



MEMORANDUM

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 30, 2023

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 2022 Report to the North Carolina Department of Commerce

In December 2022, the contract between the North Carolina Department of Commerce (“the Department”) and the Economic Development Partnership of North Carolina, Inc. (“EDPNC”), a North Carolina nonprofit corporation, was renewed for three more years, through December 31, 2025. Pursuant to the contract, the EDPNC agreed to continue to provide sales and marketing functions to the State, responsible for: business recruitment, existing industry and small business support, import and export assistance, marketing, tourism, film and sports development. In addition, the EDPNC received funding to conduct the Megasite Readiness Program and the Tourism Recovery Pilot Program.

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 2022 is included in Attachment 2.

The chart below summarizes the key performance metrics from the 2022 calendar year compared to the previous three calendar years.

For business recruitment:	CY 2019	CY 2020	CY 2021	CY 2022
Number of jobs announced by the Department in total	21,675	20,026	23,747	27,144
Number of jobs announced resulting from recruitment of new businesses	16,329	12,636	16,833	22,038
Number of jobs announced resulting from existing business expansions	5,346	7,390	6,915	5,106
Total U.S. dollar amount of investment resulting from new projects	\$4,401,314,524	\$6,335,466,785	\$10,015,024,655	\$15,587,970,123
Total U.S. dollar amount of investment resulting from recruitment of new businesses	\$1,972,232,128	\$4,141,790,603	\$8,044,343,342	\$13,568,032,265
Total U.S. dollar amount of investment resulting	\$2,429,092,396	\$2,193,676,182	\$1,970,681,313	\$2,019,937,858

For business recruitment:	CY 2019	CY 2020	CY 2021	CY 2022
from existing business expansions				
Total U.S. dollar amount of foreign direct investment	\$610,193,852	\$1,360,162,194	\$4,197,658,978	\$5,512,970,495
Number of business inquiries for business relocation, investment, and expansion (via website)	404,821	425,650	559,105	3,065,634
For business services:	CY 2019	CY 2020	CY 2021	
Number of existing businesses receiving support	1,276	1,322	1,315	1,003
Number of Business Services Team leads that lead to an expansion of existing businesses	69	66	95	79
Number of businesses receiving export assistance	614	633	629	572
Total U.S. dollar amount of exports by assisted companies	\$1,078,097,288	\$1,143,464,232	\$1,179,438,360	\$833,957,826
For tourism and marketing:	CY 2019	CY 2020	CY 2021	CY2022
Number of consumer inquiries about travel to North Carolina	7,543,335	5,870,490	5,314,212	4,414,013
Total U.S. dollar amount of spending by visitors while in North Carolina	\$25,320,210,000	\$26,773,350,000	\$19,959,290,000	\$28,919,800,000
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina	\$2,058,990,000	\$2,162,890,000	\$1,814,560,000	\$2,357,800,000

Over the past year, North Carolina has seen an unprecedented number of jobs announced and investment committed by companies like GE Hitachi Nuclear, Vinfast and Wolfspeed.

As the Department and the EDPNC continue to work together on a broad range of activities, a key focus of both organizations will be to work to ensure North Carolina has the workforce needed to provide the talent needed for these rapidly growing businesses.



January 31, 2023

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

Dear Secretary Sanders,

The Economic Development Partnership of North Carolina respectfully submits herein its annual report for 2022.

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

In 2022, the EDPNC and our state and local partners successfully competed for 151 new corporate facility and expansion projects. Combined these announcements are expected to create 27,144 new jobs and over \$15.5 billion in new investment. The announced jobs and investment totals are the state's largest in any year on record, and a great step toward your goal to "make North Carolina the envy of the world."

Announced recruitment and expansion projects spanned the diverse geography of our state, bringing new opportunities and prosperity to urban, suburban, and rural areas alike. Among other projects, North Carolina was fortunate to land multiple transformational investments in 2022. Vinfast announced plans for a 7,500-job, \$4 billion manufacturing hub in Chatham County; Wolfspeed is investing over \$5 billion with plans to hire 1,801 at a new silicon carbide manufacturing campus in Chatham County; Eli Lilly and Company announced plans to hire 858 and invest \$939 million in a new manufacturing facility in Cabarrus County; Macy's will create 2,800 jobs and invest \$584 million in its first automated fulfillment center in Rowan County; and Boom Supersonic selected Guilford County for its first supersonic airliner manufacturing facility, where it will hire 1,761 and invest \$500 million.

