

**ECONOMIC DEVELOPMENT PARTNERSHIP  
OF NORTH CAROLINA, INC.**

**(A Component Unit of the State of North Carolina)**

**FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION**

***As of and for the Year Ended June 30, 2019***

***And Report of Independent Auditor***

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
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## **Report of Independent Auditor**

The Board of Directors  
Economic Development Partnership of North Carolina, Inc.  
Cary, North Carolina

We have audited the accompanying financial statements of the governmental activities and the general fund of the Economic Development Partnership of North Carolina, Inc. (the "Organization"), a component unit of the state of North Carolina, as of and for the year ended June 30, 2019, and the related notes to the financial statements, which collectively comprise the Organization's basic financial statements as listed in the table of contents.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express opinions on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and the general fund of the Organization as of June 30, 2019, and the respective changes in financial position for the year then ended in conformity with accounting principles generally accepted in the United States of America.

## **Emphasis of Matter**

As discussed in Note 2, the financial statements of the Organization are intended to present the financial position and changes in financial position that are only attributable to the transactions of the Organization. They do not purport to, and do not, present fairly the financial position of the state of North Carolina as of June 30, 2019, or the changes in its financial position, for the year then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

## **Other Matters**

### **Required Supplementary Information**

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### **Supplementary Information**

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the basic financial statements of the Organization. The accompanying schedule of expenditures of federal awards, as required by U.S. Office of Management and Budget Title 2 *U.S. Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is also presented for the purposes of additional analysis and is not a required part of the basic financial statements.

The schedule of expenditures of federal awards is the responsibility of management and was derived from and relate directly to the underlying accounting and other records used to prepare the financial statements. The schedule of expenditures of federal awards has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of federal awards is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

### **Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated September XX, 2019, on our consideration of the Organization's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of the report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Cheryl Bekaert LLP

Raleigh, North Carolina  
September 25, 2019

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

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As management of the Economic Development Partnership of North Carolina, Inc. (the "Organization"), we offer the readers of the Organization's financial statements this narrative overview and analysis of the financial activities of the Organization for the year ended June 30, 2019. We encourage readers to read the information presented here in conjunction with additional information we have furnished in the Organization's financial statements, which follow this narrative.

**Financial Highlights**

- The assets of the Organization exceeded its liabilities at the close of the fiscal year by \$2,909,242 (net position).
- The Organization decreased its total net position \$214,242 from prior year.
- Private fundraising revenues for the fiscal year were \$1,186,807.
- As of the close of the fiscal year, the Organization's general fund reported an ending fund balance of \$2,720,999. Approximately 80% of this total amount, or \$2,176,756, is available for spending at the Organization's discretion (unassigned fund balance) and will be a resource for strategic initiatives, such as those mentioned within the organizational highlights section of this analysis. The nonspendable fund balance in the amount of \$325,674 is related to prepaid items that will be recognized in FY 2020. The assigned fund balance in the amount of \$218,569 represents amounts to be used for tourism development activities.

**Organizational Highlights**

The Economic Development Partnership of North Carolina ("EDPNC") experienced its best fiscal year ever in 2018-19, in terms of the number of jobs associated with project wins supported by our work.

In fiscal year ("FY") 2019, the EDPNC, working in tandem with local and state partners including the Governor's office, state Department of Commerce, and local economic development organizations, helped close deals on 139 business recruitment and expansion projects resulting in the announcement of 22,061 new jobs in North Carolina and \$3.33 billion in investment.

The jobs total is the highest for any fiscal-year period since the EDPNC opened its doors in October 2014. It's also a 6% increase over state-recruited jobs announced in FY 2018, when the EDPNC helped win new or expanded corporate facilities expected to create 20,794 jobs in North Carolina.

We respectfully submit this report summarizing that and other highlights of our performance in FY 2019.

The EDPNC strives to advance the economic interests of North Carolina's 100 counties and 10 million-plus residents by recruiting new business operations to the state, supporting existing employers, helping companies increase exports, counseling small-business startups and promoting tourism. We also market the state for film productions and as the best place to retire.

In FY 2019, many EDPNC-supported business recruitment wins occurred in typically rural Tier 1 and 2 counties. (The state ranks each of North Carolina's 100 counties based on economic well-being, with a Tier 1 county the most distressed, Tier 2 in the middle, and Tier 3 the least distressed.)

The EDPNC helped close 95 business recruitment and expansion deals in Tier 1 and 2 counties, and those projects are expected to create 10,870 new jobs. The FY 2019 jobs tally is nearly a 40 percent increase over results in FY 2018, when project wins in Tier 1 and 2 counties resulted in 7,767 announced jobs.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
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**MANAGEMENT’S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

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EDPNC’s existing industry expansions managers, who support businesses already operating in the state, are the local face of the EDPNC, particularly in rural counties. These managers, each assigned to support businesses within their respective multicounty regions, routinely visit businesses to help them identify and overcome barriers to growth. The existing industry managers not only connect companies to workforce development and other resources, they also support often smaller businesses when it’s time to launch an expansion. In FY 2019, the team supported 1,233 existing businesses across North Carolina, an increase over the 1,063 assisted the prior fiscal year.

Also in FY 2019, Business Link North Carolina – our team that takes toll-free calls from entrepreneurs who want to know how to establish a small business in the state – handled 23,322 cases from across the state. That’s up from the more than 21,000 cases BLNC handled in FY 2018.

