



ROY COOPER
Governor

ANTHONY M. COPELAND
Secretary

MEMORANDUM

To: N.C. General Assembly – Economic Development and Global Engagement Committee-Chairs
N.C. General Assembly – Joint Legislative Oversight Committee on Agriculture and Natural and Economic Commission-Chairs
N.C. General Assembly – Fiscal Research Division of the Legislative Services Commission

From: Angel Liu, Executive Director of Foreign Capital Sourcing, N.C. Department of Commerce
Rick Minor, Director, International Cooperation and Business Development, N.C. Department of Commerce

Date: September 29, 2017

Re: Annual Report of the International Recruiting Coordination Office – N.C. Gen. Stat. § 143B-432.2 (c)

Pursuant to N.C. Gen. Stat. § 143B-432.2(c) the Department of Commerce is required to provide specific information about activities performed within the International Recruiting Coordination Office.

SERVICES PROVIDED

The International Recruiting Coordination Office has been focused on expanding its outreach to create and deepen the awareness of North Carolina's investment opportunities among foreign investors (with a China focus as outlined by the enabling legislation). The Office has been proactively and aggressively promoting North Carolina as the best place for new investment and one of the best states for doing business. The Office has invited and entertained delegations from public and private sectors to share information about investment opportunities in North Carolina.

Through networking with China government and industry sectors leaders and by connecting them with North Carolina local business communities, IRCO has provided the investors a centralized platform through which to funnel investment inquiries. At the same time IRCO reaches out to organizations that have projects that need foreign direct investment, such as local economic development organizations, law firms, accounting firms, commercial real estate firms, banks, health care facilities, universities and industry sector associations. In addition, local business associations such as the North Carolina Chinese Business Association, Carolina Chinese Chamber of Commerce, Chinese American Friendship

Association, Charlotte Chinese American Association, Taiwan Chamber of Commerce and many others, provide important contacts and serve as bridges with potential investors in China.

In the past year, a total of 15 government and business delegations have been hosted by the Office. The most recent high level government delegation from Qingshang has agreed to have bring multiple delegations with different business sectors to visit North Carolina. One of the delegates from the last visit in June, Tangyuan Energy, signed and invested during the trip to North Carolina. Such delegation visits are an effective way to spread the word to attract more qualified investors to North Carolina, since most of the delegations consist of high ranking government officials and the Chinese government serves to provide guidance and direction for the business sector.

In July 2017, Angel Liu traveled to 11 cities in China and generated 200 new business contacts and leads. Company visits in China are one of the most impactful ways to make businesses aware of North Carolina's genuine interest in attracting investment to the state. Additional visits to China are planned in 2017 and 2018.

In August 2017, Rick Minor was hired to focus on targets in Europe. He has several upcoming business development activities that will be reflected in future reports.

The attached report outlines the number and country of origin of individuals and delegations entertained and hosted, the entertainment and hosting activities provided and the jobs and foreign investments resulting from leads generated by entertainment and hosting activities.

EXPENDITURES MADE

The following expenditures related to the activities of international recruitment by the Department of Commerce were made for FY 16-17:

Description	Amount
Transportation	\$22,729.92
Lodging	\$208.66
Hosting Expenses	\$4,077.89
Supplies	\$1,432.74
Other Expenses	\$7,383.50
Total	\$35,832.71

