

Collaboration for Prosperity Zone Annual Report and Report on performance metrics for Community Planners

Citation of Law or Resolution:	S.L. 2016-94
Section Number:	Section 15.10 (a) and 15.10 (b)
Due Date:	September 1, 2020
Submission Date:	August 3, 2020

Receiving Entities:

The Joint Legislative Oversight Committee on Agriculture and Natural and Economic Resources
The Joint Legislative Economic Development and Global Engagement Committee
The Fiscal Research Division

Submitting Entity:

N.C. Department of Commerce, Rural Economic Development Division, Main Street and Rural Planning Center

August 3, 2020

MEMORANDUM

TO: The Joint Legislative Oversight Committee on Agriculture and Natural and Economic Resources
The Joint Legislative Economic Development and Global Engagement Committee
The Fiscal Research Division

FROM: Elizabeth H. Parham, Director
NC Main Street and Rural Planning Center

SUBJECT: Collaboration for Prosperity Zone Annual Report and Report on performance metrics for Community Planners

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Section Number: Section 15.10 (a) and 15.10 (b)

BACKGROUND

The intent of the State's eight Collaboration for Prosperity Zones created by the General Assembly in G.S. 143B-28.1 is to establish geographically uniform zones in this State to facilitate collaborative and coordinated planning and use of resources, to improve cooperation with other governmental and nonprofit entities at the local and regional level, to facilitate administrative efficiencies within State government, and, to the extent feasible, to establish one-stop sources in each region for citizens and businesses seeking State services at a regional level.

In the Sections 15.10 (a) and 15.10 (b) of this statute the Department of Commerce is required submit an annual report outlining the performance of following criteria in the various Prosperity Zones:

- (1) Jobs anticipated to result from efforts of the employees, including the name and contact person for each company creating new jobs in the zone.
- (2) The location of each project, including the development tier designation of the location
- (3) Project leads that were not submitted to the Department for possible discretionary incentives pursuant to Chapter 143B of the General Statutes.

North Central <i>(This work is performed and data collected by the Economic Development Partnership of NC)</i>					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
18	SciGrip	Jim Burns	Durham	3	Yes
41	Chiron LLC	Joe Cascone	Nash	1	Yes
206	John Deere Turf Care, Inc.	Gina Messere	Wake	3	Yes
108	Sara Lee Frozen Bakery	Ryan Lippert	Edgecombe	1	Yes
30	Locus Biosciences	Joe Nixon	Durham	3	Yes

10	American Home Care Products	Mark Howard	Granville	2	Yes
22	Winston International Limited	Francis Winston	Granville	2	Yes
20	Babington Technology LLC	David Vick	Nash	1	Yes
83	Avient Biosciences, LLC	Mark Ward	Wilson	1	Yes
62	Schmalz, Inc.	Volker Schmitz	Wake	3	Yes
19	Strong Arm Bakery - Oxford	Thomas Blaine	Granville	2	Yes
619 Total					

Northeast <i>(This work is performed and data collected by Economic Development Partnership of NC)</i>					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
32	Acculink	Tim Mages	Pitt	2	Yes
40	Colony Tire Corp	Charles Creighton	Chowan	1	Yes
22	Nebraska Plastics	Paul German	Chowan	1	Yes
76	Grover Gaming	Alan Mizelle	Pitt	2	Yes
120	PCB Piezotronics, Inc.	David Hore	Halifax	1	Yes
90	Hockmeyer Equipment Corp	Mike Villardi	Pasquotank	1	Yes
0	Domtar Industries Inc.	Andrea Brownell	Martin	1	Yes
380 Total					

Northwest <i>(This work is performed and data collected by Economic Development Partnership of NC)</i>					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
11	Paragon Films	Kim Carnahan	Alexander	2	Yes
7	Bakersville Community Medical Clinic	Chuck Shelton	Mitchell	1	Yes
33	Woodgrain Millwork, Inc.	Robb Lenoir Hitch	Caldwell	1	Yes
11	Atrix Group. PLLC	Bob Sinclair	Catawba	2	Yes
40	Fairfield Chair	Jamie White	Caldwell	2	Yes
100	Little Leaf Farms		Yancey	2	Yes
50	Altec Industries Inc.	Jeff Mooney	Yancey	2	Yes
252 Total					

