greene	\$ 8.55	\$ 0.77		New Hanover	\$ 598.02	\$ 51.44
Carteret	\$ 487.27	\$ 43.34		Guilford	\$ 849.53	\$ 70.82		Northampton	\$ 21.56	\$ 2.24
Caswell	\$ 10.31	\$ 1.12		Halifax	\$ 85.87	\$ 7.29		Onslow	\$ 246.65	\$ 21.68
Catawba	\$ 220.45	\$ 19.98		Harnett	\$ 73.18	\$ 6.36		Orange	\$ 128.40	\$ 11.67
Chatham	\$ 48.09	\$ 4.62		Haywood	\$ 217.13	\$ 18.88		Pamlico	\$ 23.34	\$ 2.74
Cherokee	\$ 71.16	\$ 6.09		Henderson	\$ 253.73	\$ 23.51		Pasquotank	\$ 56.20	\$ 4.79
Chowan	\$ 19.08	\$ 2.10		Hertford	\$ 25.43	\$ 2.18		Pender	\$ 131.85	\$ 13.21
Clay	\$ 25.51	\$ 2.66		Hoke	\$ 11.19	\$ 0.89		Perquimans	\$ 11.52	\$ 1.56
Cleveland	\$ 107.16	\$ 8.36		Hyde	\$ 37.67	\$ 3.51		Person	\$ 35.16	\$ 2.91
Columbus	\$ 46.93	\$ 4.22		Iredell	\$ 220.17	\$ 19.55		Pitt	\$ 181.19	\$ 15.11
Craven	\$ 114.89	\$ 9.80		Jackson	\$ 292.68	\$ 23.85		Polk	\$ 43.61	\$ 3.72

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County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Randolph	\$ 104.31	\$ 9.47
Richmond	\$ 39.36	\$ 3.22
Robeson	\$ 121.62	\$ 10.46
Rockingham	\$ 60.65	\$ 5.24
Rowan	\$ 139.94	\$ 13.14
Rutherford	\$ 204.34	\$ 18.15
Sampson	\$ 41.92	\$ 3.97
Scotland	\$ 40.12	\$ 3.20
Stanly	\$ 64.25	\$ 6.06
Stokes	\$ 31.18	\$ 2.87
Surry	\$ 94.21	\$ 7.99
Swain	\$ 226.30	\$ 18.96
Transylvania	\$ 131.31	\$ 10.80
Tyrrell	\$ 4.79	\$ 0.55
Union	\$ 117.56	\$ 9.59
Vance	\$ 44.06	\$ 3.89
Wake	\$ 1,676.15	\$ 186.20
Warren	\$ 49.61	\$ 4.92
Washington	\$ 12.46	\$ 1.17
Watauga	\$ 320.88	\$ 26.43
Wayne	\$ 141.80	\$ 11.71
Wilkes	\$ 73.96	\$ 6.00
Wilson	\$ 99.98	\$ 8.33
Yadkin	\$ 29.81	\$ 2.58
Yancey	\$ 53.47	\$ 5.50
Total	\$ 19,959.29	\$ 1,814.56

CY2020 Visitor Spending and State and Local Tax Revenue by Tier

Tier	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Tier 1	\$ 3,047.44	\$ 266.16
Tier 2	\$ 6,330.75	\$ 558.81
Tier 3	\$ 10,581.10	\$ 989.59
Total	\$ 19,959.29	\$ 1,814.56

CY2020 Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Western	\$ 3,236.58	\$ 311.06
Northwest	\$ 1,206.42	\$ 105.05
Southwest	\$ 4,014.05	\$ 348.44
Piedmont-Triad (Central)	\$ 2,029.40	\$ 176.80
North Central	\$ 2,920.97	\$ 298.94
Sandhills (South Central)	\$ 1,225.53	\$ 108.26
Southeast	\$ 2,597.46	\$ 227.80
Northeast	\$ 2,728.86	\$ 238.21
Total	\$ 19,959.29	\$ 1,814.56

Number of Consumer Inquiries

During 2021, EDPNC's tourism division – Visit NC – received 5,314,212 consumer inquiries as measured by web traffic, call center activity and email signups at state Welcome Centers.

