



M E M O R A N D U M

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 26, 2021

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 2020 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 2020 is included in Attachment 2.

The chart below summarizes the key performance metrics from the 2020 calendar year compared to the previous three calendar years.

For business recruitment:	CY 2017	CY 2018	CY 2019	CY 2020
Number of jobs announced by the Department in total	19,999	19,541	21,675	20,026
Number of jobs announced resulting from recruitment of new businesses	13,332	11,928	16,329	12,636
Number of jobs announced resulting from existing business expansions	6,667	7,613	5,346	7,390
Total U.S. dollar amount of investment resulting from new projects	\$4,146,247,539	\$3,526,442,217	\$4,401,314,524	\$6,335,466,785
Total U.S. dollar amount of investment resulting from recruitment of new businesses	\$2,057,408,700	\$1,859,679,598	\$1,972,232,128	\$4,141,790,603
Total U.S. dollar amount of investment resulting from existing business expansions	\$2,088,838,839	\$1,666,762,619	\$2,429,092,396	\$2,193,676,182
Total U.S. dollar amount of foreign direct investment	\$2,053,390,248	\$850,502,708	\$610,193,852	\$1,360,162,194
Number of business inquiries for business relocation, investment, and expansion (via website)	599,914	624,043	404,821	425,650

For business services:	CY 2017	CY 2018	CY 2019	CY 2020
Number of existing businesses receiving support	1,141	1,161	1,276	1,322
Number of Business Services Team leads that lead to an expansion of existing businesses	75	77	69	66
Number of businesses receiving export assistance	588	592	614	633
Total U.S. dollar amount of exports by assisted companies	\$884,947,701	\$957,835,597	\$1,078,097,288	\$1,143,464,232
For tourism and marketing:	CY 2017	CY 2018	CY 2019	CY 2020
Number of consumer inquiries about travel to North Carolina	7,530,199	6,829,940	7,543,335	5,870,490
Total U.S. dollar amount of spending by visitors while in North Carolina	\$22,932,130,000	\$23,987,970,000	\$25,320,210,000	\$26,773,350,000
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina	\$1,875,750,000	\$1,966,180,000	\$2,058,990,000	\$2,162,890,000

The Department and EDPNC are in the second year of the three-year contract effective October 1, 2019. In May 2020, the EDPNC was required by the Department to provide details regarding its marketing strategy for the 20-21 fiscal year. The EDPNC will submit a similar document for the coming fiscal year. The Department and the EDPNC continued their monthly meetings between leadership of both entities to discuss topics of interest to both parties.

With the recent appoint of Secretary Machelle Sanders, a focus in the coming weeks will be to familiarize her with the current working relationship of the two entities. Ongoing efforts to clarify and strengthen the expectations of the EDPNC will be important to continuing to align operations and communications.

Meanwhile, the Department will continue its long-term strategic focus on preparing communities for economic development opportunities. Such a focus requires a clear vision and dedicated cooperation with multiple state agencies and other organizations to ensure objectives related to job creation, workforce development, housing, infrastructure, downtown revitalization, innovation and local capacity are met.



2020 CALENDAR YEAR REPORT

The Economic Development Partnership of North Carolina

January 29, 2021
 Office of the Secretary
 North Carolina Department of Commerce
 301 North Wilmington St.
 Raleigh, N.C. 27699

Dear Secretary Copeland,

The Economic Development Partnership of North Carolina respectfully submits its annual report for 2020, a year when the EDPNC added new outreach to its core services – with a focus on helping existing businesses of all sizes in the state meet the challenges of a global pandemic.

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

In 2020, the EDPNC and our state and local partners closed deals on 147 new corporate facility and expansion projects expected to create 20,026 new jobs and \$6.3 billion in new investment. The announced investment was the state's largest in any year over the past decade, and well above the prior decade-topper of \$4.4 billion announced in 2019.

We were grateful to see that the sudden economic downturn of 2020 caused only modest year-over-year declines in the overall number of projects and associated jobs. In 2019, there were 154 state-supported project wins expected to create 21,675 new jobs.

Large and geographically diverse projects contributed to the record-breaking capital investment announced in 2020. This outcome was led by Centene Corp's \$1-billion East Coast headquarters in Charlotte, expected to create up to 6,000 new jobs, and Pratt & Whitney's planned \$650-million, 800-job plant in Asheville. Other investment leaders included Eli Lilly & Company's \$470-million, 460-job expansion in Durham and Nestlé Purina PetCare's \$450-million project that will create 300 new jobs and revitalize a shuttered Eden brewery.

While the recruitment wins were encouraging, the EDPNC's efforts to support hard-hit existing businesses in 2020 were equally critical. They included:

- Our Visit NC tourism division marketing the \$15 million Count on Me NC public safety campaign, a collaboration of the NC Restaurant & Lodging Association, NC Department of Health and Human Services, NC State Extension, and Visit NC. Hotels, restaurants, attractions and other businesses signed up for free COVID-related online safety training for their employees through the initiative. More than 14,000 businesses in North Carolina completed Count On Me NC training. The campaign, funded through the federal CARES Act, also promoted awareness and safe patronizing of participating businesses.

- Our regional existing industry managers serving as an information clearinghouse helping businesses navigate COVID-19 grant and loan programs and referring them to databases of potential new partners when supply chains had been disrupted. To keep businesses updated, the team conducted extensive and repeated outreach to its network of hundreds of existing business clients as well as local economic developers.

- Our international trade team reaching hundreds of small-business exporters with free webinars on topics ranging from the pandemic's impact on the international trade landscape, to effective participation in virtual trade shows in the aftermath of canceled in-person events. The team also manages a program that connects small-business exporters with a \$10,000 federal grant and expertise to help translate and provide search optimization of their websites in other countries. Globalized business websites are an important sales tool when business travel is risky.

- Our Business Link North Carolina team supporting 25,000 inquiries on the permitting and licensing requirements of establishing a business in North Carolina, as well as questions related to recovery resources. Supporting small business startups will be an integral part of COVID recovery in our state.

Economic development is a team sport. So is economic recovery. Now more than ever, the EDPNC is honored to be a member of our state's economic development team, led by Governor Cooper and including the North Carolina Department of Commerce, the General Assembly and regional and local economic development organizations.

Sincerely,

Frank E. Emory, Jr.
Board Chairman, Economic Development Partnership of N.C.

Christopher Chung
CEO, Economic Development Partnership of N.C.

BUSINESS RECRUITMENT

BY THE NUMBERS

147
**RECRUITMENT AND
EXPANSION PROJECTS**

20,026
**ANNOUNCED
JOBS**

\$6.3 BILLION
**ANNOUNCED
INVESTMENT**

In 2020, the EDPNC, working jointly with its local and state economic development partners, helped close deals on 147 corporate relocation and expansion projects resulting in the announcement of 20,026 new jobs and \$6.3 billion in investment. That's the highest tally of state-recruited project investment in over a decade.

Our business-recruitment success contributed to Site Selection magazine ranking North Carolina as the nation's top state business climate in 2020 in a two-way tie with Georgia and Business Facilities magazine naming North Carolina its 2020 State of the Year.

Top investment-generating announcements in 2020 included Centene Corp's choice of Charlotte for its \$1-billion East Coast regional headquarters and technology hub, a project committed to creating 3,237 jobs with company leaders saying employment is likely to grow to 6,000.