Because North Carolina’s exports of goods and services support more than 400,000 jobs across the state, the EDPNC is deeply committed to helping businesses expand their overseas markets. In FY 2019, the EDPNC’s international trade managers and foreign offices assisted 568 companies with exporting, and those businesses reported over \$1 billion in foreign sales connected to EDPNC support. The assistance included providing market intelligence and strategies, product analysis, distributor searches, trade show support and more.

The trade team’s top-quality service was recognized in May 2019, when the EDPNC received a President’s “E” Award for Export Service – the nation’s highest recognition for an organization contributing significantly to increasing U.S. exports. U.S. Commerce Secretary Wilbur Ross, who presented the annual “E” Awards in Washington, D.C., said the EDPNC’s “achievements have undoubtedly contributed to national export expansion efforts that support the U.S. economy and create American jobs.”

Trade team achievements in FY 2019 included opening North Carolina’s first permanently budgeted Middle East trade office, offering boots-on-foreign-ground support to businesses that want to export to Arab Gulf nations such as the United Arab Emirates, Saudi Arabia, Bahrain, Kuwait, and Oman.

Our diverse tourism-promotion efforts continue to help fuel year-over-year increases in visitor spending and employment in the state. The latest figures available show visitors spent a record \$25.32 billion in calendar year 2018, a 5.6 percent increase from the previous year. Tourism-supported jobs reached a record 230,560 in North Carolina, up 2.2 percent from 2017.

In early 2019, the EDPNC tourism division’s innovative “Firsts That Last” campaign received a Gold Adrian Award for advertising excellence from the Hospitality Sales & Marketing Association International. The annual Adrian Awards event is the largest and most prestigious global travel marketing competition.

The documentary-style campaign featured TV spots filmed by camera crews who followed people visiting the state for the first time – each to do something they had never done before, something authentic to North Carolina. The compelling video subjects ranged from an Ohio mother and her 5-year-old daughter seeing the ocean for the first time during an Outer Banks visit, to a New York couple getting their first taste of moonshine and the local-farm lifestyle in trips to Chapel Hill, Benson and Saxapahaw.

Other highlights of FY 2019 include the EDPNC hosting its first statewide “Energizing Rural North Carolina” conference. The July 12-13 conference brought together 165 local economic developers and civic leaders from 70 counties in North Carolina. Participants explored strategies to bolster five building blocks of rural prosperity – infrastructure, workforce, education, health, and local leadership. Our second conference, again targeting local economic developers and influencers, is scheduled Oct 8-9 and dives more deeply into supporting the rural workforce pipeline.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
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**MANAGEMENT'S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

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In FY 2019, our business recruitment-focused cooperative marketing program continued to broadly engage our local partners in EDPNC's statewide economic development marketing efforts. Our three-pronged program offers face-to-face meetings with site consultants at their offices throughout the U.S.; networking opportunities with corporate influencers at VIP and hospitality events; and shared booth space and support at key industry events such as the SelectUSA Investment Summit in Washington, D.C. SelectUSA is the nation's highest-profile event dedicated to showcasing the U.S. for foreign direct investment.

Also during the year, the EDPNC launched its new North Carolina Brand Ambassadors campaign, featuring highly polished video interviews with top executives of well-known companies operating in the state. In the videos, executives from Lenovo, Red Hat, Pendo, Thomas Built Buses, HondaJet, AvidXchange, HAECO Americas, Highland Brewing, Bridgestone, and Gaia Herbs speak out for the state's business and quality of life assets. Paid digital advertising is heavily leveraging the videos, which appear prominently on EDPNC's website. The ads target C suite-level executives and decision makers of companies in industries including information technology, aviation, automotive, and food processing. Moving forward, we'll be incorporating additional industries in the campaign.

The EDPNC's successes in FY 2019 would have been impossible without our public and private partners at the state, regional, and local levels. We are thankful to all the members of the state's diverse economic development team, including state Gov. Roy Cooper, state Secretary of Commerce Anthony M. Copeland and the leadership of the North Carolina General Assembly.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT’S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

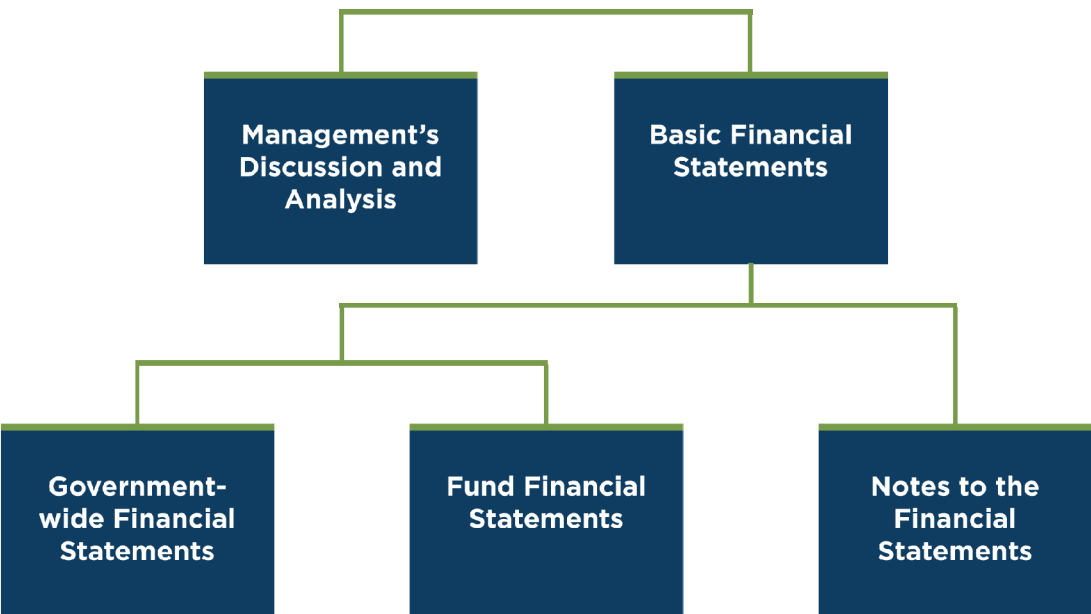
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**Overview of the Financial Statements**

