



NCGA | EDGE Committee  
**EDPNC Overview**  
March 8, 2018

Christopher  
Chung

Chief Executive Officer  
EDPNC

# | Topics

- 1** | What matters to businesses?
- 2** | How is EDPNC focusing on rural communities?
- 3** | How are other states incentivizing jobs and investment?
- 4** | What do we need?

# What matters to businesses?

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

## COMBINED RATINGS\* CORPORATE SURVEY 2016

Site Selection Factors	2016	2015
RANKING		
1. Highway accessibility	94.4	88.0 (2)**
2. Availability of skilled labor	89.8	92.9 (1)
3. Labor costs	89.6	80.8 (6)
4. Occupancy or construction costs	86.0	85.4 (4)
5. State and local incentives	84.0	75.8 (9)
6. Corporate tax rate	82.3	78.8 (7)
7. Tax exemptions	79.7	74.7 (11)
8. Energy availability and costs	78.5	75.3 (10)
9. Proximity to major markets	78.1	76.3 (8)
10. Quality of life	76.4	87.6 (3)
11. Available buildings	75.5	83.7 (5)
12. Available land	75.3	73.9 (13)
13. Expedited or "fast-track" permitting	71.7	74.2 (12)
14. Environmental regulations	70.8	69.8 (14)
14T.Low union profile	70.8	66.3 (18)
16. Right-to-work state	70.1	67.7 (16T)
17. Inbound/outbound shipping costs	69.1	64.6 (19)
18. Training programs/technical colleges	66.7	68.7 (15)
18T.Availability of long-term financing	66.7	67.7 (16)
20. Proximity to suppliers	66.0	64.3 (20)
21. Raw materials availability	53.7	52.6 (24)
22. Accessibility to major airport	52.4	58.6 (21)
23. Availability of unskilled labor	51.9	47.8 (26)
24. Water availability	46.3	54.6 (22)
25. Availability of advanced ICT services	40.9	53.6 (23)
26. Proximity to innovation/commercialization R&D centers	39.2	48.4 (25)
27. Railroad service	33.7	32.4 (27)
28. Waterway or oceanport accessibility	18.1	24.0 (28)

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

\*\* 2015 ranking

# What matters to businesses?

- #11: Available buildings**
- #12: Available land**
- #13: Expedited permitting**
- #14: Environmental regulations**
- #15: Presence of labor unions**
- #16: Right-to-work status**
- #17: Logistics costs**
- #18: Training programs**
- #19: Financing availability**
- #20: Proximity to suppliers**

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# What matters to businesses?

**#21: Raw materials availability**

**#22: Access to major airport**

**#23: Availability of unskilled labor**

**#24: Availability of water resources**

**#25: Availability of ICT/telecom**

**#26: Proximity to R&D/innovation**

**#27: Railroad service**

**#28: Seaport or water port access**

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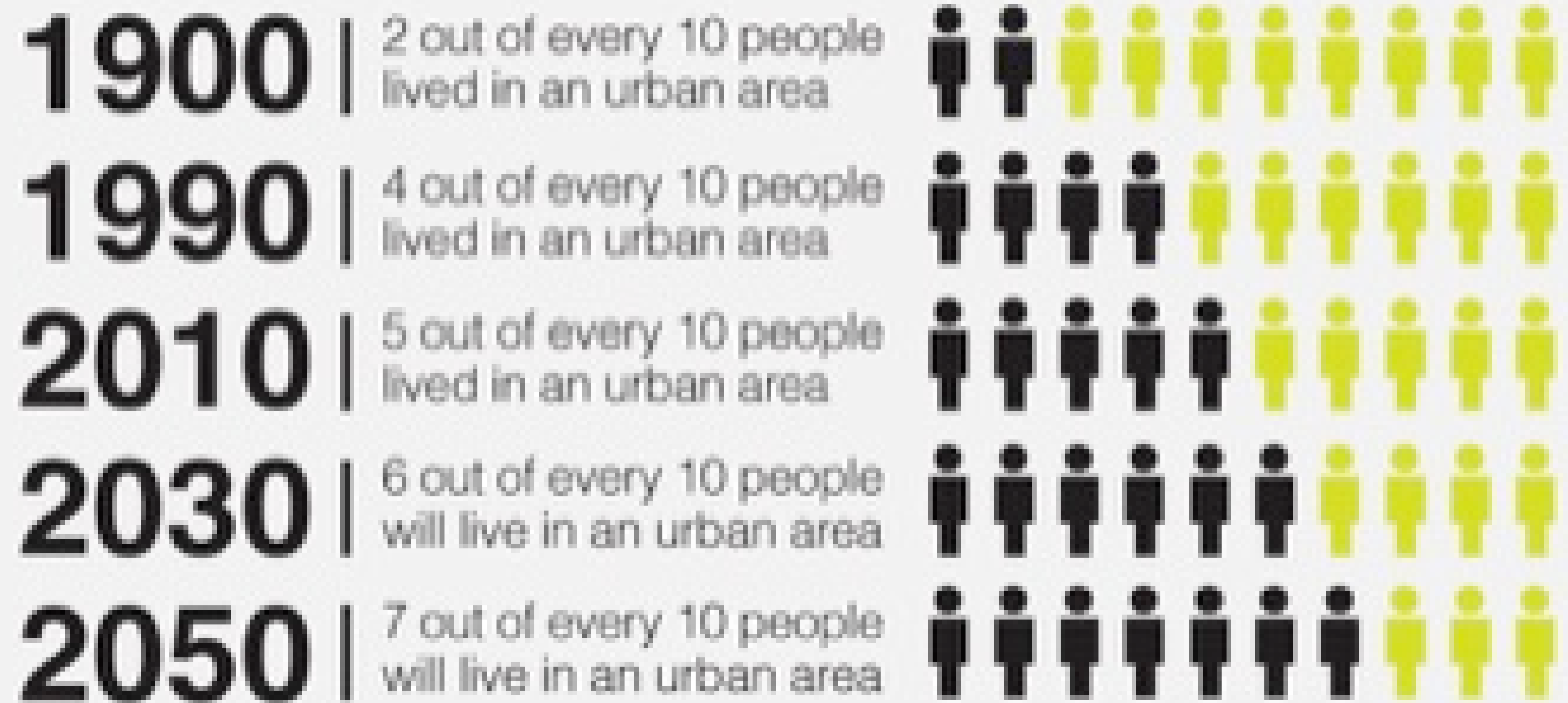
\*\* 2015 ranking