ATTACHMENT 3

Listing of Each Entity Referred to Commerce by the EDPNC in 2021

Companies Locating or Expanding in North Carolina (Referred in 2021, Announced in 2021)

Entity	Jobs Announced	Capital Investment Announced	Tier	County
Air Production & Service, Inc.	14	\$2,610,000.00	1	Robeson
Altec Industries Inc.	100	\$9,823,941.00	2	Surry
Amazon	500	\$100,000,000.00	3	Johnston
American Racing Headers, Inc.	63	\$4,375,000.00	2	Stanly
AP Exhaust Products	96	\$400,000.00	1	Wayne
Appalachian Gear Company	24	\$536,000.00	1	Cleveland
Bass Pro Shops	500	\$24,300,000.00	2	Craven
Berry Global	63	\$79,080,000.00	3	Johnston
Briarwood Cattle Farm, LLC	30	\$1,248,874.00	1	Robeson
Building Envelope Erection Services	17	\$1,250,000.00	1	Greene
Carolina Coop, LLC	501	\$4,709,400.00	2	Granville
Carolina Ground Service Equipment	28	\$5,523,075.00	2	Craven
Carolina Piping Services	10	\$550,000.00	1	Cleveland
CARsgen Therapeutics	200	\$157,000,000.00	3	Wake
Cayenne Acquisitions Group	160	\$316,215.00	1	Sampson
Champion Home Builders, Inc.	385	\$13,242,250.00	1	Robeson
ClearElectric Motor Services Inc.	12	\$96,450.00	2	Catawba
Corning Cable Systems	200	\$119,500,000.00	2	Catawba
Cottle Farms	31	\$2,800,000.00	1	Duplin
CR Onsrud Inc.	25	\$18,200,000.00	3	Iredell
Credit Karma	600	\$13,250,000.00	3	Mecklenburg
Crypton Kings Mountain	14	\$7,795,739.00	2	Gaston
Crypton	34	\$4,295,000.00	1	Rutherford
Custom Alloy Corporation	40	\$8,100,000.00	2	Stanly
Doosan Portable Power	250	\$71,935,453.00	3	Iredell
E.J. Victor, Inc.	35	\$2,200,000.00	1	Burke
East Fork Pottery LLC	61	\$1,250,000.00	2	Buncombe
eClerx	150	\$154,557.00	1	Cumberland
ECR Software Corporation	31	\$1,126,160.00	3	Watauga

eGourmet Solutions	50	\$767,094.00	1	Duplin
Excelsa Pharma Sciences, LLC	50	\$10,000,000.00	1	Caldwell
Fountain Services, LLC	32	\$1,245,000.00	1	Rutherford
Glen Raven Custom Fabrics LLC	205	\$82,000,000.00	1	Warren
Green Deacon LLC	29	\$2,478,888.00	2	Davidson
Greenville Produce Company	10	\$760,000.00	2	Pitt
Gregory Pallet and Lumber Company LLC	15	\$1,317,570.00	2	Rockingham
Grupporeco	110	\$28,000,000.00	1	Lenoir
Guerrilla RF	142	\$7,515,000.00	2	Guilford
Gusmer Enterprises	73	\$26,500,000.00	2	Catawba
Harger Lightning & Grounding, Inc.	20	\$4,088,000.00	1	Robeson
Hayward Industrial Products, Inc.	86	\$25,000,000.00	2	Forsyth
Hexagon Agility	75	\$28,562,493.00	1	Rowan
Hodges International	153	\$7,645,000.00	3	Lincoln
Hosokawa Micron Powder Systems	16	\$6,335,169.00	1	Wayne
Hubbell Power Systems	73	\$8,945,000.00	1	Nash
Industrial Products, Conveyors & Drives, Inc.	20	\$2,150,000.00	2	Stanly
Industrial Timber Inc.	10	\$1,800,000.00	1	Alexander
Jay Technologies Corporation	11	\$285,740.00	1	Columbus
Jeld-Wen, Inc.	245	\$7,300,000.00	3	Iredell
Knoll America	31	\$7,800,000.00	2	Gaston
Lotus Bakeries	90	\$62,924,161.00	2	Alamance
LT Apparel Group	116	\$57,096,800.00	2	Guilford
M. R. Williams, Inc.	25	\$4,000,000.00	1	Vance
MasterBrand Cabinets	540	\$13,750,000.00	1	Lenoir
Meel Corporation	24	\$5,700,000.00	2	Granville
Metal Specialist	33	\$2,995,000.00	1	Duplin
Metys USA	37	\$3,191,110.00	2	Gaston
Mickey Truck Bodies and Subsidiaries	25	\$819,336.00	2	Guilford
Mickey Truck Bodies Inc. Randolph	20	\$488,630.00	1	Randolph
Minhas Furniture House, Inc.	18	\$2,344,519.00	3	Moore
Mongoose LLC	56	\$5,054,272.00	2	Alamance
Nature's Value, Inc.	183	\$19,000,000.00	2	Forsyth
North State Consulting - Wilson #2	33	\$990,000.00	1	Wilson
OnLogic, Inc.	74	\$2,310,000.00	3	Wake
Parker Hannifin Mooresville, NC	52	\$4,173,041.00	3	Iredell
Paul Robert Furniture, Inc	10	\$121,396.00	1	Alexander
Pipeline Plastics	44	\$4,600,000.00	1	Columbus