This discussion and analysis is intended to serve as an introduction to the Organization's basic financial statements. Because the Organization is engaged in a single governmental program, the fund financial statements and the government-wide statements are combined using a columnar format that reconciles the individual fund financial data in a separate column on the face of the financial statements. The financial statements also include notes that explain some of the information and provide more detailed data. Please see Figure 1 for a visual breakdown of the required components of our Annual Financial Report.

**Required Components of Annual Financial Report**

Figure 1





**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

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**Government-Wide Financial Statements**

The government-wide financial statements are designed to provide the reader with a broad overview of the Organization's finances, similar in format to a financial statement of a private-sector business. Government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. As a component unit of State government, it is this financial data that is reported to the North Carolina Office of the State Controller for inclusion in the *Comprehensive Annual Financial Report* (or CAFR).

The Statement of Net Position presents the Organization's information that includes all of the Organization's assets and liabilities with the difference reported as net position. Measuring changes in the net position is one way to gauge the Organization's financial condition.

The Statement of Activities reports how the Organization's net position changed during the current fiscal year. All current period revenues and expenses are included regardless of when cash is received or paid.

**Fund Financial Statements**

The fund financial statements provide a detailed look at the Organization's most significant activities. A fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The Organization, like all other governmental entities in North Carolina, uses fund accounting to ensure and reflect compliance (or noncompliance) with finance-related legal requirements. The Organization only has one fund category: governmental funds.

Governmental funds account for essentially the same functions reported within the government-wide financial statements. However, unlike the government-wide statements, governmental fund financial statements focus on near-term inflows and outflows of spendable resources, as well as on balances of spendable resources available at the end of the fiscal year. Government funds are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Under this method, revenues are recognized when measurable and available. Expenditures are recorded when the related fund liability is incurred, except for principal and interest on general long-term debt, claims and judgments, and compensated absences, which are recognized as expenditures to the extent they have matured. General capital acquisitions are reported as expenditures in governmental funds, as compared to being capitalized in the government-wide financial statements. Proceeds of general long-term debt and acquisitions under capital leases are reported as other financing sources. As noted above, the fund financials and the government-wide financials are combined on each of the basic financial statements for the Organization with a reconciling adjusting column. These combined statements can be found on pages 12-13 of this report.

**Notes to Financial Statements**

The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes to the financial statements begin on page 14 of this report.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT’S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

**Interdependence with Other Entities**

The Organization depends on the financial resources flowing from, or associated with, the state of North Carolina. Because of this dependency, the Organization is subject to changes in specific flows of intergovernmental revenues based on modifications to state laws and state appropriations.

**Government-Wide Financial Analysis**  
**The Organization’s Net Position**  
**(with Prior Year Comparisons)**

<b>Governmental Activities</b>	<b>June 30, 2019</b>	<b>June 30, 2018</b>
Current and other assets	\$ 3,447,270	\$ 3,698,206
Capital assets, net of accumulated depreciation	136,671	95,769
Total Assets	3,583,941	3,793,975
Current liabilities	596,188	631,865
Long-term liabilities	78,511	38,626
Total Liabilities	674,699	670,491
Net Position:		
Net investment in capital assets	(13,365)	(13,849)
Unrestricted	2,922,607	3,137,333
<b>Total Net Position</b>	<b>\$ 2,909,242</b>	<b>\$ 3,123,484</b>

As noted earlier, net position may serve over time as one useful indicator of a government’s financial condition. The assets of the Organization exceeded liabilities by \$2,909,242 as of June 30, 2019. The Organization’s net position decreased by \$214,242 for the year period ended June 30, 2019.

The Organization’s current assets decreased by \$250,936 and current liabilities decreased by \$35,673 from the prior period.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

**The Organization's Changes in Net Position**  
**(with Prior Year Comparisons)**

<b>Governmental Activities</b>	<b>June 30, 2019</b>	<b>June 30, 2018</b>
Revenue:		
State contract funding	\$ 20,730,315	\$ 21,869,329
Private funding	1,186,807	1,157,647
Federal grants	919,667	964,198
Other revenue	202,064	353,259
Total Revenue	<u>23,038,853</u>	<u>24,344,433</u>
Expenses:		
Advertising and promotion	12,026,405	12,779,574
Personnel	6,510,640	5,992,361
Professional fees	1,748,995	1,814,488
Travel and prospect hospitality	1,059,391	396,436
Facilities	367,806	1,038,394
Trade show	937,815	968,974
Computer and internet	383,813	247,999
Other	218,230	188,606
Total Expenses	<u>23,253,095</u>	<u>23,426,832</u>
Change in net position	(214,242)	917,601
Net position, beginning of period	<u>3,123,484</u>	<u>2,205,883</u>
Net position, end of period	<u>\$ 2,909,242</u>	<u>\$ 3,123,484</u>

The Organization's total revenues for the year ended June 30, 2019 decreased \$1,305,580 from the period ended June 30, 2018, a decrease of 5.36%. The state contract funding represented approximately 90% of the total revenues, while the private funding represented approximately 5% of total revenues in the current year.

The Organization's total expenses decreased \$173,737 or 0.74% from the prior period.