Beyond business recruitment and expansion efforts, EDPNC supports the development of the State's economy through its efforts in tourism and business marketing, small business counseling, existing industry support, and export assistance. Highlights from those efforts in 2022 include:



- Our VisitNC tourism marketing team returned to its award-winning “Firsts that Last” advertising campaign, after weathering the worst of the COVID pandemic. Visitor spending rebounded significantly in 2021 (the latest year for which data is available) to \$28.9 billion, just 1 percent below the pre-pandemic record set in 2019. Efforts in 2022 included expanded research initiatives; the launching of Outdoor NC, a partnership with the Leave No Trace Center for Outdoor Ethics; and the production of a *Firsts that Last* documentary film series.
- Our Existing Industry team, serving in each of eight Prosperity Zones across the state, provided support to over 1,000 businesses. The team supported 79 company expansion announcements – 61 of which occurred in Tier 1 and Tier 2 counties – that are expected to create over 5,100 jobs and \$2 billion of new capital investment.
- Our International Trade team, which assists small and midsized manufacturers enter new markets around the world, helped over 550 North Carolina businesses expand their customer base overseas. This included 320 businesses in Tier 1 and 2 communities, and 177 minority and/or women owned businesses.
- Our Small Business Advisory team provided technical assistance to more than 6,500 minority, women and/or veteran entrepreneurs and small business owners. New business formation slowed from early pandemic highs, but remained high relative to prepandemic levels.
- Our Marketing & Research team built on the success of its “All in North Carolina” business marketing campaign pilot, aimed at touting the state’s advantages not only to growing and relocating businesses, but also to technology and professional workers newly mobile thanks to the rise in remote work arrangements. Fueled by the State’s first significant investment in business marketing, the team generated over 5,000 marketing qualified leads over a truncated advertising flight that began in the fall of 2022.

We remain grateful for the collaborative effort between the EDPNC and the N.C. Department of Commerce, and for the support of Governor Cooper, the General Assembly, regional and local economic development organizations, and the many private sector partners that help to make these collective achievements possible.

Sincerely,

Gene McLaurin
EDPNC Board Chairman


Christopher Chung
EDPNC Chief Executive Officer

PERFORMANCE RESULTS

Performance results by function are included in the tables appended to the end of this report. Where applicable, results are broken down by county, tier, and Prosperity Zone. All figures represent 2022 results except for visitor spending and tax revenues in Appendix C, which represent 2021 results due to a lag in data availability. Visitor spending and tax revenues for 2022 will be available in late Spring of 2023.

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 went into effect beginning January 2021.

The table below lists EDPNC positions and salaries as of Dec. 31, 2022.

Job Title	Salary	From Public Funds	From Private Funds
Accounting Manager	\$ 75,261.00	\$ 75,261.00	\$ -
Business Development Coordinator	\$ 47,008.00	\$ 47,008.00	\$ -
Business Development Manager	\$ 90,100.00	\$ 90,100.00	\$ -
Business Recruitment Manager	\$ 78,000.00	\$ 75,000.00	\$ -
Business Recruitment Manager	\$ 80,340.00	\$ 80,340.00	\$ -
Business Recruitment Manager	\$ 85,000.00	\$ 73,000.00	\$ -
Business Recruitment Operations Manager	\$ 62,250.00	\$ 62,250.00	\$ -
Business Recruitment Project Associate	\$ 55,000.00	\$ 55,000.00	\$ -
Chief Executive Officer	\$ 300,000.00	\$ 120,000.00	\$ 180,000.00
Chief Operating Officer	\$ 175,000.00	\$ 120,000.00	\$ 55,000.00
Creative Services Specialist	\$ 52,500.00	\$ 52,500.00	\$ -
Digital Marketing Specialist	\$ 56,500.00	\$ 56,500.00	\$ -
Director of Business Development	\$ 122,720.00	\$ 120,000.00	\$ 2,720.00
Director of Business Recruitment	\$ 113,360.00	\$ 113,360.00	\$ -
Director of Existing Industry Expansions	\$ 94,832.00	\$ 94,832.00	\$ -
Director of Finance	\$ 121,950.00	\$ 120,000.00	\$ 1,950.00
Director of International Trade	\$ 106,022.00	\$ 106,022.00	\$ -
Director of Marketing	\$ 90,100.00	\$ 90,100.00	\$ -
Director of Tourism Marketing	\$ 92,500.00	\$ 92,500.00	\$ -
Director of Tourism Partner & Trade Relations	\$ 106,424.00	\$ 106,424.00	\$ -
Director of Tourism Public Relations	\$ 85,170.00	\$ 85,170.00	\$ -
Director of Tourism Research	\$ 93,840.00	\$ 93,840.00	\$ -
Existing Industry Expansions Manager	\$ 72,343.00	\$ 72,343.00	\$ -
Existing Industry Expansions Manager	\$ 75,000.00	\$ 75,000.00	\$ -
Existing Industry Expansions Manager	\$ 75,000.00	\$ 75,000.00	\$ -
Existing Industry Expansions Manager	\$ 77,770.00	\$ 77,770.00	\$ -
Existing Industry Expansions Manager	\$ 79,790.00	\$ 79,790.00	\$ -
Existing Industry Expansions Manager	\$ 80,083.00	\$ 80,083.00	\$ -
Existing Industry Expansions Manager	\$ 81,717.00	\$ 81,717.00	\$ -
Film Commissioner	\$ 94,579.00	\$ 94,579.00	\$ -
Film Marketing & Production Specialist	\$ 51,000.00	\$ 51,000.00	\$ -
Grant Manager	\$ 60,712.00	\$ 60,712.00	\$ -
Grant Manager	\$ 70,000.00	\$ 70,000.00	\$ -
International Trade Manager	\$ 75,192.00	\$ 75,192.00	\$ -
International Trade Manager	\$ 78,000.00	\$ 78,000.00	\$ -
Marketing Events Specialist	\$ 52,500.00	\$ 52,500.00	\$ -
Office Manager	\$ 55,577.00	\$ 55,577.00	\$ -
Research Analyst	\$ 62,000.00	\$ 62,000.00	\$ -