Other investment leaders included Pratt & Whitney's \$650-million, 800-job high-tech turbine airfoil production facility in Asheville and Eli Lilly & Company's \$474-million, 462-job plant in Research Triangle Park, the company's first manufacturing facility in North Carolina. There's also Nestlé Purina PetCare's \$450-million, 300-job

plant in Eden; Grifols Therapeutics \$351.6-million, 300-job expansion in Clayton; and United Parcel Service's \$262.2 million, 451-job main hub in Mebane, one of the largest single economic development projects ever in Alamance County, according to local officials.

Projects creating the highest employment included the Centene, Pratt, Eli Lilly, and UPS wins. Joining that list were Bandwidth, Inc.'s 1,165-job, \$103.4-million expansion of its Raleigh headquarters; BioAgilytix Labs' 878-job, \$61.5-million expansion in Durham; Grail Inc.'s new 398-job, \$100-million laboratory facility in

Research Triangle Park; and Ontex Group's 352-job, \$73-million plant in southern Rockingham County.

Overall, 66% of the state's project wins were in Tier 1 and Tier 2 counties. Those 97 EDPNC-supported deals in Tier 1 and 2 counties are expected to create 7,370 new jobs and \$2.78 billion in new capital investment.

The EDPNC divisions that help win new and expanded corporate facilities for North Carolina include:

- Statewide business recruiters who recruit new companies to North Carolina while also courting larger-scale expansions by companies already operating here.

- A business development team that generates leads for our recruiters by proactively connecting and building relationships with companies just beginning to consider expansion into the U.S.

- The existing industry expansions team whose eight regional managers support the growth of existing companies many of them small

businesses across the state by helping them identify and clear specific barriers to growth and connecting them to grant and other resources when they launch expansions.

See Appendix A for *Business Recruitment and Expansion performance metrics for 2020*

GLOBAL BUSINESS SERVICES

The Global Business Services division supports business success and job growth by connecting existing North Carolina businesses to resources that help them reduce operating costs, increase exports, and expand their facilities.

The division also houses a team of small-business counselors who help entrepreneurs and startups navigate the permitting and regulatory requirements of starting a new business in the state.

The division's three teams include: existing industry expansions managers who live and work within eight Prosperity Zones covering the entire state; international trade managers who help manufacturers sell more exports in markets around the world; and small business counselors who counsel thousands of individuals a year seeking guidance on how to start a small business in North Carolina.

Existing Industry Expansions Managers

Over the years, the EDPNC's existing industry managers have built strong relationships with hundreds of businesses of all sizes across the state by visiting their plants, helping them identify barriers to growth, and connecting them to the right grant, infrastructure, workforce and other resources to clear those hurdles.

This team connects businesses with local and state programs that help them find qualified

workers, money to buy new manufacturing equipment or renovate buildings, and ways to implement more cost- and energy-efficient manufacturing practices. The team also supports these businesses when they launch a formal expansion.

In 2020, the team's pandemic response included reaching out to its extensive network of business clients by email, phone, e-newsletters and social media to help them understand and navigate COVID-19 grant and loan opportunities. In addition, they helped manufacturers grasp the requirements of being deemed essential so that they could continue operating during the pandemic.

Businesses whose supply chains were disrupted by the pandemic also turned to the existing industry team for referral to state and national databases of potential new suppliers.

In 2020, the team assisted 1,322 businesses overall. Many were small- to mid-size businesses in the state's more rural communities. In Tier 1 and Tier 2 counties, the EDPNC's regional industry managers supported 939 businesses.

The team's assistance to businesses in 2020 including coordinating state support for 66 expansion projects expected to create 3,321 jobs and \$1.21 billion in investment. The team supported an additional seven projects involving newly recruited businesses creating 280 jobs and

\$30.7 million in investment.

In 2020, for example, the team, working with local and state partners, supported the \$120-million expansion of Merchants Distributors (MDI) in a portion of Tier 1 Caldwell County that lies within the Hickory city limits. MDI is adding 200,000 square feet and sophisticated automated technology to its grocery distribution complex there. The expansion, which was competitive with sites in South Carolina and Georgia, is the largest in terms of capital investment in Hickory's history.

It will not only create 111 new jobs at MDI – the county's largest private employer – but also help retain 120 jobs there.

International Trade Managers

One of the EDPNC trade team's core services has always been helping North Carolina business successfully participate in trade shows around the world. But the pandemic slashed international travel and shut down most in-person trade events in 2020.

So in 2020, the team emphasized some new ways to help businesses identify and develop international sales opportunities. Those approaches included helping business participate in newly emerging virtual trade shows and missions; expanding a website globalization program that enables companies to better generate international sales leads online; and significantly increasing access to EDPNC

export-education workshops through a new and extensive offering of expert-led webinars.

All told, the EDPNC's international trade managers and foreign offices assisted 633 North Carolina companies across the state. Those businesses reported \$1.14 billion in export sales during the year.

The EDPNC trade team includes international trade managers based in North Carolina as well as trade offices headquartered in Canada, Mexico, Europe, China (Hong Kong), and the United Arab Emirates, which support North Carolina exports to those regions of the world. The EDPNC also has contracted trade representation in Singapore, to help North Carolina businesses that want to sell in Southeast Asia markets including Singapore, Indonesia, Malaysia, Vietnam, the Philippines and Thailand.

The trade team's services include helping North Carolina businesses find and vet new distributors or agents, connecting companies to export financing, and providing export-education seminars addressing topics such as export documentation and licensing requirements.

In 2020, the trade team tripled the number of export-education workshops it offers in a year, presented them online rather than in person, and integrated timely new topics that covered everything from the pandemic's impact on global markets for North Carolina products to navigating the new US-Mexico-Canada and US-China Phase 1

trade agreements.

The team typically hosts eight regional in-person exporting workshops a year across the state, drawing 15 to 30 participants each. In 2020, the EDPNC hosted 30 webinars, with some drawing 50 to 100 participants.

In addition, the team assisted companies looking for new ways to conduct international business virtually during the pandemic. For example, the EDPNC administers a website globalization program that helps exporters translate and locally host their business websites in their target markets. The program also optimizes those sites so they're easily found by local search engines.

As part of that program, the EDPNC trade team connects participating businesses to federal grants that help pay for most of the cost of localizing a business website in two countries.

In 2020, the team also helped businesses participate in virtual international trade events. For example, the EDPNC made sure North Carolina companies filled five of the only 10 seats available nationally for a virtual trade mission to Saudi Arabia, organized by the U.S. Saudi Business Council. The mission not only provided an overview of the Saudi market – an important one for North Carolina exports – but also gave North Carolina businesses the opportunity to meet one-on-one with vetted potential business partners in the region.

Business Link North Carolina

The Business Link North Carolina (BLNC) team provides one-on-one counseling to would-be entrepreneurs and startups about the legal requirements of opening a business in North Carolina, primarily through its toll-free number.

The counselors answer questions about accessing and permit requirements and provide access to forms for business structures, tax ID numbers and more. They also make referrals to local, federal and state agencies, state occupational licensing boards and programs that can help new businesses find grants, alternative lending institutions, mentoring and other resources.

The volume of inquiries to the BLNC team was higher in 2020 than the prior year. The team handled 24,948 cases in 2020 vs. 23,639 in 2019.

The team also sponsors or participates in educational outreach activities to support entrepreneurship, including activities that particularly target rural areas and minority-, women-, and veteran-owned startups. In 2020, BLNC partnered with the state community college system's Small Business Center Network to conduct webinars on how to start a business. They were offered in both English and Spanish.