**Governmental Activities**

Through its contract with the North Carolina Department of Commerce, the Organization operates as the sales and marketing arm of the state of North Carolina related to developing North Carolina's economy and promoting the state as a premier tourism destination. The Organization is responsible for business recruitment, existing industry and small business support, import and export assistance, marketing, tourism, film, and sports development. The Organization works to guide development efforts toward the creation and retention of high-quality jobs through new business attraction, existing business support, and the cultivation of the tourism and film industries.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

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**Financial Analysis of the Organization's Funds**

As noted earlier, the Organization uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

**Governmental Fund**

The Organization's governmental funds provide information on near-term inflows, outflows, and balances of usable resources. Such information is useful in assessing the Organization's financing requirements. Specifically, unassigned fund balance can be a useful measure of a government's net resources available for spending at the end of the fiscal year.

The general fund is the only operating fund of the Organization. At the end of the current period, unassigned fund balance of the general fund was \$2,176,756.

**Capital Assets and Long-Term Debt**

**Capital Assets**

The Organization's investment in capital assets as of June 30, 2019, total \$136,671 (net of accumulated depreciation). These assets were acquired via capital leases.

Additional information on the Organization's capital assets can be found in the Notes to the Financial Statements.

**Long-Term Liabilities**

The Organization's long-term liabilities consisted of the following:

**Governmental Activities**

	<b>June 30, 2019</b>	<b>June 30, 2018</b>
Capital lease obligations	\$ 150,036	\$ 109,618
Compensated absences	169,175	150,204
Total liabilities	319,211	259,822
Current portion	(240,700)	(221,296)
Long-term portion	<u>\$ 78,511</u>	<u>\$ 38,526</u>

Additional information on the Organization's long-term liabilities can be found in the Notes to the Financial Statements.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**

*JUNE 30, 2019*

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**Requests for Information**

This report is designed to provide an overview of the Organization's finances for those with an interest in this area. Questions concerning any of the information found in this report or requests for additional information should be directed to:

Christopher M. Chung, CEO  
Economic Development Partnership of North Carolina, Inc.  
15000 Weston Parkway  
Cary, NC 27513  
919.447.7777

Other sources of information about the Organization can be found in the Organization's annual report to the North Carolina General Assembly (via inclusion in the North Carolina Department of Commerce's annual report to the same) and on our website: [www.edpnc.com](http://www.edpnc.com).

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**GOVERNMENTAL FUND BALANCE SHEET AND STATEMENT OF NET POSITION**

*JUNE 30, 2019*

	<b>General Fund</b>	<b>Adjustments (Note 3)</b>	<b>Statement of Net Position</b>
<b>ASSETS</b>			
Cash and cash equivalents	\$ 2,423,532	\$ -	\$ 2,423,532
Accounts receivable	698,064	-	698,064
Prepaid assets and deposits	325,674	-	325,674
Capital assets, net of accumulated depreciation of \$275,199	-	136,671	136,671
<b>Total Assets</b>	<b>\$ 3,447,270</b>	<b>136,671</b>	<b>3,583,941</b>
<b>LIABILITIES</b>			
Accounts payable	\$ 144,244	-	144,244
Accrued liabilities	136,125	48,293	184,418
Advanced payments received	17,201	-	17,201
Deferred rent	-	9,625	9,625
Long-Term Liabilities:			
Due within one year	-	240,700	240,700
Due in more than one year	-	78,511	78,511
<b>Total Liabilities</b>	<b>297,570</b>	<b>377,129</b>	<b>674,699</b>
<b>DEFERRED INFLOW OF RESOURCES</b>	<b>428,701</b>	<b>(428,701)</b>	<b>-</b>
<b>FUND BALANCES/NET POSITION</b>			
Fund Balances:			
Nonspendable:			
Prepaid items	325,674	(325,674)	-
Assigned:			
Tourism	218,569	(218,569)	-
Unassigned	2,176,756	(2,176,756)	-
<b>Total Fund Balances</b>	<b>2,720,999</b>	<b>(2,720,999)</b>	<b>-</b>
<b>Total Liabilities, Deferred Inflows of Resources, and Fund Balances</b>	<b>\$ 3,447,270</b>		
Net Position:			
Net investment in capital assets		(13,365)	(13,365)
Unrestricted		2,922,607	2,922,607
<b>Total Net Position</b>		<b>\$ 2,909,242</b>	<b>\$ 2,909,242</b>

The accompanying notes to the financial statements are an integral part of this statement.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.****(A Component Unit of the State of North Carolina)****GOVERNMENTAL FUND REVENUE, EXPENDITURES/EXPENSES, AND CHANGES IN FUND BALANCE AND STATEMENT OF ACTIVITIES***YEAR ENDED JUNE 30, 2019*

	<b>General Fund</b>	<b>Adjustments (Note 3)</b>	<b>Statement of Activities</b>
Expenditures/Expenses:			
Advertising and promotion	\$ 12,026,405	\$ -	\$ 12,026,405
Personnel	6,467,121	43,519	6,510,640
Professional fees	1,748,995	-	1,748,995
Travel and prospect hospitality	1,142,622	(83,231)	1,059,391
Facilities	396,733	(28,927)	367,806
Trade show	937,815	-	937,815
Computer and internet	383,813	-	383,813
Other	123,843	94,387	218,230
Total Expenditures/Expenses	<u>23,227,347</u>	<u>25,748</u>	<u>23,253,095</u>
Program Revenues:			
Federal grants	910,435	9,232	919,667
Other	202,064	-	202,064
Total Program Revenues	<u>1,112,499</u>	<u>9,232</u>	<u>1,121,731</u>
Net Program Expenditures/Expenses		<u>(16,516)</u>	<u>(22,131,364)</u>
General Revenues:			
State contract funding	20,730,315	-	20,730,315
Private funding	1,091,058	95,749	1,186,807
Total General Revenues	<u>21,821,373</u>	<u>95,749</u>	<u>21,917,122</u>
Excess (Deficiency) of Revenues over Expenditures/Expenses	(293,475)	79,233	(214,242)
Fund Balance/Net Position:			
Beginning of the period	<u>3,014,474</u>	<u>109,010</u>	<u>3,123,484</u>
End of the period	<u>\$ 2,720,999</u>	<u>\$ 188,243</u>	<u>\$ 2,909,242</u>