Research Analyst	\$ 62,000.00	\$ 62,000.00	\$ -
Salesforce Administrator	\$ 100,720.00	\$ 100,720.00	\$ -
Senior Business Development Manager	\$ 98,000.00	\$ 98,000.00	\$ -
Senior Business Recruitment Manager	\$ 88,860.00	\$ 88,860.00	\$ -
Senior Business Recruitment Manager	\$ 90,637.00	\$ 90,637.00	\$ -
Senior Business Recruitment Manager	\$ 97,000.00	\$ 97,000.00	\$ -
Senior Business Recruitment Manager	\$ 98,500.00	\$ 98,500.00	\$ -
Senior Communications Manager	\$ 75,000.00	\$ 75,000.00	\$ -
Senior International Trade Manager	\$ 86,667.00	\$ 86,667.00	\$ -
Senior International Trade Manager	\$ 91,972.00	\$ 91,972.00	\$ -
Senior Marketing Events Manager	\$ 86,930.00	\$ 86,930.00	\$ -
Senior Research Analyst	\$ 79,121.00	\$ 79,121.00	\$ -
Senior Small Business Advisor	\$ 56,617.00	\$ 56,617.00	\$ -
Small Business Advisor	\$ 43,493.00	\$ 43,493.00	\$ -
Small Business Advisor	\$ 44,000.00	\$ 44,000.00	\$ -
Small Business Advisor	\$ 47,174.00	\$ 47,174.00	\$ -
Small Business Advisor	\$ 47,503.00	\$ 47,503.00	\$ -
Staff Accountant	\$ 58,566.00	\$ 58,566.00	\$ -
Tourism Data Specialist	\$ 50,000.00	\$ 50,000.00	\$ -
Tourism Industry & Community Relations Manager	\$ 64,614.00	\$ 64,614.00	\$ -
Tourism Marketing Manager	\$ 77,500.00	\$ 77,500.00	\$ -
Tourism Marketing Project Manager	\$ 38,246.00	\$ 38,246.00	\$ -
Tourism Marketing Specialist	\$ 57,135.00	\$ 57,135.00	\$ -
Tourism Partner Marketing Manager	\$ 63,240.00	\$ 63,240.00	\$ -
Tourism Partner Relations Specialist	\$ 63,600.00	\$ 63,600.00	\$ -
Tourism Public Relations Representative	\$ 53,000.00	\$ 53,000.00	\$ -
VP, Business Recruitment & Expansion	\$ 160,000.00	\$ 120,000.00	\$ 40,000.00
VP, Marketing & Research	\$ 127,200.00	\$ 120,000.00	\$ 7,200.00
VP, Tourism	\$ 125,750.00	\$ 120,000.00	\$ 5,750.00