See Appendix B for Global Business Services performance metrics for 2020.

VISIT NORTH CAROLINA

The Visit North Carolina team executes marketing programs that promote North Carolina as a top tourism destination, as well as a great location for film productions and retirees. Most of Visit NC's marketing focuses on the state's tourism industry.

In 2020, when people became unwilling to risk long-distance travel during the pandemic, Visit NC's marketing focus shifted from attracting out-of-state visitors to educating businesses on how to safely reopen and people on how to venture out in a socially distant way.

So, Visit NC developed and managed the marketing of a collaborative public health initiative, called Count On Me NC, in partnership with the North Carolina Restaurant & Lodging Association, the NC Department of Health & Human Services, and NC State Extension, whose services include educational programs that address public health issues.

The main thrust of the campaign, supported by federal CARES Act funds and delivered in English and Spanish, provided free, easy-to-follow online training modules to help restaurants, hotels, attractions and other hospitality businesses learn the best ways to protect customers and employees from COVID-19.

In turn, consumers could use a searchable database to find and patronize businesses that had completed the training. They could also sign and download a pledge to follow the three Ws (wear a mask, wash your hands, wait your turn 6 feet apart).

Visit NC began marketing the initiative in May, targeting North Carolina residents and businesses as well as prospective travelers in contiguous states. The advertising channels included radio, digital/mobile device, print, YouTube, digital outdoor advertising, and streaming, broadcast, and cable TV.

More than 14,000 businesses in North Carolina completed Count On Me NC training, according to NC State Extension. In addition, the campaign had generated more than 153,000,000 paid media impressions and nearly 1.5 billion earned media impressions by early December.

The overall campaign also included Visit NC cooperative marketing credits offered to local tourism offices to help them stimulate safe travel to their communities by advertising through Visit NC channels. More than 120 local tourism offices in 92 counties took advantage of \$5.12 million in marketing credits.

In a separate program, Visit NC, working with the North Carolina Travel Industry Association, distributed \$1.5 million in CARES Act funding as grants to local tourism offices to support their marketing efforts as the state reopened. Tourism offices in areas that were more tourism dependent were eligible for up to \$30,000 while those in areas that were less dependent were eligible for up to \$25,000. A total of 120 grants were distributed to 82 different tourism organizations in 71 counties.

Because of the January timing of the EDPNC's yearly

report to Commerce, Visit NC is not able to provide visitor spending totals for calendar year 2020 in this document. That full tally for CY 2020 will not be available until its release in May by the U.S. Travel Association.

However, because of COVID-19's devastating impact on domestic and international travel, Visit NC expects visitor spending in North Carolina in 2020 will be down by roughly \$9.5 billion from the record \$26.7 billion of the year before, according to Wit Tuttell, EDPNC vice president for tourism.

While leisure travel in North Carolina – particularly for outdoor enjoyment – picked up during summer 2020, other travel did not. Business travel incorporating meetings and conferences and sporting events with large crowds had not returned, and that accounts for significant spending in the state. Experts are anticipating things won't return to normal for the tourism industry until 2023.

Normal for North Carolina in CY 2019 meant domestic visitors spending a record \$26.7 billion in the state, an increase of 5.6% from 2018. Tourism directly employed 235,700 people in the state in 2019. Both those figures will be significantly lower in 2020 because of the pandemic.

See Appendix C for Tourism & Marketing performance metrics.

EDPNC 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 will go into effect beginning January 2021.

The table below lists EDPNC positions and salaries as of Dec. 31, 2020.

EDPNC SALARIES AND COMPENSATION

Job Title	Salary	From Public Funds	From Private Funds
Accounting Manager	\$65,920.08	\$65,920.08	
Business Development Coordinator	\$48,499.98	\$48,499.98	
Business Development Manager	\$90,000.00	\$90,000.00	
Business Development Manager	\$85,000.00	\$85,000.00	
Business Development Manager	\$85,000.00	\$85,000.00	
Business Recruitment Coordinator	\$49,999.92	\$49,999.92	
Business Recruitment Manager	\$79,399.92	\$79,399.92	
Business Recruitment Manager	\$78,000.00	\$78,000.00	
Business Recruitment Manager	\$72,499.92	\$72,499.92	
Business Recruitment Manager	\$75,000.00	\$75,000.00	
Business Recruitment Manager	\$72,499.92	\$72,499.92	
Chief Executive Officer	\$260,837.04	\$120,000.00	\$140,837.04
Chief Operating Officer	\$150,000.00	\$120,000.00	\$30,000.00
Communications & PR Manager	\$59,822.88	\$59,822.88	
Department Operations Manager	\$51,285.94	\$51,285.94	
Digital Marketing Specialist	\$49,999.92	\$49,999.92	
Director of Business Development	\$118,000.00	\$118,000.00	

Job Title	Salary	From Public Funds	From Private Funds
Director of Business Recruitment	\$109,000.00	\$109,000.00	
Director of Finance	\$105,000.00	\$105,000.00	
Director of International Trade	\$94,556.16	\$94,556.16	
Director of Investor Relations	\$80,000.00	\$80,000.00	
Director, Regional Operations	\$82,000.08	\$82,000.08	
Director, Tourism Partner & Trade Relations	\$85,850.64	\$85,850.64	
Director, Tourism Research	\$78,565.68	\$78,565.68	
Film Commissioner	\$85,012.56	\$85,012.56	
Grant Manager	\$56,123.76	\$56,123.76	
Grant Manager	\$52,274.88	\$52,274.88	
HR Specialist	\$55,000.08	\$55,000.08	
International Trade Manager	\$73,723.20	\$73,723.20	
International Trade Manager	\$73,001.52	\$73,001.52	
International Trade Manager	\$71,750.16	\$71,750.16	
Marketing Events Manager	\$70,000.08	\$70,000.08	
Office Manager	\$51,499.97	\$51,499.97	
Regional Industry Manager	\$75,229.44	\$75,229.44	

EDPNC SALARIES AND COMPENSATION

Job Title	Salary	From Public Funds	From Private Funds
Regional Industry Manager	\$71,385.36	\$71,385.36	
Regional Industry Manager	\$71,211.12	\$71,211.12	
Regional Industry Manager	\$64,999.92	\$64,999.92	
Regional Industry Manager	\$69,297.60	\$69,297.60	
Regional Industry Manager	\$66,624.96	\$66,624.96	
Regional Industry Manager	\$67,607.76	\$67,607.76	
Research Analyst	\$60,900.00	\$60,900.00	
Research Manager	\$70,999.92	\$70,999.92	
Salesforce Administrator	\$80,000.00	\$80,000.00	
Senior Business Recruitment Manager	\$88,000.00	\$88,000.00	
Senior Graphic Designer	\$57,556.32	\$57,556.32	
Senior International Trade Manager	\$87,115.92	\$87,115.92	
Senior International Trade Manager	\$86,479.92	\$86,479.92	
Senior Research Analyst	\$74,642.88	\$74,642.88	
Senior Small Business Counselor	\$56,568.96	\$56,568.96	
Small Business Counselor	\$47,834.18	\$47,834.18	
Small Business Counselor	\$43,344.29	\$43,344.29	