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

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**Note 1—The Organization**

The Economic Development Partnership of North Carolina, Inc. (the “Organization”) was incorporated in the state of North Carolina on August 6, 2013. The Organization’s mission statement is to improve the economic well-being and quality of life of North Carolinians. The Organization began operations on October 6, 2014, upon the completion of the initial fundraising requirements of its contract with the North Carolina Department of Commerce. This contract calls on the Organization to assist the Department of Commerce with “fostering and retaining jobs and business development, international trade, marketing, and travel and tourism” functions. The Organization is governed by a seventeen-member board, which is selected as follows: nine directors, including the chair, appointed by the Governor of the state of North Carolina, four directors appointed by the Speaker of the House of Representatives of the state of North Carolina, and four directors appointed by the President Pro Tempore of the Senate of the state of North Carolina.

**Note 2—Summary of significant accounting policies**

**A. Reporting Entity**

For financial reporting purposes, the Organization is a discretely presented component unit of the primary government of the state of North Carolina (“State”) and is an integral part of the state’s *Comprehensive Annual Financial Report* (or CAFR). These financial statements for the Organization are separate and apart from those of the state and do not present the financial position of the state nor changes in the state’s financial position.

**B. Basis of Presentation**

*Government-Wide and Fund Financial Statements* – The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on the financial activities of the Organization. The statement of activities demonstrates the degree to which direct expenses of a given function are offset by program revenues. Direct expenses are those that are clearly identifiable with a specific program. Program revenues include charges to customers or applicants who purchase, use, or directly benefit from goods, services, or privileges provided by a given function and grants and contributions that are restricted to meeting the operational or capital requirements of a particular program. Revenues that are not classified as program revenues are reported as general revenues.

Because the Organization is engaged in a single governmental program, the fund financial statements and the government-wide statements are combined using a columnar format that reconciles the individual line items of fund financial data to government-wide data in a separate column on the face of the financial statements.

*Fund Financial Statements* – The Organization maintains fund accounting in order to aid financial management and to demonstrate legal compliance. Fund financial statements are designed to present financial information of the Organization at a more detailed level.

*Governmental Funds* – Governmental fund reporting focuses on the sources, uses, and balances of current financial resources. Expendable assets are assigned to the various governmental funds according to the purposes for which they are to be used. Current liabilities are assigned to the fund from which they will be paid. The difference between governmental fund assets and liabilities is reported as fund balance. The general fund is the Organization’s operating fund. It accounts for all financial resources of the Organization. The primary revenue sources are state contract funding, grants, and private funding. The primary expenditures are advertising and promotion costs, personnel costs, and professional fees.



**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

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**Note 2—Summary of significant accounting policies (continued)**

**C. Measurement Focus and Basis of Accounting**

The measurement focus establishes the basis of accounting. The basis of accounting determines when transactions are recorded in the financial records and reported in the financial statements. Differences in the accrual and the modified accrual basis of accounting arise in the recognition of revenues, the recording of deferred revenues, the presentation of expenses versus expenditures, the recording of capital assets, the recognition of depreciation, and the recording of long-term liabilities.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recognized when earned and expenses are recognized when the related liability is incurred, regardless of the timing of related cash flows. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met. Net assets are used as a practical measure of economic resources and the operating statement includes all transactions and events that increased or decreased net assets. Depreciation is charged as an expense against current operations and accumulated depreciation is reported on the statement of net position.

The governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized when they are both measureable and available. Revenues are considered to be available when they are collectible within 31 days after the period-end. Expenditures are recognized when the liability is incurred, except for claims, compensated absences, and interest on long-term debt which are recorded when normally expected to be liquidated with expendable available financial resources. Proceeds from issuance of long-term debt are recognized when received and payment of long-term debt principal is reported as an expenditure when paid. Capital asset purchases are recorded as expenditures and depreciation is not recognized.

Non-exchange transactions, in which the Organization receives value without directly giving equal value in return, include grants and contributions. Revenues from grants and contributions are recognized when all eligibility requirements imposed by the provider have been satisfied. Eligibility requirements include timing requirements, which specify the year in which resources are required to be used, or the year in which use is first permitted. The matching requirements and expenditure requirements specify in which year the resources are provided to the Organization on a reimbursement basis. On the modified accrual basis, revenues from non-exchange transactions must also be available before they can be recognized.

Under the terms of grant agreements, the Organization funds certain programs by a combination of specific cost-reimbursement grants, categorical block grants, and general revenues. Thus when program expenses are incurred, there is both restricted and unrestricted net position available to finance the program. It is the Organization's policy to first apply cost-reimbursement grant resources to such programs, followed by categorical block grants, and then by general revenues. Additionally, when both restricted and unrestricted non-grant resources are available for use, it is the Organization's policy to use restricted resources first, then unrestricted resources as they are needed.