Piedmont Triad <i>(This work is performed and data collected by Economic Development Partnership of NC)</i>					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
15	Founder's Hemp	Steve Maness	Randolph	2	Yes
24	Special Event Services	Michael Brammer	Davie	3	Yes
29	Lawrence Industries, Inc.	Barry Lawrence	Randolph	2	Yes
25	Pactiv Corporation	Kathy Mussio	Guilford	2	Yes
30	Unilin NA/Mohawk Laminate	Mary Hennessey	Davidson	2	Yes
21	Minnewawa, Inc.	Stephanie Kaemmerer	Davidson	2	Yes
100	Bottomley's Enterprises, Inc.	Paul Harrison	Surry	1	No
47	Flexaust Inc.	Michael Harvey	Alamance	2	Yes
291 Total					

South Central (Sandhills) <i>(This work is performed and data collected by Economic Development Partnership of NC)</i>					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
17	Anthem Displays	Nico Maris	Bladen	1	Yes
10	Atlantic Packaging	Lex Johnson	Columbus	1	Yes
40	Rempac Foam Corporation	Michael Van Etten	Robeson	1	Yes
7	The Wahconah Group, Inc.	Isaac Crawford	Cumberland	1	No
20	Novipax	Kevin Bolds	Richmond	1	Yes
	Goodyear Tire and Rubber (Fay)	Dave Cumbo	Cumberland	1	Yes
26	Black's Tire	Heath Nance	Columbus	1	Yes
120 Total					

Southeast <i>(This work is performed and data collected by Economic Development Partnership of NC)</i>					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
31	CNG Partners (Wallace)	William Cothran	Duplin	1	Yes
38	Parker Marine Enterprises Inc.		Carteret	2	Yes
37	Murphy Family Ventures		Duplin	1	Yes

83	Atlantic Casualty Insurance (formerly Strickland Insurance Group)		Wayne	2	Yes
21	Jarrett Bay Boatworks	Ed Stack	Carteret	2	Yes
Total 210					

Southwest (This work is performed and data collected by Economic Development Partnership of NC)					
Jobs	Company	Contact	County	Tier	Submitted for Incentives
45	SAERTEX multiCom LP	Kenney Keske	Mecklenburg	3	Yes
54	IMC Metals America	Claude Dube'	Cleveland	1	Yes
15	Nabell USA Corp	Don Stewart	Stanly	2	No
25	J & L Machine and Fabrication	Charles Saleh	Gaston	2	Yes
55	Powerhouse Recycling	Brett Henderson	Rowan	2	Yes
92	Snow Joe	Craig Neuhardt	Rowan	2	Yes
50	Bosch	David Lee	Lincoln	3	Yes
37	Riddley Retail Fixtures, Inc.	Alan Ridley	Cleveland	1	Yes
26	Teguar Corporation	Robin Wunningham	Mecklenburg	3	Yes
25	Teknos US Inc.	Michelle Alcock	Mecklenburg	3	Yes
35	Fab-Tec Inc.	David Bolding	Cleveland	1	Yes
59	Maxlife Industries	Marc Brun	Rowan	2	Yes
16	Fiberon	Susan Saunders	Stanly	2	Yes
20	ATI Allvac	Scott Vallandingham	Union	3	No
299	Ashley Furniture Industries Inc.	Ronald Wanek	Iredell	3	Yes
21	Kindred Rolling Door Company (formerly Cookson Co.)	Jim Cookson	Gaston	2	Yes
19	Team Auto Group	Kristin Dillard	Rowan	2	Yes
60	Pactiv Corporation (Mooresville)	Kathy Mussio	Iredell	3	Yes
21	Mosack Group	Glenn Mosack	Mecklenburg	3	Yes
25	Columbus McKinnon R&D	Robert Woods	Mecklenburg	3	Yes
30	Innospec Active Chemicals LLC	Vic Jameson	Rowan	2	Yes
35	Henkel	Gary Hamblin	Rowan	2	Yes
Total 1064					

Western (This work is performed and data collected by Economic Development Partnership of NC)					
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Jobs	Company	Contact	County	Tier	Submitted for Incentives
12	Moog Components Group	Terry Martin	Cherokee	2	Yes
51	Southeast Steel Products	Chris Gibbs	Macon	2	Yes
8	AEGIS Power Systems, Inc.	Jeff Martin	Cherokee	2	Yes
68	Nypro Asheville Inc.		Buncombe	3	Yes
9	Core Scientific (formerly Mineco)	Christy Barwick	Cherokee	2	Yes
11	Fountain Services, LLC (aka Fountain Electric)	David Lloyd	Rutherford	1	Yes
3	Peachtree Lumber	Brian Smith	Clay	1	No
Total 162					

All Prosperity Zones					
Jobs					
3098					

- (4) Proactive local government outreach to share information and planning services that are available

Community Planners, also known as Rural Planners in each Prosperity Zone are required to share information with all local government(s) in their service area. This is primarily accomplished through visits to local governments, presentations at regional meetings, and electronic distribution of program materials on upcoming initiatives pertaining to economic development planning services. Also, Planners meet at least quarterly with the Economic Development Partnership of NC (EDPNC), Regional Industry Manager for their respective region and at least annually with the other state agency representatives from their Prosperity Zones.