# How is EDPNC focusing on rural communities?

- 1 | “Spread offense” (i.e. more than just recruitment)
- 2 | Putting more of North Carolina in play
- 3 | Targeting a broad mix of industry sectors
- 4 | Capacity building

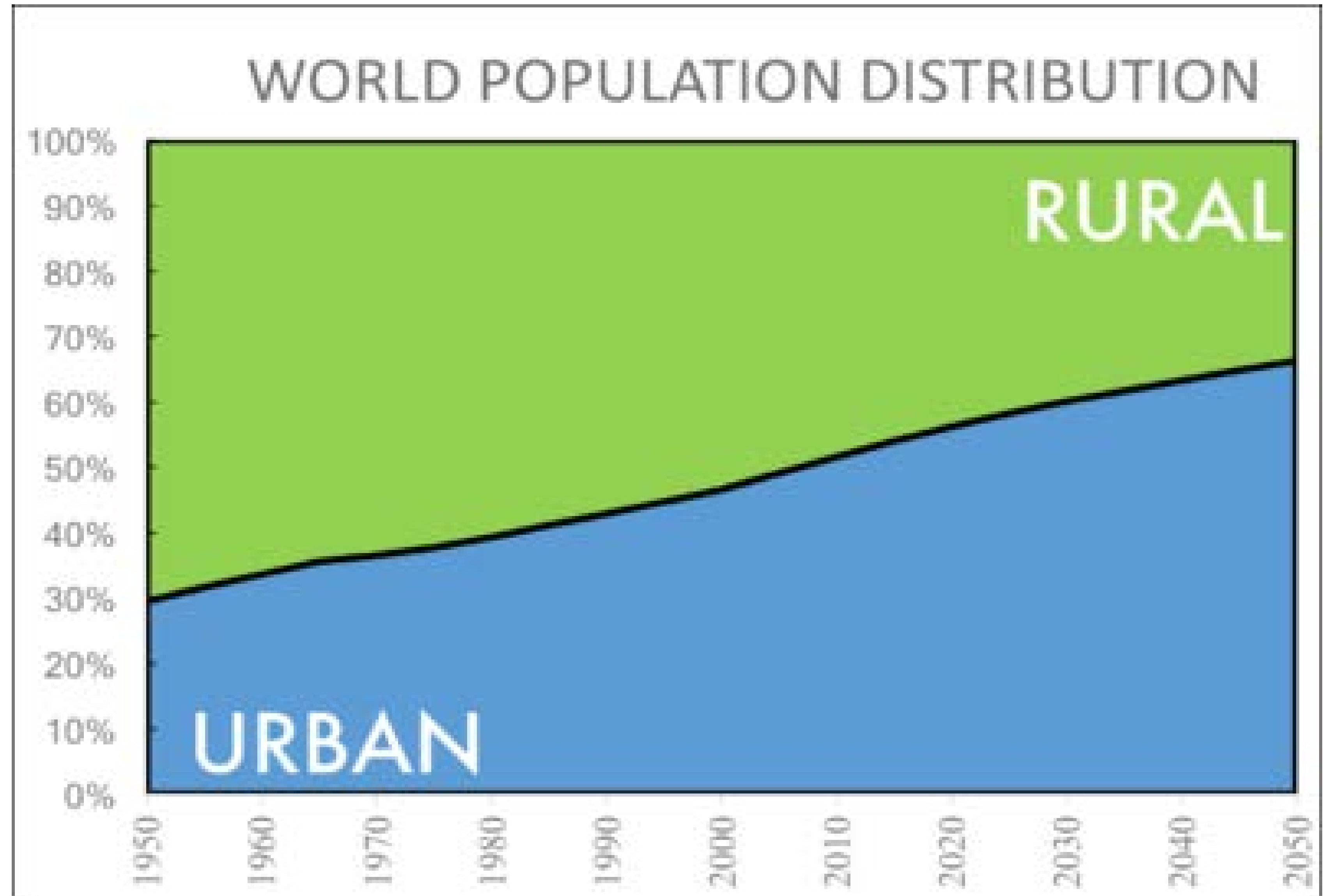
The world  
we're all  
working  
in...