The Organization has a revenue spending policy that provides guidance for programs with multiple revenue sources. The Organization will use resources in the following order: debt proceeds, federal funds, State funds, local non-county funds, and county funds. For purposes of fund balance classification expenditures are to be spent from restricted fund balance first, followed in order by committed fund balance, assigned fund balance and lastly unassigned fund balance. The Organization has the authority to deviate from this policy if it is in the best interest of the Organization.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

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**Note 2—Summary of significant accounting policies (continued)**

**D. Accounts Receivable**

Accounts receivable is stated at the amount the Organization expects to collect. The Organization uses the allowance method to determine uncollectible accounts. The allowance is based on management's analysis of the account. Accounts are charged off to the allowance when management deems the account will not be collectible. Past due status is based on how recently payments have been made on the account. The Organization estimates the accounts receivable at June 30, 2019, will be fully collectible; therefore, no allowance has been established.

**E. Prepaid Assets and Deposits**

Prepaid assets and deposits consist primarily of amounts paid for future event expenses and promotional costs. At June 30, 2019, prepaid assets and deposits totaled \$325,674.

**F. Capital Assets**

Capital assets generally result from expenditures in the governmental funds which have an initial, individual cost of more than \$5,000 and estimated useful life in excess of one year. Vehicles are assigned a useful life of five years. Computers and equipment are assigned a useful life of three years. These assets appear as a reconciling item and are reported in the government-wide statement of net position.

Capital assets are recorded at cost (or estimated historical cost) and updated for additions and retirements during the period. Donated capital assets are recorded at their estimated fair value as of the date received. Improvements are capitalized and the cost of normal maintenance and repairs that do not add to the value of the asset or materially extend an asset's life are not capitalized.

All reported capital assets are depreciated using the straight-line method over estimated useful lives of the assets.

**G. Accrued Liabilities and Long-Term Obligations**

All payables and accrued liabilities are reported in both the governmental fund financial statements and the government-wide statements and the straight-line rent liability and all long-term obligations are reported in only the government-wide statements. As of June 30, 2019, the balance in straight-line rent liability is \$9,625.

**H. Net Position**

Net position is displayed in three components on the statement of net position in the government-wide column:

*Net Investment in Capital Assets* – Consists of capital assets, net of accumulated depreciation, and reduced by the outstanding balances of any bonds, mortgages, notes, capital lease obligations, or other borrowings that are attributable to the acquisition, construction, or improvement of these assets.

*Restricted Net Position* – Consists of net position constraints placed on their use either by (a) external groups such as creditors, grantors, contributors, or laws or regulations of other governments or (b) imposed by law through constitutional provisions or enabling legislation. As of June 30, 2019, there were none to report.

*Unrestricted Net Position* – Consists of all other net positions that do not meet the definition of "net investment in capital assets" or "restricted net position".

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

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**Note 2—Summary of significant accounting policies (continued)**

**I. Fund Balances**

In the governmental fund financial statement, fund balance is composed of five classifications designed to disclose the hierarchy of constraints placed on how fund balance can be spent.

The governmental fund types classify fund balances as follows:

*Nonspendable Fund Balance* – This classification includes amounts that cannot be spent because they are either (a) not in spendable form or (b) legally or contractually required to be maintained intact.

*Prepaid Items* – Portion of fund balance that is not an available resource because it represents the period-end balance of ending prepaid expenses, which are not spendable resources.

*Restricted Fund Balance* – Portion of fund balance that is restricted to specific purposes externally imposed by contracts or imposed by law. As of June 30, 2019, there were none to report.

*Committed Fund Balance* – Portion of fund balance that can only be used for specific purposes imposed by majority vote by quorum of the Organization's governing body (highest level of decision making authority). Any changes or removal of specific purpose requires majority action by the governing body. As of June 30, 2019, there were none to report.

*Assigned Fund Balance* – Portion of fund balance that the Organization intends to use for specific purposes.

*Assigned for Tourism* – Portion of fund balance to be to be used for tourism development activities.

*Unassigned* – Portion of fund balance that has not been restricted, committed, or assigned to specific purposes or other funds.

**J. Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

**K. Advanced Payments Received**

Advanced payments received consist of cash received in advance for services which occur after the Organization's fiscal year-end.

**L. Advertising and Promotion**

The Organization expenses advertising and promotion costs as incurred. Advertising and event promotion expense was \$12,026,405 for the year ended June 30, 2019.

**M. Income Taxes**

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made. Management believes that the Organization continues to satisfy the requirements of a tax-exempt organization at June 30, 2019. Management has also not identified any unrelated business income requiring the Organization to file a Form 990-T, *Exempt Organization Business Income Tax Return*.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

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**Note 2—Summary of significant accounting policies (continued)**

**N. Deferred Inflows of Resources**

In addition to liabilities, the governmental fund will sometimes report a separate section for deferred inflows of resources. This separate financial statement element represents an acquisition of fund balance that applies to a future period and, therefore, will not be recognized as revenue until then. The Organization has two items that meets the criterion for this category – grants and pledges receivable.

**O. Revenue Concentration**

The Organization receives state contract funding general revenues from the state of North Carolina. This contract represented approximately 90% of general revenues for the year ended June 30, 2019.

**Note 3—Detailed notes on the general fund**

**A. Reconciliation of Government-Wide and Fund Financial Statements**

**1. Explanation of adjustments between governmental fund balance sheet and the government-wide statement of net position.**

When capital assets and intangible assets that are used in governmental activities are purchased, the costs of those assets are reported as expenditures in governmental funds. However, the statement of net position includes those capital assets among the assets of the Organization as a whole.