COVID-19 Outreach

Since March of this year travel by Planners to communities has been limited due to restriction resulting from the COVID-19 Pandemic. In response Planners have been sharing by email, information with local governments and associated organizations about best practices for community and businesses for dealing with this crisis. This information has been distributed weekly and includes email and website updates.

In addition, between during April and May, Planners contacted local government officials in all 100 North Carolina counties by teleconference calls to find out how their communities were handling the economic and societal disruptions brought about by the COVID-19 health crisis. The outreach effort allowed planners to check in on communities, learn about their challenges and needs, provide information about financial and other assistance for local governments and businesses, inform them about program and resource development for recovery, and offer support.

Planners organized the teleconference meetings with counties and municipalities in each of the state's eight prosperity zones. The overall statistics for the outreach meetings are as follows:

- **100** counties served with outreach meetings
- **100** meetings held
- **213** local units of government and economic development organizations participated in meetings
- **230** individuals participated in meetings

Meeting participants included city, town, and county managers, administrators, clerks, and elected officials, as well as directors of planning, emergency management, economic development, downtown programs, and chambers of commerce, among others.

Planners asked meeting participants to share their communities' immediate and anticipated challenges and needs. They also asked if there were resources or services that might help the communities address their needs. Planners informed participants about a special allocation of CDBG funds for COVID-19 response and asked how their communities might use such funding. They also conveyed the NC Department of Commerce's commitment to partnering with and assisting communities now and in the future.

Complete results of these meetings can be found in a report entitled: THE STATE OF NORTH CAROLINA'S COMMUNITIES, DURING THE COVID-19 PANDEMIC. A summary of these results is shown below.

Most Significant Challenges and Needs

Challenges and needs most commonly shared by communities are as follows:

- **Budget Impacts** - Local governments are very concerned about their FY 2021 budgets due to uncertainty about state sales tax and other expected revenues, pandemic response costs, and more.
- **Reopening Guidance** – Local governments and businesses want guidance on when and how to safely reopen buildings and facilities, serve customers, hold events, and schedule programs.
- **Broadband Access** – Existing limitations on broadband service have been magnified by current needs for teleworking, virtual classrooms, online government and business transactions, etc.
- **Small Business Assistance** – Small businesses need loans, grants, training, marketing, and other support to help them reopen safely and become more resilient.
- **Amplification of Existing Challenges/Needs** – Broadband (see above), ongoing hurricane recovery, limited rural health services, food insecurity, and other challenges are more pronounced.
- **Funding and Technical Assistance** – Local governments will seek funding and technical assistance for infrastructure projects, equipment, training, and other economic recovery support.

The information gathered on local challenges and needed resources has since been used to develop programs and services to address community needs (*see: **Community Economic Recovery and Resiliency Initiative on page 12***)

(5) Coordination of regular meetings with Prosperity Zones agency representatives to increase collaboration of services and resources to local communities

Since 2014, the various Prosperity Zone agency representatives have worked hard to increase collaboration of services in a way that has brought significant impact to local communities. Initially, agency representatives from the Economic Development Partnership of NC, Department of Transportation and Division of Environmental Quality worked together to establish their presence in each prosperity zone. The group of agency representatives continues to grow though and, as of today, also includes representatives from the NC Community College System, NC Works (NC Commerce), Rural Planners (NC Commerce, Rural Economic Development Division), North Carolina State University Industry Expansion Solutions and a variety of local partners. Each prosperity zone has a co-location where Prosperity Zone agency representatives hold office hours and meet with partners and clients. Marketing materials and contact information for the various representatives is available in each co-location.