FY2021-2022 FINANCIALS

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

In fiscal year 2022, running from July 1, 2021, through June 30, 2022, the partnership received \$25,951,639 in total revenue and had expenses totaling \$25,108,996. The EDPNC's funding sources for FY 2022 included the state of North Carolina contract (\$19,960,926 in state funding); state payments from federal COVID relief funds to support tourism and business marketing and other federal grant revenues (\$3,892,211); private fundraising revenue (\$1,252,461); and other revenues (\$846,041). Itemized expenses for the year included personnel (\$7,193,497); advertising and promotion (\$12,767,309);

professional fees, including contracts with foreign trade offices (\$1,792,646); travel and hospitality (\$476,645); facilities and utilities (\$776,981); information technology (\$416,461); and other general office expenses (\$391,030).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2022, 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.

FUNDRAISING

Sixty companies, organizations and individuals invested in the EDPNC in calendar year 2022, supporting key efforts to attract new businesses and visitors to the state and to support our existing companies and communities.

The EDPNC raises non-state investment to supplement its state funding. During the eight year of the contract with the Department of Commerce, running from Jan. 1, 2022 through Dec. 31, 2022, the EDPNC raised \$1,056,656 in non-state funds and in-kind donations. Additional revenue was generated through EDPNC's first Annual Forum on Economic Development.

Organization/Individual Name	Investment
Agracel Inc.	\$ 5,000.00
Allen Tate Relocation	\$ 5,000.00
Alliance Consulting Engineering	\$ 10,000.00
Aprio	\$ 5,000.00
ARCO Build/Design	\$ 10,000.00
AT&T	\$ 5,000.00
Atlantic Realty of the Outer Banks	\$ 1,500.00
Bank of America	\$ 50,000.00
Bell Partners, Inc.	\$ 15,000.00
Brytesight	\$ 2,000.00
Carroll Industrial Development	\$ 5,000.00
Charlotte Hornets Foundation	\$ 5,000.00
Clancy & Theys Construction Company	\$ 5,000.00
Crawford Sprinkler Company of Raleigh	\$ 350.00
CRB	\$ 5,000.00
Crescent Communities	\$ 10,000.00
Curi	\$ 15,000.00
Dominion Energy	\$ 45,000.00
DPR Construction	\$ 10,000.00
Duke Energy Corporation	\$ 250,000.00
ECS Southeast	\$ 10,000.00
EDIFICE, LLC	\$ 10,000.00

Fidelity Bank	\$ 2,500.00
First National Bank	\$ 10,000.00
Flow Lexus	\$ 25,000.00
Glover Construction	\$ 5,000.00
Gray Construction	\$ 10,000.00
Joan Higginbotham	\$ 1,000.00
Joseph M. Bryan Foundation	\$ 25,000.00
Keith Holtzclaw	\$ 200.00
Lowe's Companies, Inc.	\$ 10,000.00
M Moser Associates	\$ 10,000.00
Martin Marietta	\$ 50,000.00
NC REALTORS ®	\$ 50,000.00
Nexsen Pruet, PLLC	\$ 5,000.00
North Carolina Railroad Company	\$ 35,000.00
North Carolina Travel & Tourism Coalition	\$ 1,500.00
North Carolina's Electric Cooperatives	\$ 25,000.00
Northwood Office LLC	\$ 25,000.00
OPTIMA ENGINEERING, P.A.	\$ 3,000.00
Outer Banks Visitors Bureau	\$ 2,500.00
Parker Poe	\$ 10,000.00
Pinnacle Financial Partners	\$ 25,000.00
Poettker Construction Co	\$ 10,000.00
Preston Development Company	\$ 10,000.00
PSNC Energy	\$ 30,000.00
Red Hat, Inc.	\$ 50,000.00
Research Triangle Foundation	\$ 25,000.00
Robinson Bradshaw	\$ 35,606.00
Samet Corporation	\$ 2,500.00
Shelco, LLC	\$ 5,000.00
SK Strategies	\$ 1,000.00
Smith Anderson	\$ 10,000.00
Southern Bank	\$ 1,500.00
Southern Industrial Constructors	\$ 5,000.00
SteelFab. Inc.	\$ 20,000.00
The PNC Financial Services Group	\$ 5,000.00
Thermo Fisher Scientific	\$ 25,000.00
TowneBank	\$ 1,500.00
Z. V. Pate, Incorporated	\$ 10,000.00
TOTAL	\$ 1,056,656.00