Cost of capital assets	\$ 411,870
Accumulated depreciation	<u>(275,199)</u>
	<u>\$ 136,671</u>

Capital lease obligations and straight-line rent are not due and payable in the current period and, therefore, are not reported as liabilities in the governmental funds. Liabilities for compensated absences will be recognized as liabilities in the governmental funds when the amounts are considered to be expendable available financial resources. However, the statement of net position includes those obligations among the liabilities of the Organization as a whole.

Capital lease obligations	\$ (150,036)
Compensated absences	(169,175)
Supplemental retirement	(48,293)
Straight-line rent	<u>(9,625)</u>
	<u>\$ (377,129)</u>

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

**Note 3—Detailed notes on the general fund (continued)**

Deferred inflows of resources consisting of revenues that do not provide current financial resources are not reported as revenue in the governmental fund. However, the statement of net position includes those resources as revenues of the Organization as a whole.

\$ 428,701

**2. Explanation of adjustments between the governmental fund statement of revenues, expenditures, and changes in fund balance and the government-wide statement of activities.**

Governmental funds report capital outlay, straight-line rent, compensated absences, and depreciation as expenditures. However, in the statement of activities, the cost of those assets are allocated over their useful lives or terms of the lease and reported as depreciation/amortization expense. Deferred revenues represent the changes in deferred inflows of resources due to differences in recognizing revenues in the governmental fund and statement of net position.

Straight-line rent	\$ 17,287
Depreciation expense	(63,098)
Interest expense	15,603
Capital obligations	71,724
Supplemental retirement	(48,293)
Compensated absences	(18,971)
Deferred revenues	104,981
	<u>\$ 79,233</u>

**B. Deposits and Investments**

At June 30, 2019, the Organization's carrying amount was \$2,423,532 and bank balance was \$2,790,681. Of the bank balance, \$250,000 was covered by federal depository insurance and \$2,540,681 remained uninsured.

**C. Capital Assets**

Capital asset activity for the year ended June 30, 2019 was as follows:

	Balance July 1, 2018	Increases	Decreases	Transfers	Balance June 30, 2019
Capital assets being depreciated:					
Computers and equipment	\$ 121,046	\$ -	\$ -	\$ -	\$ 121,046
Vehicles	271,966	119,686	(100,828)	-	290,824
Total capital assets being depreciated	393,012	119,686	(100,828)	-	411,870
Less accumulated depreciation for:					
Computers and equipment	(121,046)	-	-	-	(121,046)
Vehicles	(176,197)	(63,098)	85,142	-	(154,153)
Total accumulated depreciation	(297,243)	\$ (63,098)	\$ 85,142	\$ -	(275,199)
Total capital assets, net	<u>\$ 95,769</u>				<u>\$ 136,671</u>

Depreciation expense totaled \$63,098 for the year ended June 30, 2019.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

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**Note 3—Detailed notes on the general fund (continued)**

**D. Lease Obligations**

Operating Leases

The Organization has entered into noncancelable leases for office facilities. Total rent expense was approximately \$308,313 for the year ended June 30, 2019.

The future minimum lease payments under the operating leases are as follows for fiscal year ending June 30:

2020	\$ 155,420
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Capital Leases

The Organization has entered into capital leases for vehicles, computers and office equipment. Accordingly, the Organization has capitalized equipment in the amount of \$290,284 at June 30, 2019, which is included in the property and equipment total. Depreciation expense was \$63,098 and accumulated depreciation was \$154,153 on this equipment at June 30, 2019.

The future minimum lease payments under the capital leases and the net present value of the future minimum lease payments are as follows for fiscal years ending June 30:

2020	\$ 71,525
2021	38,510
2022	37,687
2023	20,129
Total future minimum lease payments	167,851
Less amounts representing interest	(17,815)
Present value of future minimum lease payments	\$ 150,036

**E. Compensated Absences**

Employees earn vacation days based on their employment contract. The vacation policies of the Organization provide for accumulation of vacation leave with such leave being fully vested when earned. No more than 40 hours of accrued but unused leave is allowed to be rolled over the next calendar. The amount accrued was \$169,175 on the year ended June 30, 2019. Compensated absences typically have been liquidated in the general fund and are accounted for on a last-in, first-out basis assuming that employees are taking leave time as it is earned.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**NOTES TO THE FINANCIAL STATEMENTS**

*JUNE 30, 2019*

**Note 3—Detailed notes on the general fund (continued)**

**F. Long-Term Liabilities**

Long-term liabilities consist of compensated absences and various capital leases payable in monthly payments ranging from \$238 to \$459, maturing in 2020 to 2023, secured by equipment.

Changes in long-term liabilities for the year ended June 30, 2019 were as follows:

	Balance July 1, 2018	Increases	Decreases	Balance June 30, 2019	Amounts Due within One Year
Capital lease obligations	\$ 109,618	\$ 119,686	\$ 79,268	\$ 150,036	\$ 71,525
Compensated absences	150,204	18,971	-	169,175	169,175
Total long-term liabilities	<u>\$ 259,822</u>	<u>\$ 138,657</u>	<u>\$ 79,268</u>	<u>\$ 319,211</u>	<u>\$ 240,700</u>

**G. Retirement Plans**

The Organization has a 401(k) retirement plan that is eligible to all regular full-time employees after 6 months of employment with the Organization. The Organization's discretionary match contribution to participating employees is up to a maximum percentage of employee gross pay. The maximum percentage for the fiscal year ended June 30, 2019 was 4%. All contributions are participant directed. The Organization contributed \$150,450 for the year ended June 30, 2019 to the 401(k) plan.