In addition to collaborating in co-locations, the Prosperity Zones agency representatives also travel together to hold joint meetings with local partners and clients throughout the prosperity zone. Some specific examples are included below:

PZ CONTACTS HELPING NC MANUFACTURERS PIVOT TO PPE PRODUCTION

The reality of the worldwide pandemic was felt by NC manufacturers beginning in December of 2019. Supply chain disruptions were an early indicator that a significant event was on its way. In late February, as reports of personal protection equipment (PPE) shortages were reported, many North Carolina manufacturers decided to play a key role in producing needed medical supplies to combat the coronavirus. From February on, organizations like EDPNC, the NC Department of Commerce, NC Department of Health and Human Services, NC Emergency Management and others have helped manufacturers by addressing their supply chain needs, helping them with R&D efforts, testing prototypes and assisting them on their sales efforts. Efforts to re-shore this industry will continue into the foreseeable future.

EDPNC BRINGS TOGETHER CONTACTS FROM AROUND THE STATE FOR THE ENERGIZING RURAL NORTH CAROLINA EVENT

Access to talent is the number one concern of companies considering where to locate or grow. Energizing Rural North Carolina 2019 drew 175 attendees from 44 counties — to learn about promising approaches to address workforce challenges in the state's rural communities. The audience of local economic developers, civic leaders, EDPNC staff and others heard about ways to retain, attract and develop workforce talent. The event emphasized ways to help move the needle in small towns and rural communities, whether they are in the farthest corners of the state or near major metro areas. The event attempted to understand why rural communities, each with their own assets and challenges, need to have strategic workforce development plans in place to ensure their employers will have the talent that they need.

VARIOUS PZ PARTNERS TEAM UP TO LAUNCH FIRST NEXT GEN SECTOR PARTNERSHIP IN WESTERN NC

Over the last year, EDPNC, NC DOC, NCCCS and others have worked to introduce a new approach to workforce development called the Next Gen Sector Partnership. We introduced the program to three regional teams in the state and in November the Western Team successfully launched their manufacturing partnership by rolling it out to local employers. Twenty (20) employers from the four-

county region showed up for an initial two-hour session. The group was facilitated through identifying opportunities and challenges faced by industry. Regional employers articulated dozens of items that were categorized and separated into seven major categories. These were: Business-to-business networking; housing; transportation; untapped labor pools; structured technical trades; building foundational skills; and marketing and promoting the industry. Employers were then asked to champion one of the identified categories. Five of the seven were selected (transportation and housing were not) by multiple employers who agreed to participate in a scheduled follow-up teleconference to identify specific, actionable tasks for their area of interest. Some observations from the meeting:

- Employers came in with a neutral attitude and seemed to leave very excited. They were a quiet group initially but once they recognized they shared many of the same challenges, it was non-stop input and engagement.
- Most employers surprisingly did not know one another prior to the initial meeting. Several exchanged contact information and are looking forward to working together.
- Host conveners were very excited at the turnout, the energy and enthusiasm displayed by the group and the results of the day. They are very energized and are hungry for more.
- Support partners in the back of the room were skeptical about the launch. By the end, they were all very positive and could not wait to get engaged.

VARIOUS NC PARTNERS TEAM UP TO LAUNCH NC MEP POLICY ACADEMY TEAM

In August, EDPNC and other partners (NCSU IES, NC DOC, NCCCS) participated in the kickoff of a yearlong program known as a Policy Academy. The Policy Academy is organized by NIST and is being offered to 10 states this year. The program is designed to guide states through a planning and implementation process to identify relevant manufacturing-related partnerships and policies to move their economic development strategies forward. To date, we have launched a multi-tiered action plan and conducted a variety of activities that will need to be analyzed and integrated into our strategic plan.

NORTH CENTRAL PZ CONTACTS GET TOGETHER AS THE “WAKE WORKFORCE COUNCIL”

EDPNC’s Harry Swendsen was one nine partners to attend the first meeting of the Wake Workforce Council. Others present included Kimberly Wheeler and Malinda Todd of CAWD, Marianne Sweden, Hazel Cockram, and Tiffany McNeil from the City of Raleigh, Danya Perry and Albert Alwang from the Raleigh Chamber/WECD, and a representative from Wake County Public Schools. Each representative shared how they and their organizations are impacted by workforce issues. The group discussed how we can promote awareness of current workforce partner resources, strengthen relationships and trust between partner agencies, and explore ways to connect with the business community. A sub-group will start work on initiating an asset map and strategic ideas to expand the council as they continue to meet.