Job Title	Salary	From Public Funds	From Private Funds
Small Business Counselor	\$42,350.46	\$42,350.46	
Staff Accountant	\$50,160.96	\$50,160.96	
Tourism Communications Specialist	\$56,705.76	\$56,705.76	
Tourism Database and Social Media Specialist	\$50,500.08	\$50,500.08	
Tourism Industry Relations Specialist	\$59,687.52	\$59,687.52	
Tourism Marketing Specialist	\$52,859.04	\$52,859.04	
Tourism Marketing Specialist	\$54,000.00	\$54,000.00	
Tourism Partner Relations Specialist	\$51,000.00	\$51,000.00	
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

EDPNC ITEMIZED REVENUES AND EXPENSES

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

In fiscal year 2020, running from July 1, 2019, through June 30, 2020, the partnership received \$20,932,514 in total revenue and had expenses totaling \$20,327,472. The EDPNC's funding sources for FY 2020 included the state of North Carolina contract (\$19,030,966 in state funding); state payments from COVID relief funds to support tourism marketing (\$37,900); federal grant revenue (\$866,273); private fundraising revenue (\$824,275); and other revenues (\$173,100). Itemized expenses for the year included personnel (\$6,421,474); advertising and promotion (\$9,924,592); professional fees, including contracts with foreign trade offices (\$1,994,778); travel and hospitality (\$761,825); facilities and utilities (\$721,834); information technology (\$303,074); and other general office expenses (\$199,895).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2020, 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.

EDPNC FUNDRAISING

Fifty-five companies, organizations and individuals invested in the EDPNC in calendar year 2020, 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 sixth year of its contract with the Department of Commerce, running from Oct. 6, 2019 through Dec. 31, 2020, the EDPNC raised \$1,155,725.35 in non-state funds.

CONTRACT YEAR 6 INVESTORS (10/6/19 - 12/31/20)

Organization/ Individual Name	Investment	Organization/ Individual Name	Investment
Agracel	\$10,000.00	Flow Lexus	\$25,000.00
Alliance Consulting Engineers, Inc.	\$10,500.00	Gilbane	\$500.00
Armstrong Relocation	\$1,413.75	Gray Construction	\$10,000.00
AT&T	\$5,000.00	Jeffery & Linda Turner Charitable Foundation	\$5,000.00
Bank of America	\$50,000.00	Joan Higginbotham	\$900.00
Bell Foundation	\$15,000.00	Jones-Onslow Electric Membership Corporation	\$1,000.00
Biltmore Farms	\$25,000.00	Kilpatrick Townsend & Stockton	\$15,000.00
Carroll Industrial Development	\$5,000.00	Larry McAdams	\$1,250.00
Crescent Communities	\$10,000.00	Lee-Moore Capital Company	\$5,000.00
Curi	\$15,000.00	Lincoln Harris	\$7,500.00
Dominion Energy	\$75,000.00	Martin Marietta	\$50,000.00
Duke Energy	\$200,000.00	Metcon, Inc.	\$2,000.00
ECS Southeast, LLP	\$10,000.00	Moore & Van Allen	\$15,000.00
Edifice	\$10,000.00	NC Railroad Company	\$50,000.00
ElectriCities of NC, Inc.	\$50,000.00	NC Realtors	\$50,000.00
Fidelity Bank	\$2,500.00	Nexsen Pruet	\$10,000.00
First National Bank	\$10,000.00	North Carolina's Electric Cooperatives	\$25,000.00

Organization/ Individual Name	Investment	Organization/Individual Name	Investment
Northwood Office	\$25,000.00	Truist	\$15,000.00
Outer Banks Visitors Bureau	\$1,500.00	Ward & Smith	\$1,250.00
Parker Poe	\$7,500.00	Womble Bond Dickinson	\$25,000.00
Pfizer, Inc.	\$7,500.00	Z.V. Pate	\$10,000.00
Pinnacle Financial Partners	\$25,000.00		
PNC	\$10,000.00		
Poettker Construction Company	\$10,000.00		
Preston Development Company	\$10,000.00		
Red Hat	\$100,000.00		
Research Triangle Park	\$25,000.00		
Robinson Bradshaw	\$31,911.60		
Samet Corporation	\$10,000.00		
Sheila Knight	\$1,000.00		
Shelco, LLC	\$10,000.00		
Southern Industrial Constructors, Inc.	\$7,500.00		
SteelFab, Inc.	\$20,000.00		
The Joseph M. Bryan Foundation of Greater Greensboro, Inc.	\$25,000.00	TOTAL	\$1,157,235

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Alamance	2	611	\$314,214,227	2
Alexander	1	10	\$563,246	-
Alleghany	-	-	\$-	-
Anson	-	-	\$-	-
Ashe	-	-	\$-	-
Avery	-	-	\$-	-
Beaufort	1	43	\$3,050,000	-
Bertie	-	-	\$-	-
Bladen	1	17	\$3,600,000	-
Brunswick	1	17	\$1,900,000	-
Buncombe	4	1,043	\$672,494,200	3
Burke	2	256	\$24,800,000	2
Cabarrus	3	506	\$155,800,000	3
Caldwell	3	234	\$122,652,750	-
Camden	-	-	\$-	-
Carteret	2	87	\$5,315,000	-
Caswell	1	50	\$5,925,000	1

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
611	\$314,214,227	-	-	\$-
-	\$-	1	10	\$563,246
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	1	43	\$3,050,000
-	\$-	-	-	\$-
-	\$-	1	17	\$3,600,000
-	\$-	1	17	\$1,900,000
975	\$654,015,000	1	68	\$18,720,200
256	\$24,800,000	-	-	\$-
506	\$155,800,000	-	-	\$-
-	\$-	3	234	\$122,652,750
-	\$-	-	-	\$-
-	\$-	2	87	\$5,315,000
50	\$5,925,000	-	-	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

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)
Catawba	5	559	\$96,986,805	3	468	\$87,550,000	2	91	\$9,346,805
Chatham	-	-	\$-	-	-	\$-	-	-	\$-
Cherokee	2	20	\$2,699,180	-	-	\$-	2	20	\$2,699,180
Chowan	1	22	\$1,084,361	1	22	\$1,084,361	-	-	\$-
Clay	-	-	\$-	-	-	\$-	-	-	\$-
Cleveland	4	267	\$79,538,634	1	129	\$24,000,000	3	138	\$55,38634
Columbus	1	10	\$825,000	-	-	\$-	1	10	\$825,000
Craven	-	-	\$-	-	-	\$-	-	-	\$-
Cumberland	1	118	\$27,700,000	1	118	\$27,700,000	-	-	\$-
Currituck	-	-	\$-	-	-	\$-	-	-	\$-
Dare	-	-	\$-	-	-	\$-	-	-	\$-
Davidson	4	127	\$36,166,550	-	-	\$-	4	127	\$36,166,550
Davie	1	24	\$19,650,000	-	-	\$-	1	24	\$19,650,000
Duplin	2	68	\$10,245,000	2	68	\$10,245,000	-	-	\$-
Durham	11	2,831	\$875,950,000	6	1,597	\$737,750,000	5	1,234	\$138,200,000
Edgecombe	3	231	\$30,900,000	2	123	\$11,100,000	1	108	\$19,800,000
Forsyth	1	46	\$4,500,000	1	46	\$4,500,000	-	-	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Franklin	-	-	\$-	-
Gaston	3	124	\$52,425,000	2
Gates	-	-	\$-	-
Graham	-	-	\$-	-
Granville	2	70	\$8,185,000	-
Greene	1	10	\$300,000	-
Guilford	6	476	\$98,199,917	4
Halifax	-	-	\$-	-
Harnett	-	-	\$-	-
Haywood	-	-	\$-	-
Henderson	1	150	\$38,000,000	1
Hertford	-	-	\$-	-
Hoke	-	-	\$-	-
Hyde	-	-	\$-	-
Iredell	4	427	\$126,035,000	3
Jackson	-	-	\$-	-
Johnston	1	300	\$351,600,000	-