On February 19, 2018, the Organization established a supplemental executive retirement plan ("SERP") for the Organization's Chief Executive Officer ("CEO"). The benefits provided under this agreement are subject to section 457(f) of the Internal Revenue Code. The SERP is calculated based off of the CEO's base salary and is increased each year that the CEO is employed by the Organization. The SERP is payable on January 12, 2021 provided the CEO is employed by the Organization. The SERP amount accrued under the plan was \$48,293 at June 30, 2019.

**H. Subsequent Events**

The Organization evaluated subsequent events through September 25, 2019, in connection with the preparation of these financial statements, which is the date the financial statements were available to be issued, and has determined there are no subsequent events that require disclosure.

## **SUPPLEMENTARY INFORMATION**



**Report of Independent Auditor on Internal Control over Financial Reporting and on  
Compliance and Other Matters Based on an Audit of Financial Statements Performed in  
Accordance with *Government Auditing Standards***

The Board of Directors  
Economic Development Partnership of North Carolina, Inc.  
Cary, North Carolina

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to the financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the governmental activities and the general fund of the Economic Development Partnership of North Carolina, Inc. (the "Organization"), a component unit of the state of North Carolina, as of and for the year ended June 30, 2019, and the related notes to the financial statements, which collectively comprise the Organization's basic financial statements, and have issued our report thereon dated September 25, 2019.

The financial statements of the Organization are intended to present the financial position and changes in financial position that are only attributable to the transactions of the Organization. They do not purport to, and do not, present fairly the financial position of the state of North Carolina as of June 30, 2019, or the changes in its financial position, for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Organization's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider material weaknesses. However, material weaknesses may exist that have not been identified.

**Compliance and Other Matters**

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

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Cherny Bekaert LLP

Raleigh, North Carolina  
September 25, 2019

## **Report of Independent Auditor on Compliance for Each Major Federal Program and on Internal Control over Compliance Required by OMB Uniform Guidance**

The Board of Directors  
Economic Development Partnership of North Carolina, Inc.  
Cary, North Carolina

### **Report on Compliance for Each Major Federal Program**

We have audited the Economic Development Partnership of North Carolina, Inc.'s (the "Organization") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended June 30, 2019. The Organization's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

### **Management's Responsibility**

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on compliance for each of the Organization's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States and the audit requirements of Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"). Those standards and the Uniform Guidance requires that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Organization's compliance with those requirements and performing such other procedures, as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of the Organization's compliance.

### **Opinion on Each Major Federal Program**

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2019.

## **Report on Internal Control over Compliance**

Management of the Organization is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on a major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing our opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over compliance.

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

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

*Chemy Bekaert LLP*

Raleigh, North Carolina  
September 25, 2019

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS**

YEAR ENDED JUNE 30, 2019

<b>Federal Grantor/Pass-Through Grantor/State Grantor/Program or Cluster Title</b>	<b>Federal CFDA Number</b>	<b>Grant Number</b>	<b>Expenditures</b>	<b>Pass-Through to Subrecipients</b>
<u>U.S. Small Business Administration</u>				
<i>State Trade and Export Promotion</i>	59.061	SBAHQ-18-IT-0024	\$ 451,411	\$ -
<i>State Trade and Export Promotion</i>	59.061	SBAHQ-17-IT-0026	303,545	-
			<u>754,956</u>	<u>-</u>
<u>U.S. Department of Commerce</u>				
<i>Manufacturing Extension Partnership</i>	11.611	2015-0820-01	220,000	-
			<u>220,000</u>	<u>-</u>
Total Federal Financial Assistance			<u>\$ 974,956</u>	<u>\$ -</u>

**NOTES TO THE SCHEDULE OF FEDERAL AWARD EXPENDITURES**

**Note 1—Summary of accounting policies**

Expenditures reported on this schedule have been prepared on the accrual basis of accounting.

The Organization has elected not to use the 10-percent de minimis indirect cost rate as allowed under the Uniform Guidance.

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**SCHEDULE OF FINDINGS AND QUESTIONED COSTS**

YEAR ENDED JUNE 30, 2019

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**SECTION I—SUMMARY OF AUDITOR’S RESULTS**

**Financial Statements**

Type of auditor’s report issued on whether the financial statements audited were prepared in accordance to U.S. GAAP:

Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? ☐ yes ☒ no
- Significant deficiency(ies) identified that are not considered to be material weaknesses? ☐ yes ☒ none reported

Noncompliance material to financial statements noted?

☐ yes ☒ no

**Federal Awards**

Internal control over major federal programs:

- Material weakness(es) identified? ☐ yes ☒ no
- Significant deficiency(ies) identified that are not considered to be material weaknesses? ☐ yes ☒ none reported

Noncompliance material to federal awards

☐ yes ☒ no

Type of auditor’s report issued on compliance for major federal program:

Unmodified

Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)?

☐ yes ☒ no

Identification of major federal programs:

CFDA#

Program Name

59.061

State Trade and Export Promotion Grant

Dollar threshold used to distinguish between Type A and Type B Programs

\$ 750,000

Auditee qualified as low-risk auditee?

☐ yes ☒ no

**ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**  
**(A Component Unit of the State of North Carolina)**  
**SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)**

*YEAR ENDED JUNE 30, 2019*

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**SECTION II—FINANCIAL STATEMENT FINDINGS**

None reported.

**SECTION III—FEDERAL AWARDS FINDINGS AND QUESTIONED COSTS**

None reported.

The audit report required 215 audit hours at a cost of \$33,500.