Date	Investor/delegations	Country of origin	Sector represented	Leads
9/1/2016	Shangdong MU Ping delegation	China	Bio Pham	Interested in investing in NC incubator, invite NCDOC to visit in April-June time frame, 2017
10/2/2016	Anhui Investment group	China	Investment/bio tech	State owned platform, investment 13 billion in 2016, first visit to NC, information collection
10/4/2016	Beijing (xinhua)	China	Tourism/Media	Published article in Xinhua News feature NC in Nov edition, publication viewer over 500 Million, one of the biggest news agency.
10/11/2016	Shannxi delegation	China	Xinyuan Group/Tax Platform	Interested in Big data, and building a factory in NC for distill, Invited NCDOC to visit Shannxi, visited NCDOC, secretary of the state and state tax bureau
10/15/2016	Swiss delegation	Swiss	General Consul from NY and Georgia representative	Relationship building and general visit
10/20/2016	OU Dong East Lotus Commerical Real estate	China	golf course	1 million dollar deal closed, beacon golf course purchased in Moore county, seeking to buy more courses. Business started in April 2017, job supported 30 employees. *
10/27/2016	Uni-Jet Fight	China	Aero space	Check out GTP for site of fight school, deal didn't go through, because the land in GTP is for leasing not to sell
11/2/2016	Shanghai delegation	China	Shangde/IB school	JV with local business, sending students to NC (GEI, Jason local business in Chapel hill) Met with representative Horn and the DPI
11/4/2016	Changsha Delegation	China	Biotech and government	build relationship, Xiangyang district director, NCSU, NCDOC
11/7/2016	Suzhou delegation	China	real estate/education/investment	Interested in industrial park (high tech) met with cary local economic development and highwood. Invested in an office building 6 Million in Cary, deal closed. *
11/15/2016	GuanDong Dongguan delegation	China	Furniture	MOU with High point, Simon(architect) and high point ecd (Sandy) site selection, build an exhibition Hall with luxury residential)
11/16/2016	Beijing (dangdai)	China	Thinktank/hightech	Director from Haidian(China silicon Valley) seeking to have an industry park with NC, Met with Duke and NCSU and NCDOC
12/10/2016	Ma Da Zhuang	China	Forest, hardwood purchase	Met with Tide and Time and connected with DOA
12/12/2016	Mr. Zhang Jie	China	food processing business	Alamance County--contract signed, building closed, equipment purchased business plan provided to the county (1-2 Million first phase, 10 employee; 30-50 in the next 3 years. No incentives. *
12/28/2016	China Movie Festival 111 in Raleigh	China	Culture and film industry	Understand the overall NC environment and film industry
1/12/2017	Debao	China	electronechanical Manufacture	first contact and seeking to expand and have a manufacture site
2/8/2017	Dalian Delegation with JWU	China	Culinary student exchange	Dalian restaurant association and Xindongfa will provide student sources to JWU, JWU will increase enrollment and diversity- President Mock from JWU is leading the effort on US side
2/16/2017	Chongqing Delegation	China	real estate seniro living/restaurant	restaurant Chain (liu yishou) opened in NJ and is interested in NC
2/22/2017	Yunan Delegation	China	e-commerce Yunan DOC, Government	malatu fund will follow up the next phase, Yunnan invite NC to governor exchange forum in June 2017
3/1/2017	Wang Yi	China	Shoe Manufacture	seek to expand into NC (buy existing or factory can be used for shoe manufacture)
3/10/2017	Cloud Precision	China	IT start up	secured first round of capital injection to the company from Chinese investors 530,000, job supported 2. *
4/7/2017	Chian Civil Engineering Construction Corportation	China	Rail road system /Commerical real estate	CEO Mr. Zhao and Mr. Li visited NCDOC and NCDOT intend to bid for rail system project for the corridor. Had office in Virginia as of 2001 and closed. Currently thinking to reentry to US and NC
4/20/2017	XingHua Zhenxing	China	manufacture	Water resure particularly the engine for speed boat, interest in learning more about NC as a place for set up a site
5/22/2017	Botswana delegation	Botswana	Government	Ambassador and Secretary of international Affairs led delegation to exchange trade and FDI opportunities, Top trading partner in Africa for US.

6/5/2017	China MingShang Delegation	China	government, entrepreneur, chamber combined	Sector leaders (bio tech, fund, energy) and government representatives of total 15 people come to NC as the first round of on site visit, one of the delegates has been working with the DOC office and registered an office in CLT NC, signed MOU of total 20-30 million investment in new energy. As of today total of 5 million is deployed.
6/14/2017	Tang Yang energy	China	Solar energy	Signed MOU to invest 20 Million, and first 5 million is injected in CLT office. *
7/5/2017	China Development Bank	China	Government Bank and key banking strategy policy maker	Met in Beijing and invited to visit NC. Director Cao visited Charlotte in August 1st 2017 and get overall NC investment environment presentation. CDB also is the national key investors on local government infrastructure.
7/5/2017	Beijing Foreign Economic Trade Holding Group	China	art and jewelry	Interested in having a DC in NC for trade shows. Possible site needs to be 100,000 sqt and convenient transportation. First round intention stage
7/10/2017	DOC Sichuan	China	Government	Build relationship and mutually sending investment opportunities
7/11/2017	Mily	China	furniture	Interested in High point furniture show
7/12/2017	DOC Yantai	China	Government	Build relationship and mutually sending investment opportunities, Sector interested in BioTech
7/13/2017	DOC Zhao Zhuang	China	Government	Build relationship and mutually sending investment opportunities
7/17/2017	Yuxing Group	China	Commercial investment, Furnishing industry	furniture, forest, and biotech opportunity
7/18/2017	Wuzhong Group	China	Group, High Tech, Venture Capital, Education and Biotech	Interested in Biotech projects, high tech, and private high school
7/19/2017	TBR LTD	China	Group, Tire, Textile and investment	Seeking site selection in NC. Reports and material send, met with CEO and inviting for a site visit in Nov
7/20/2017	Sino Care	China	Biotech	blood sugar control project, US total M&A 2.76 Billion, visited NCDoc and build contact
8/1/2017	Yintai Wealth	China	Fund President	Industrial park concept explore and NC overall investment opportunity
8/2/2017	LianXun Securities	China	Investment Fund group	High tech and bio tech
8/3/2017	China Academy of Chinese Medical Sciences	China	Medical	Interested in Herbs in NC and possible land to lease or buy for herb production
8/4/2017	Tenton	China	Glass machinery manufacture	site selection and overall NC economic situation understanding, first round
9/1/2017	Zhaoxin Group	China	Sichuan Commercial Real estate	Senior living
9/8/2017	CornerStone	China	biotech/cancer generic medicine	seeking existing vaccine production to acquire in NC with 1-10 million revenue/year scale
9/13/2017	Hywin	China	Investment Group/senior living	Seeking senior living project in NC, connected with local Savills, EOG and UNC. On going project.

* Successful completion of projects not independently verified.