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
-	\$-	-	-	\$-
99	\$51,500,000	1	25	\$925,000
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	2	70	\$8,185,000
-	\$-	1	10	\$30,000
310	\$35,993,287	2	166	\$62,063,00
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
150	\$38,000,000	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
417	\$123,400,000	1	10	\$2,355,000
-	\$-	-	-	\$-
-	\$-	1	300	\$351,600,000

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

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)
Jones	-	-	\$-	-	-	\$-	-	-	\$-
Lee	2	417	\$112,615,000	2	417	\$112,615,000	-	-	\$-
Lenoir	2	49	\$5,167,508	1	40	\$2,000,000	1	9	\$3,167,508
Lincoln	3	153	\$67,523,401	-	-	\$-	3	153	\$67,523,401
Macon	1	51	\$2,805,000	-	-	\$-	1	51	\$2,805,000
Madison	-	-	\$-	-	-	\$-	-	-	\$-
Martin	-	-	\$-	-	-	\$-	-	-	\$-
McDowell	1	70	\$707,990	1	70	\$707,990	-	-	\$-
Mecklenburg	14	5,554	\$1,126,440,240	7	4,308	\$1,045,545,790	7	1,246	\$808,945,00
Mitchell	-	-	\$-	-	-	\$-	-	-	\$-
Montgomery	-	-	\$-	-	-	\$-	-	-	\$-
Moore	1	20	\$2,500,000	-	-	\$-	1	20	\$2,500,000
Nash	4	115	\$34,009,176	1	38	\$24,600,000	3	77	\$9,409,176
New Hanover	-	-	\$-	-	-	\$-	-	-	\$-
Northampton	-	-	\$-	-	-	\$-	-	-	\$-
Onslow	1	35	\$1,100,000	-	-	\$-	1	35	\$1,100,000
Orange	-	-	\$-	-	-	\$-	-	-	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

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)
Pamlico	-	-	\$-	-	-	\$-	-	-	\$-
Pasquotank	-	-	\$-	-	-	\$-	-	-	\$-
Pender	-	-	\$-	-	-	\$-	-	-	\$-
Perquimans	1	28	\$482,202	-	-	\$-	1	28	\$482,202
Person	-	-	\$-	-	-	\$-	-	-	\$-
Pitt	4	1,026	\$589,317,630	2	260	\$11,079,000	2	766	\$578,238,630
Polk	-	-	\$-	-	-	\$-	-	-	\$-
Randolph	6	94	\$37,817,318	3	54	\$7,842,318	3	40	\$29,7500
Richmond	-	-	\$-	-	-	\$-	-	-	\$-
Robeson	2	146	\$13,892,286	1	46	\$9,420,000	1	100	\$4,742,286
Rockingham	7	1,016	\$590,930,000	4	874	\$573,285,000	3	142	\$17,4500
Rowan	5	380	\$74,833,122	2	234	\$22,888,088	3	146	\$519,4534
Rutherford	1	40	\$5,000,000	-	-	\$-	1	40	\$5,000,00
Sampson	-	-	\$-	-	-	\$-	-	-	\$-
Scotland	2	61	\$21,400,000	-	-	\$-	2	61	\$214,0000
Stanly	2	15	\$327,900,000	-	-	\$-	2	15	\$327,900,000
Stokes	-	-	\$-	-	-	\$-	-	-	\$-

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by County

County	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Surry	1	33	\$4,820,542	1
Swain	-	-	\$-	-
Transylvania	-	-	\$-	-
Tyrell	-	-	\$-	-
Union	1	34	\$5,000,000	1
Vance	1	73	\$5,060,000	1
Wake	5	1,597	\$112,190,500	2
Warren	-	-	\$-	-
Washington	1	32	\$1,700,000	-
Watauga	-	-	\$-	-
Wayne	2	201	\$16,880,000	1
Wilkes	-	-	\$-	-
Wilson	2	32	\$4,070,000	1
Yadkin	-	-	\$-	-
Yancey	-	-	\$-	-
Total	147	20,026	\$6,335,466,785	69

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
33	\$4,820,542	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
-	\$-	-	-	\$-
34	\$5,000,000	-	-	\$-
73	\$5,060,000	-	-	\$-
78	\$500,000	3	1,519	\$112,190,500
-	\$-	-	-	\$-
-	\$-	1	32	\$1,700,000
-	\$-	-	-	\$-
118	\$5,050,000	1	83	\$16,880,000
-	\$-	-	-	\$-
14	\$3,800,000	1	18	\$4,070,000
-	\$-	-	-	\$-
-	\$-	-	-	\$-
12,636	\$4,141,790,603	78	7,390	2,139,666,182

APPENDIX A: BUSINESS RECRUITMENT PERFORMANCE METRICS

Announced Jobs and Capital Investment by Tier

Tier	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Tier 1	45	3,657	\$1,495,290,913	19
Tier 2	52	3,713	\$1,285,092,531	24
Tier 3	50	12,656	\$3,555,083,341	26
Total	147	20,026	\$6,335,466,785	69

Announced Jobs and Capital Investment by Prosperity Zone

Zone	Projects Won (Total)	Jobs Announced (Total)	Investment Announced (Total)	Projects Won (New)
Western	9	1,304	\$720,998,380	4
Northwest	12	1,129	\$245,710,791	6
Southwest	39	7,460	\$2,015,495,397	19
Piedmont-Triad (Central)	29	2,477	\$1,112,223,554	16
North Central	31	5,666	\$1,534,579,676	15
Sandhills (South Central)	8	372	\$69,917,286	2
Southeast	11	467	\$40,907,508	4
Northeast	8	1,151	\$595,634,193	3
Total	147	20,026	\$6,335,466,785	69

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
1,844	\$690,348,361	26	1,813	\$804,945,521
2,727	\$691,431,452	28	986	\$593,610,791
8,065	\$2,760,010,790	24	4,591	\$795,075,511
12,636	\$4,141,790,603	78	7,390	2,139,676,182

Jobs Announced (New)	Investment Announced (New)	Projects Won (Expansion)	Jobs Announced (Expansion)	Investment Announced (Expansion)
1,125	\$692,015,000	5	179	\$289,333,380
794	\$113,057,990	6	335	\$132,653,801
5,727	\$1,428,133,878	20	1,733	\$587,361,519
1,978	\$946,580,374	13	499	\$165,641,810
2,340	\$895,425,000	16	3,326	\$639,156,76
164	\$37,120,000	6	208	\$32,972,88
226	\$17,295,000	7	241	\$23,125,08
282	\$12,163,361	5	869	\$583,470,832
12,636	\$4,141,790,603	78	7,390	2,139,676,182

FOREIGN DIRECT INVESTMENT

Foreign Direct Investment by County

County	Announced Investment	County	Announced Investment
Cabarrus	\$86,000,000	Mecklenburg	\$33,450,000
Catawba	\$52,000,000	Nash	\$3,348,793
Cleveland	\$50,500,000	Robeson	\$9,420,000
Gaston	\$30,000,000	Rockingham	\$556,785,000
Guilford	\$30,100,000	Rowan	\$45,000,000
Iredell	\$36,035,000	Rutherford	\$5,000,000
Johnston	\$351,600,000	Stanly	\$2,900,000
Lincoln	\$67,523,401	Wake	\$500,000
<i>*Counties with no FDI omitted.</i>		Total	1,360,162,194

Foreign Direct Investment by Prosperity Zone

Zone	Announced Investment
Western	\$5,000,000
Northwest	\$52,000,000
Southwest	\$351,408,401
Piedmont-Triad (Central)	\$586,885,000
North Central	\$355,448,793
Sandhills (South Central)	\$9,420,000
Southeast	\$-
Northeast	\$-
Total	\$1,360,162,194

BUSINESS INQUIRIES

During 2020, the EDPNC received 425,650 inquiries for business relocation, expansion and support as measured by web traffic.