# Urbanization



Defined by UN HABITAT as a city with a population of more than 10 million

Put another  
way...





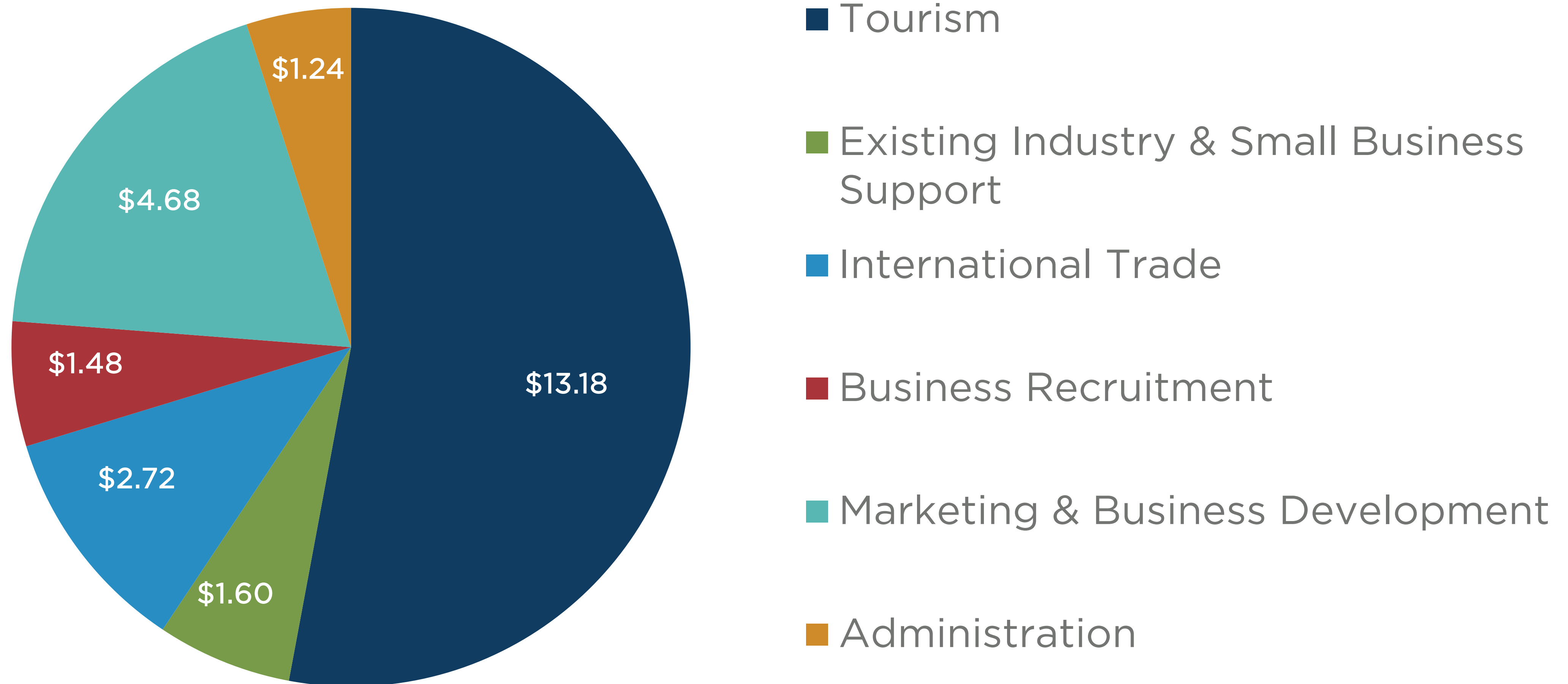
# | How are other states incentivizing jobs?

- 1 | Ohio example: Job Creation Tax Credit incentive
- 2 | Missouri example: Missouri Works incentive
- 3 | Key issues that all states face re: incentives

# | What do we need to be more successful?

- 1 | Understanding that economic development is not just recruitment
- 2 | Resources to tell our story more aggressively
- 3 | An opportunity to help inform policy decisions

# FY17-18 EDPNC Budget (in millions by function)





**Questions?**

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