Polykemi, Inc.	40	\$11,860,000.00	2	Gaston
Polywood Inc	300	\$61,655,301.00	2	Person
Poppelmann Plastics USA LLC	133	\$21,250,000.00	2	Catawba
Precision Graphics	70	\$5,100,000.00	1	Greene
Precision Swiss Products, Inc	125	\$9,375,000.00	1	Brunswick
Premier Magnesia	59	\$17,000,000.00	2	Haywood
Procter & Gamble Co	46	\$109,550,000.00	2	Guilford
Prysmian Group	50	\$24,158,000.00	2	Catawba
Rexam Beverage Can Company	94	\$195,500,000.00	2	Forsyth
Robinhood	389	\$11,780,000.00	3	Mecklenburg
Roseburg Forest Products	137	\$200,000,000.00	1	Halifax
Scott Bader	27	\$16,000,000.00	2	Davie
SePRO Mfg & Distribution	20	\$3,300,000.00	1	Nash
Sherrill Furniture Company	90	\$2,961,000.00	2	Catawba
Sportsfield Specialties, Inc.	20	\$2,800,000.00	2	Davie
Steffes LLC	130	\$20,950,000.00	1	Cleveland
SynergyLabs	60	\$7,778,000.00	1	Burke
The Crump Group Inc.	160	\$13,200,000.00	1	Nash
The Jay Group	23	\$3,375,000.00	1	Martin
The Kroger Co.	722	\$139,000,000.00	3	Cabarrus
Toner Machining Technologies	30	\$4,190,907.00	1	Burke
Unilin NA/Mohawk Laminate	87	\$87,000,000.00	2	Davidson
Unox	52	\$4,525,000.00	3	Lincoln
Varo Money, Inc.	350	\$1,619,562.00	3	Mecklenburg
WestRock Company-Claremont	50	\$47,012,665.00	2	Catawba

Companies Not Selecting North Carolina
(Referred in 2021, Announced in 2021)

Account Name	Jobs	Capital Investment	Tier(s) Under Consideration	Counties Considered
CAVA Group	38	\$38,711,000.00	1, 2, 3	Statewide
LG Chem Investment, Ltd.	2,508	\$4,239,000,000.00	1, 2, 3	Cabarrus; Chatham; Person; Randolph
Persistent Systems	900	\$1,892,500.00	3	Mecklenburg; Wake
Not Disclosed	100	\$300,000,000.00	1, 2, 3	Alamance; Burke; Cabarrus; Catawba; Cleveland; Davidson; Gaston; Guilford; Halifax; Harnett; Haywood; Henderson; Iredell; Johnston; Orange; Polk; Randolph; Robeson; Rowan; Sampson; Surry; Vance; Wake; Yadkin
Not Disclosed	1,200	\$125,750,000.00	1	Rowan
Not Disclosed	131	\$30,363,704.00	1, 2, 3	Cabarrus; Catawba; Gaston; Iredell; Lincoln; Mecklenburg; Rowan; Union
Proterra	355	\$191,950,000.00	2	Guilford
Schock GmbH	355	\$54,850,000.00	1, 2, 3	Statewide; Alamance; Catawba; Edgecombe; Guilford; Lee; Lenoir; Pitt; Robeson; Union; Wake; Wayne; Yancey

Companies Still Considering a North Carolina Location, as of February 3, 2022

Tier	No. of Projects	Jobs	Investment
Tier 1	12	3,009	\$402,037,020.00
Tier 2	13	1,754	\$321,063,326.00
Tier 3	10	2,117	\$1,124,053,403.00
Tiers 2, 3	3	2,035	\$1,747,037,100.00

ATTACHMENT 4

Issues of Non-Compliance by the EDPNC and Response from Commerce in CY 2021

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

ATTACHMENT 5

Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce on Behalf of the EDPNC in CY 2021

Date	Entity	Amount of Funds Donated
N/A	N/A	N/A

ATTACHMENT 6

Listing of Gifts/Contributions Received by the EDPNC by Entity Receiving Award from Commerce in CY 2021*

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

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