Foreign Direct Investment by Tier

Tier	Announced Investment
1	\$574,553,793
2	\$210,500,000
3	\$575,108,401
Total	\$1,360,162,194

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Existing Companies Supported by County

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Alamance	14	Catawba	38	Franklin	5
Alexander	5	Chatham	4	Gaston	16
Alleghany	4	Cherokee	12	Gates	2
Anson	4	Chowan	13	Graham	20
Ashe	4	Clay	3	Granville	11
Avery	3	Cleveland	21	Greene	10
Beaufort	41	Columbus	10	Guilford	57
Bertie	7	Craven	11	Halifax	2
Bladen	7	Cumberland	64	Harnett	4
Brunswick	10	Currituck	5	Haywood	6
Buncombe	56	Dare	19	Henderson	19
Burke	24	Davidson	15	Hertford	10
Cabarrus	11	Davie	7	Hoke	7
Caldwell	16	Duplin	22	Hyde	2
Camden	2	Durham	23	Iredell	32
Carteret	11	Edgecombe	3	Jackson	9
Caswell	2	Forsyth	16	Johnston	9

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Jones	5	Pamlico	4	Surry	7
Lee	17	Pasquotank	7	Swain	3
Lenoir	13	Pender	8	Transylvania	5
Lincoln	10	Perquimans	2	Tyrell	1
Macon	7	Person	9	Union	2
Madison	4	Pitt	33	Vance	6
Martin	6	Polk	6	Wake	65
McDowell	19	Randolph	20	Warren	4
Mecklenburg	51	Richmond	5	Washington	3
Mitchell	14	Robeson	8	Watauga	13
Montgomery	18	Rockingham	14	Wayne	28
Moore	22	Rowan	21	Wilkes	9
Nash	10	Rutherford	16	Wilson	10
New Hanover	26	Sampson	11	Yadkin	9
Northampton	4	Scotland	8	Yancey	6
Onslow	10	Stanly	8		
Orange	4	Stokes	3	Total	1,322

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Existing Companies Supported by County

Tier Designation	Number of Existing Companies Supported	Prosperity Zones	Number of Existing Companies Supported
Tier 1	463	Western	166
Tier 2	476	Northwest	155
Tier 3	383	Southwest	176
Total	1,322	Piedmont-Triad (Central)	164
		North Central	184
		Sandhills (South Central)	160
		Southeast	158
		Northeast	159
		Total	1,322

Existing Companies Supported by Prosperity Zone

Prosperity Zones	Number of Existing Companies Supported
Western	166
Northwest	155
Southwest	176
Piedmont-Triad (Central)	164
North Central	184
Sandhills (South Central)	160
Southeast	158
Northeast	159
Total	1,322

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Companies Supported by International Trade by County

County	# of Companies Receiving Export Assistance	Export Value (USD)	County	# of Companies Receiving Export Assistance	Export Value (USD)
Alamance	18	\$12,838,735	Catawba	20	\$18,271,000
Alexander	3	\$10,000	Chatham	4	\$1,500,000
Alleghany	-	\$-	Cherokee	4	\$1,478,000
Anson	2	\$-	Chowan	3	\$-
Ashe	2	\$-	Clay	-	\$-
Avery	-	\$-	Cleveland	5	\$-
Beaufort	14	\$-	Columbus	4	\$1,000,000
Bertie	1	\$-	Craven	4	\$1,100,000
Bladen	2	\$-	Cumberland	7	\$-
Brunswick	5	\$210,500	Currituck	-	\$-
Buncombe	18	\$6,879,573	Dare	9	\$-
Burke	10	\$-	Davidson	6	\$4,030,302
Cabarrus	5	\$5,389,000	Davie	3	\$-
Caldwell	6	\$3,465,000	Duplin	2	\$-
Camden	-	\$-	Durham	17	\$10,985,92
Carteret	4	\$-	Edgecombe	3	\$4,825,000
Caswell	2	\$-	Forsyth	21	\$12,000

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Companies Supported by International Trade by County

County	# of Companies Receiving Export Assistance	Export Value (USD)	County	# of Companies Receiving Export Assistance	Export Value (USD)
Franklin	1	\$-	Jones	2	\$10,000
Gaston	9	\$4,092,032	Lee	7	\$303,372,583
Gates	-	\$-	Lenoir	2	\$-
Graham	-	\$-	Lincoln	1	\$-
Granville	7	\$9,240,000	Macon	-	\$-
Greene	-	\$-	Madison	2	\$368,710
Guilford	51	\$288,390,051	Martin	1	\$-
Halifax	2	\$-	McDowell	3	\$-
Harnett	3	\$-	Mecklenburg	63	\$124,912,960
Haywood	4	\$75,000	Mitchell	2	\$20,000
Henderson	6	\$11,567,476	Montgomery	7	\$-
Hertford	1	\$-	Moore	5	\$1,581,373
Hoke	2	\$200,000	Nash	5	\$207,500
Hyde	-	\$-	New Hanover	23	\$50,646,590
Iredell	19	\$18,944,533	Northampton	-	\$-
Jackson	1	\$-	Onslow	3	\$-
Johnston	4	\$-	Orange	10	\$-

County	# of Companies Receiving Export Assistance	Export Value (USD)	County	# of Companies Receiving Export Assistance	Export Value (USD)
Pamlico	-	\$-	Surry	4	\$-
Pasquotank	3	\$-	Swain	1	\$-
Pender	6	\$-	Transylvania	2	\$-
Perquimans	-	\$-	Tyrell	-	\$-
Person	5	\$-	Union	4	\$2,692
Pitt	12	\$12,661,300	Vance	1	\$-
Polk	1	\$-	Wake	94	\$6,868,56
Randolph	13	\$16,129,000	Warren	-	\$-
Richmond	3	\$4,269,500	Washington	-	\$-
Robeson	1	\$-	Watauga	5	\$1,762,38
Rockingham	4	\$-	Wayne	4	\$5,500,00
Rowan	7	\$2,946,104	Wilkes	2	\$-
Rutherford	2	\$26,825,000	Wilson	5	\$0,000
Sampson	1	\$-	Yadkin	1	\$-
Scotland	2	\$3,100,000	Yancey	-	\$-
Stanly	-	\$-			
Stokes	-	\$-	Total	633	\$1,434,42

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE METRICS

Companies Supported by International Trade by Tier

Tier Designation	# of Existing Companies Supported	State & Local Tax Receipts (in millions)
Tier 1	105	\$61,033,300
Tier 2	232	\$780,080,617
Tier 3	296	\$302,350,315
Total	633	\$1,143,464,232

Companies Supported by International Trade by Prosperity Zone

Prosperity Zone	# of Companies Receiving Export Assistance	Export Value (USD)
Western	41	\$47,193,759
Northwest	53	\$86,530,460
Southwest	115	\$156,311,321
Piedmont-Triad (Central)	123	\$361,000,088
North Central	166	\$398,099,341
Sandhills (South Central)	34	\$10,150,873
Southeast	55	\$71,517,090
Northeast	46	\$12,661,300
Total	633	\$1,143,464,232

BUSINESS LEADS

During 2020, 66 leads by EDPNC's Global Business Services divisions resulted in a company expansion.