REGIONAL CAREER FAIR FOCUSED ON VETERANS PLANNED FOR THE SANDHILLS

In August 2019, EDPNC along with the Cumberland County Workforce Development Board and the Cumberland County NC Works Career Center hosted a region-wide career fair in Fayetteville focused on Veterans and the public. The NC Works team suggested an event where Veterans could attend to look for jobs for the first two hours and have delineated time to speak with the companies before the public would attend. The goal was to have 50 employers attend with a heavy focus on Veteran hiring due to the proximity of Fort Bragg. Ten (10) Economic Developers from the Prosperity Zone were also included. Major employers like Butterball, Unilever, Goodyear, and others attended as did partners like the NC Community College System and Small Business Administration.

PROSPERITY ZONE REPRESENTATIVES COLLABORATE ON WORKFORCE DEVELOPMENT EVENTS

One of the most important issues facing NC businesses is finding qualified workforce. Throughout the year Prosperity Zone representatives (EDPNC, NC WORKS, NCCCS and others) have worked together to address the needs of businesses in their communities. Several events focused on workforce development have been held throughout FY 2019-20 including the Apprenticeship NC conference (Durham), NCWorks Partnership Conference (Greensboro), mfgCON (Winston-Salem) and Energizing Rural NC (Sanford).

PROSPERITY ZONE PARTNERS PARTICIPATE IN MANUFACTURING DAY EVENTS ALL OVER THE STATE

Manufacturing Day is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Manufacturing Day occurs each year on the first Friday in October — last year Manufacturing Day was on October 4, 2019. More than 70 MFG Day events took place in NC, from Currituck County to Cherokee County. Many of the events were held at the local community college and some are held in manufacturing facilities. At these events, NC DOC, NC DOT, NC DEQ and EDPNC joined businesses to support the events. Each event was unique, but most entail a business bringing in busloads of students from High Schools and Community Colleges to see firsthand what a career in manufacturing can lead to for the students. In many cases, the parents of the students were also invited to the events.

MANUFACTURER RESOURCE EVENTS HELD IN EVERY PROSPERITY ZONE

Throughout 2019-20, a series of events was held in each prosperity zone designed to promote the various resources available to North Carolina Manufacturers. At each event, representatives from NCDOT, NC Works, NCCCS, EDPNC, NCSU IES and DEQ were on hand to present on the services they offered to manufacturers. Topics like operational efficiencies, export assistance, workforce development and energy savings were discussed at the events and several follow up meetings were discussed as a result.

MANUFACTURERS FROM EVERY PROSPERITY ZONE TRAVEL TO WINSTON-SALEM FOR MFG CON 2019

mfgCON is North Carolina's premiere conference for manufacturing and innovation and this year organizers partnered with contacts from every prosperity zone on an event held in Winston-Salem. The goal of the event is to share best practices, practical advice, and helpful tips for creating a safer, more efficient and more profitable manufacturing sector in NC. We also use the event as an opportunity to celebrate certain manufacturers with awards that highlight their work in areas like workforce development and sustainability.

PROSPERITY ZONE PARTNERS PARTICIPATE PARTICIPATE IN REGIONAL TOUR

The Southwest Prosperity Zone put together a power point presentation which outlines the basic state services provided from each division represented. The goal was to meet with all ten counties in the SW zone. Following the fourth county meeting, COVID-19 travel restrictions forced cancellation of future events. Meetings with all ten counties will be completed once it is safe to travel. Meetings were held with Stanly, Anson, Rowan, and Cabarrus County. The meetings lasted about one and a half to two hours. A little over an hour for the presentation, then 30 or so minutes for questions. Representatives of local government, school system, community college, chamber of commerce, EDA groups, local businesses, and industry leaders were invited to attend.

ECONOMIC DEVELOPMENT STRATEGIC PLANNING PROJECTS

Over the course of the past year Planners in the eight regions have continued to provide economic development strategic planning in various communities. These planning efforts have focused on helping rural communities identify local (and regional) economic assets, create strategies for developing these, and identify implementation resources to help build community readiness for greater economic prosperity. These projects result in an economic development plan for the community and often lead to implementation-based services from the planning staff as well. These planning services have brought about both private and public investment. State and Federal grants have been requested and funds have been received related to the projects. Grants include (but are not limited to) infrastructure, building facade, bicycle and pedestrian planning. As a result of the planning, many towns have begun to partner with their counties for funding, services, and support.