APPENDIX C: TOURISM PERFORMANCE METRICS

Visitor Spending and State & 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)
Alamance	\$211.73	\$15.95	Catawba	\$302.79	\$25.44
Alexander	\$23.22	\$2.24	Chatham	\$63.32	\$5.80
Alleghany	\$26.98	\$3.07	Cherokee	\$54.75	\$5.60
Anson	\$18.79	\$1.55	Chowan	\$24.10	\$2.68
Ashe	\$64.92	\$6.79	Clay	\$14.72	\$2.23
Avery	\$140.78	\$13.14	Cleveland	\$119.79	\$9.10
Beaufort	\$95.86	\$10.44	Columbus	\$62.41	\$5.26
Bertie	\$15.00	\$1.67	Craven	\$155.61	\$11.79
Bladen	\$45.26	\$4.02	Cumberland	\$601.12	\$44.60
Brunswick	\$633.62	\$67.32	Currituck	\$253.13	\$26.05
Buncombe	\$1,294.25	\$106.83	Dare	\$1,267.02	\$116.46
Burke	\$110.01	\$9.08	Davidson	\$185.49	\$16.28
Cabarrus	\$478.16	\$35.27	Davie	\$40.83	\$2.98
Caldwell	\$61.19	\$5.19	Duplin	\$44.21	\$3.98
Camden	\$2.24	\$0.31	Durham	\$913.02	\$78.67
Carteret	\$389.25	\$40.10	Edgecombe	\$65.60	\$4.78
Caswell	\$9.82	\$1.15	Forsyth	\$1,001.94	\$76.79

County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)	County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Franklin	\$25.40	\$2.04	Jones	\$4.54	\$0.42
Gaston	\$291.94	\$21.27	Lee	\$84.82	\$6.54
Gates	\$6.96	\$0.68	Lenoir	\$93.92	\$7.02
Graham	\$31.62	\$3.58	Lincoln	\$61.49	\$5.20
Granville	\$54.79	\$4.74	Macon	\$191.42	\$23.67
Greene	\$6.65	\$0.61	Madison	\$44.97	\$4.34
Guilford	\$1,591.64	\$117.34	Martin	\$34.65	\$2.72
Halifax	\$106.51	\$9.08	McDowell	\$66.31	\$5.84
Harnett	\$97.48	\$7.55	Mecklenburg	\$5,998.35	\$425.73
Haywood	\$204.26	\$18.76	Mitchell	\$25.13	\$2.18
Henderson	\$324.77	\$28.39	Montgomery	\$33.87	\$5.03
Hertford	\$29.36	\$2.48	Moore	\$563.02	\$45.03
Hoke	\$13.08	\$0.93	Nash	\$324.50	\$25.62
Hyde	\$37.32	\$3.77	New Hanover	\$658.78	\$57.91
Iredell	\$281.29	\$23.86	Northampton	\$16.28	\$2.11
Jackson	\$207.48	\$20.86	Onslow	\$264.71	\$23.70
Johnston	\$276.08	\$22.17	Orange	\$218.38	\$16.33

APPENDIX C: TOURISM PERFORMANCE METRICS

Visitor Spending and State & 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)
Pamlico	\$20.24	\$3.04	Surry	\$137.79	\$10.52
Pasquotank	\$69.84	\$5.39	Swain	\$232.01	\$19.38
Pender	\$105.76	\$12.32	Transylvania	\$114.92	\$9.65
Perquimans	\$12.12	\$1.88	Tyrell	\$4.00	\$0.56
Person	\$39.70	\$3.19	Union	\$152.37	\$11.06
Pitt	\$271.08	\$19.92	Vance	\$51.74	\$4.59
Polk	\$30.31	\$3.28	Wake	\$2,563.34	\$189.71
Randolph	\$161.65	\$12.32	Warren	\$31.07	\$3.88
Richmond	\$54.77	\$3.90	Washington	\$16.51	\$1.61
Robeson	\$162.97	\$12.59	Watauga	\$284.73	\$25.17
Rockingham	\$80.76	\$6.18	Wayne	\$190.86	\$14.69
Rowan	\$199.05	\$16.84	Wilkes	\$83.72	\$6.09
Rutherford	\$200.52	\$17.90	Wilson	\$132.12	\$10.24
Sampson	\$56.77	\$4.96	Yadkin	\$41.35	\$3.20
Scotland	\$46.86	\$3.37	Yancey	\$43.83	\$5.01
Stanly	\$89.36	\$7.80			
Stokes	\$28.57	\$2.56	Total	\$26,773.35	\$2,162.89

APPENDIX C: TOURISM PERFORMANCE METRICS

Visitor Spending and State & Local Tax Revenue by Tier

Tier Designation	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Tier 1	\$3,716.25	\$305.73
Tier 2	\$7,688.14	\$652.60
Tier 3	\$15,368.96	\$1,204.56
Total	\$26,773.35	\$2,162.89

Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Western	\$2,945.98	\$264.47
Northwest	\$1,233.61	\$109.23
Southwest	\$7,690.58	\$557.68
Piedmont-Triad (Central)	\$3,491.56	\$265.27
North Central	\$4,941.37	\$385.84
Sandhills (South Central)	\$1,640.12	\$129.68
Southeast	\$2,568.17	\$242.90
Northeast	\$2,261.96	\$207.82
Total	\$26,773.35	\$2,162.89

CONSUMER INQUIRIES

During 2020, EDPNC's tourism division - Visit NC - received 5,870,490 consumer inquiries as measured by web traffic, call center activity and email signups at state Welcome Centers.



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**ECONOMIC
DEVELOPMENT
PARTNERSHIP of
NORTH CAROLINA**

ATTACHMENT 3**Listing of Each Entity Referred to Commerce
by the EDPNC in 2020****Companies Locating or Expanding in North Carolina**
(Referred in 2020, Announced in 2020)

Entity	Jobs Announced	Capital Investment Announced	Tier	County
ACES Holdings LLC	93	\$16,500,000.00	1	Rockingham
Additive America	9	\$3,167,508.00	1	Lenoir
AEGIS Power Systems Inc.	8	\$399,180.00	2	Cherokee
Allied Feather & Down Corp.	30	\$2,300,000.00	2	Burke
American Wood Fibers	51	\$19,500,000.00	1	Scotland
Anthem Displays LLC	17	\$3,600,000.00	1	Bladen
Ariston Hospitality (dba Platinum Furniture)	18	\$2,460,300.00	2	Randolph
Atriax Group	11	\$1,286,805.00	2	Catawba
Bally Refrigerated Boxes Inc.	49	\$3,600,000.00	2	Carteret
Beam Therapeutics	201	\$83,000,000.00	3	Durham
BioAgilytix Labs Inc.	878	\$61,500,000.00	3	Durham
Blow Molded Solutions LLC	64	\$3,955,000.00	1	Rockingham
BMK Americas LLC	25	\$3,000,000.00	2	Davidson
Bosch	50	\$53,245,943.00	3	Lincoln
CCI Environmental Services	30	\$2,067,893.00	2	Davidson
Chick-Fil-A	160	\$52,000,000.00	2	Alamance
Chiron LLC	41	\$3,500,000.00	1	Nash
CNG Partners	31	\$245,000.00	1	Duplin
Continental Structural Plastics	61	\$45,000,000.00	2	Rowan
Cornerstone Building Brands	38	\$24,600,000.00	1	Nash
Craftmaster Furniture Corporation	90	\$2,250,000.00	1	Caldwell
Dansons (HQ- Phoenix)	118	\$27,700,000.00	1	Cumberland
Durisol Ltd	46	\$4,500,000.00	2	Forsyth
East Coast Steel Fabrication Inc.	28	\$482,202.00	1	Perquimans
Eastern Wholesale Fence, LLC	142	\$17,510,000.00	2	Rowan
Evans Food Group Ltd.	129	\$24,000,000.00	1	Cleveland
Farmina Pet Foods	129	\$28,485,000.00	1	Rockingham
Fuji Seal International	101	\$52,000,000.00	2	Catawba
Grail Inc.	398	\$103,000,000.00	3	Durham

Grifols Therapeutics	300	\$351,600,000.00	3	Johnston
Halyard Health	22	\$26,449,000.00	2	Davidson
Hamilton Drywall Products	34	\$5,000,000.00	3	Union
High Pint Brewery and Public House	53	\$4,073,287.00	2	Guilford
HSM Machine Works Inc.	17	\$1,900,000.00	3	Brunswick
Huvepharma	10	\$1,900,000.00	1	Scotland
IMC Metals America	54	\$50,500,000.00	1	Cleveland
Integro Technologies	30	\$2,670,000.00	2	Rowan
Intercontinental Capital Group Inc.	500	\$5,844,450.00	3	Mecklenburg
J&L Machine Fabrication	25	\$925,000.00	2	Gaston
Jerry's Artarama	22	\$2,300,000.00	2	Randolph
LS Tractor USA	21	\$3,348,793.00	1	Nash
MDI (Merchants Distributors Inc.)	111	\$120,000,000.00	1	Caldwell
NanoXplore, Inc.	80	\$8,150,000.00	2	Catawba
Nestle Purina Petcare	300	\$450,000,000.00	1	Rockingham
Night Owl Contractor's Inc.	18	\$3,360,000.00	1	Rockingham
North State Consulting	18	\$270,000.00	1	Wilson
Nugget	60	\$7,335,000.00	2	Granville
Nuvotronics LLC	150	\$50,000,000.00	3	Durham
Ontex Group	352	\$78,300,000.00	1	Rockingham
Pamlico Air	43	\$3,050,000.00	1	Beaufort
Piedmont Composites & Tooling	10	\$563,246.00	2	Alexander
Powerhouse Recycling	55	\$4,275,034.00	2	Rowan
Prepac Manufacturing	201	\$27,100,000.00	2	Guilford
Prime Beverage Group	231	\$68,000,000.00	3	Cabarrus
Product Recovery Management Inc. (PRM)	10	\$850,000.00	2	Granville
Punker LLC	24	\$2,064,958.00	3	Lincoln
Puroast Coffee	44	\$1,820,000.00	2	Guilford
Retirement Clearinghouse	300	\$4,100,000.00	3	Mecklenburg
Riddley Retail Fixtures Inc.	37	\$4,263,634.00	1	Cleveland
Riverside Furniture	50	\$5,925,000.00	1	Caswell
Sanctuary Systems	118	\$5,050,000.00	1	Wayne
Sedia Systems Inc.	14	\$3,082,018.00	2	Randolph
Select Product Holdings	73	\$5,060,000.00	1	Vance
Serioplast Global services Spa	46	\$9,420,000.00	1	Robeson
South East Steel Products	51	\$2,805,000.00	2	Macon
Special Event Services	24	\$19,650,000.00	3	Davie
Starpet Inc.	11	\$17,300,000.00	2	Randolph
Steven Roberts Original Desserts LLC	100	\$4,472,286.00	1	Robeson

Sturm, Ruger & Co Inc.	60	\$10,330,000.00	1	Rockingham
Taiji Group USA	79	\$12,212,500.00	3	Lincoln
Texwipe Co	33	\$4,820,542.00	2	Surry
The Jay Group LTD	15	\$2,560,383.00	1	Nash
Through6	208	\$3,215,000.00	2	Lee
Trelleborg Ctd Systems US Inc.	40	\$5,000,000.00	2	Rutherford
Triple Aught Design	70	\$707,990.00	2	McDowell
Unifab	10	\$300,000.00	1	Greene
Unix Packaging	226	\$22,500,000.00	2	Burke
UPS	141	\$54,206,630.00	2	Guilford
UPS	451	\$262,214,227.00	2	Alamance
Victra	200	\$2,200,000.00	1	Pitt
Waterline Systems	35	\$1,100,000.00	2	Onslow
Whitewood Industries Inc.	50	\$4,649,657.00	2	Davidson
Wolf X-Ray	68	\$4,500,000.00	1	Edgecombe
Woodgrain Millwork Inc.	33	\$402,750.00	1	Caldwell
World Cat Boats	60	\$8,879,000.00	1	Pitt

Companies Not Selecting North Carolina
(Referred in 2020, Announced in 2020)

Account Name	Jobs	Capital Investment	Tier(s) Under Consideration	Counties Considered
Crown Holdings Inc.	125	\$150,000,000.00	2	Statewide
Electra Meccanica Vehicles Corporation	205	\$33,600,000.00	2; 3	Alamance; Catawba; Davidson; Durham; Edgecombe; Forsyth; Guilford; Johnston; Lee; Person; Richmond; Rockingham; Surry
Not Disclosed	300	\$150,000,000.00	2	Guilford
Not Disclosed	450	\$400,000,000.00	1; 2	Burke; Cabarrus; Catawba; Chatham; Davidson; Edgecombe; Guilford; Halifax; Johnston; Lee; Randolph; Richmond; Stanly
Not Disclosed	500	\$15,000,000.00	3	Cabarrus; Catawba; Cleveland; Gaston; Iredell; Lincoln; Mecklenburg; Union
Setterstix	71	\$7,315,000.00	3	Avery; Buncombe; Burke; Catawba; Clay; Cleveland; Haywood; Henderson; Jackson; Lincoln; Macon; Madison; McDowell; Mitchell; Polk; Rutherford; Transylvania; Yancey

Companies Still Considering a North Carolina Location, as of February 2, 2021

Tier	No. of Projects	Jobs	Investment
Tier 1	10	935	\$373,729,899.00
Tier 2	8	1,121	\$201,112,784.00
Tier 3	11	8,690	\$1,067,301,210.00
Tiers 1, 2	2	416	\$234,000,000.00
Tiers 2, 3	4	948	\$188,132,278.00

ATTACHMENT 4

Issues of Non-Compliance by the EDPNC and Response from Commerce in CY 2020

Date	Instance of Non-Compliance	Commerce Response
January 29, 2021	The Annual Certification provided to the Department included a statement that throughout much of 2020, the administration of the Certified Sites Program was still being performed by the EDPNC, a function which is now prohibited as a result of legislation passed in June 2019: G.S. 143B-431.01(b)(5).	During 2020, EDPNC continued to administer the Certified Sites Program on behalf of the Department while working with the Department leadership to transfer this function. These responsibilities have been transitioned to the Department with EDPNC providing ongoing support.

ATTACHMENT 5

**Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce
on Behalf of the EDPNC in CY 2020**

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 2020*

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.*