An example of outcomes from a strategic plan completed by Rural Planners is in the town of Franklinton (Franklin County) in the North Central region. Outcomes include the following actions: town has completed sidewalk and curbing improvements, budgeted \$200,000 for a variety of downtown-related improvements and incentives, established a façade grant program, and streamlined town ordinances. Also, the town is developing a historic district study list, establishing a downtown committee, and is building a new pocket park on town-owned property. Private reinvestment has occurred in the redevelopment of two downtown properties and new business development.

Communities have indicated that jobs have been created and retained due to projects. As part of the services provided, many members of the community engage with the planning process and the implementation projects. This leads to higher success within the community. Rural planning for economic growth is an ongoing process and assistance continues for communities who strive to implement their plans.

The following comment by a local government manager in the Piedmont region about work completed by the Rural Planning Program reflects the goals of the Rural Planning Program: “the technical support and meeting facilitation provided was very well received by our community, and the (strategic) plan was adopted by City Council. Now we are in the later phases of a Comprehensive Planning effort and the economic development work accomplished by the Rural Planning Program was a wonderful foundation to work from”.

- (6) Completion of strategic economic development plans, downtown revitalization project plans, implementation services, market studies, Geographical Information Systems (GIS) mapping, and assistance with development policies for local governments that can be measured for economic impact, including investment, business growth, and jobs as a result of the planning effort.

	North Central	Northeast	Northwest	Piedmont Triad	South Central	Southeast	Southwest	Western
Strategic Plans	3	2	2	4	2	5	1	4
Downtown Revitalizations Plans	1	2						
Implementation Services	49	37	27	27	28	34	23	42
Market Studies	3	4	2	3		4	2	2

GIS Mapping	3	2		3		3	4	6
Assistance with Development Policies	2				1	1		

COMMUNITY ECONOMIC RECOVERY AND RESILIENCY INITIATIVE (CERRI)

In response to information gathered from outreach to communities in all 100 counties, the NC Main Street & Rural Planning Center's, Rural Planning program (RPP) has developed a Community Economic Recovery and Resiliency Initiative (CERRI) to help small towns and rural communities recover from the economic impacts of the coronavirus (COVID-19) pandemic and rebuild local economies that are more resilient to future crises.

Participants will include communities in each of the state's eight Prosperity Zones that have previously worked with the RPP on local strategic planning. RPP staff will develop an individualized Recovery Work Plan for each community focused on: Community Economic Resiliency and Small Business Support.

The RPP has applied for a CARES Act grant from the U.S. Economic Development Administration (EDA) to further support the CERRI. If approved, the grant will enable the RPP to hire consultants to provide participating communities with professional services including: Branding & Marketing, E-Commerce Development, Design Assistance, and Small Business Expansion & Recruitment to help implement their Work Plans.

CERRI will span over a two-year period beginning in the fall 2020.

(7) Existing business expansion activities, service requests, and number of contracts and inquiries.

<i>(This work is performed and data collected by Economic Development Partnership of NC)</i>	Existing Industry	Existing Industry
Prosperity Zone	Direct Account Interactions	Companies Supported
North Central	243	182
Northeast	122	77
Northwest	178	131
Piedmont-Triad	230	182
South Central	212	158
Southeast	181	115
Southwest	207	168
Western	219	130
Total Existing Industry	1592	1143

<i>(This work is performed and data collected by Economic Development Partnership of NC)</i>	International Trade	International Trade
Prosperity Zone	Requests for Assistance	Companies Supported
North Central	375	156
Northeast	74	32
Northwest	80	41

Piedmont-Triad	337	113
South Central	74	42
Southeast	106	43
Southwest	286	109
Western	81	38
Total International Trade	1413	574

Total Existing Industry and International Trade	3005	1717
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(8) New business location activities and number of contacts and inquiries.

<i>(This work is performed and data collected by Economic Development Partnership of NC)</i>	Existing Industry	Existing Industry
Prosperity Zone	Direct Account Interactions	Companies Supported
North Central	134	131
Northeast	57	54
Northwest	100	98
Piedmont – Triad	167	162
South Central	82	82
Southeast	87	85
Southwest	123	122
Western	122	109
Total Existing Industry	872	843

<i>(This work is performed and data collected by Economic Development Partnership of NC)</i>	International Trade	International Trade
Prosperity Zone	Requests for Assistance	Companies Supported
North Central	115	98
Northeast	15	14
Northwest	24	20
Piedmont – Triad	73	63
South Central	27	24
Southeast	30	22
Southwest	61	55
Western	19	17
Total International Trade	364	313

Total Existing Industry and International Trade	1236	1156
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