APPENDIX A: BUSINESS RECRUITMENT AND EXPANSION PERFORMANCE RESULTS**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)
Alamance	6	435	\$ 243,286,779.00	3	223	\$ 115,100,000.00	3	212	\$128,186,779.00
Alexander	1	20	\$ 776,000.00	0	0	\$ -	1	20	\$ 776,000.00
Alleghany	-	-	\$ -	0	0	\$ -	0	0	\$ -
Anson	-	-	\$ -	0	0	\$ -	0	0	\$ -
Ashe	-	-	\$ -	0	0	\$ -	0	0	\$ -
Avery	-	-	\$ -	0	0	\$ -	0	0	\$ -
Beaufort	-	-	\$ -	0	0	\$ -	0	0	\$ -
Bertie	-	-	\$ -	0	0	\$ -	0	0	\$ -
Bladen	1	57	\$ 7,850,000.00	0	0	\$ -	1	57	\$ 7,850,000.00
Brunswick	1	33	\$ 7,730,000.00	1	33	\$ 7,730,000.00	0	0	\$ -
Buncombe	1	15	\$ 225,000.00	1	15	\$ 225,000.00	0	0	\$ -
Burke	4	233	\$ 79,728,607.00	0	0	\$ -	4	233	\$ 79,728,607.00
Cabarrus	5	900	\$ 990,354,077.00	5	900	\$ 990,354,077.00	0	0	\$ -
Caldwell	3	190	\$ 41,965,000.00	0	0	\$ -	3	190	\$ 41,965,000.00
Camden	-	-	\$ -	0	0	\$ -	0	0	\$ -
Carteret	-	-	\$ -	0	0	\$ -	0	0	\$ -
Caswell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Catawba	2	37	\$ 20,981,400.00	1	27	\$ 10,000,000.00	1	10	\$ 10,981,400.00
Chatham	4	9,341	\$9,056,732,936.00	2	9301	\$9,047,413,861.00	2	40	\$ 9,319,075.00

Cherokee	-	-	\$ -	0	0	\$ -	0	0	\$ -
Chowan	3	239	\$ 8,307,999.00	1	189	\$ 4,000,000.00	2	50	\$ 4,307,999.00
Clay	-	-	\$ -	0	0	\$ -	0	0	\$ -
Cleveland	3	101	\$ 11,449,333.00	0	0	\$ -	3	101	\$ 11,449,333.00
Columbus	-	-	\$ -	0	0	\$ -	0	0	\$ -
Craven	1	64	\$ 500,000.00	0	0	\$ -	1	64	\$ 500,000.00
Cumberland	2	733	\$ 128,690,000.00	2	733	\$ 128,690,000.00	0	0	\$ -
Currituck	-	-	\$ -	0	0	\$ -	0	0	\$ -
Dare	-	-	\$ -	0	0	\$ -	0	0	\$ -
Davidson	12	626	\$ 426,349,129.00	1	180	\$ 310,000,000.00	11	446	\$116,349,129.00
Davie	-	-	\$ -	0	0	\$ -	0	0	\$ -
Duplin	1	139	\$ 13,300,000.00	1	139	\$ 13,300,000.00	0	0	\$ -
Durham	2	203	\$ 39,462,800.00	2	203	\$ 39,462,800.00	0	0	\$ -
Edgecombe	1	86	\$ 26,990,000.00	0	0	\$ -	1	86	\$ 26,990,000.00
Forsyth	6	521	\$ 78,461,260.00	3	402	\$ 71,792,000.00	3	119	\$ 6,669,260.00
Franklin	2	109	\$ 3,345,000.00	2	109	\$ 3,345,000.00	0	0	\$ -
Gaston	4	327	\$ 106,185,000.00	3	287	\$ 99,250,000.00	1	40	\$ 6,935,000.00
Gates	-	-	\$ -	0	0	\$ -	0	0	\$ -
Graham	-	-	\$ -	0	0	\$ -	0	0	\$ -
Granville	3	121	\$ 126,923,990.00	1	23	\$ 4,500,000.00	2	98	\$122,423,990.00
Greene	1	70	\$ 450,000.00	0	0	\$ -	1	70	\$ 450,000.00
Guilford	6	2,063	\$ 562,512,435.00	4	2012	\$ 552,709,435.00	2	51	\$ 9,803,000.00
Halifax	-	-	\$ -	0	0	\$ -	0	0	\$ -
Harnett	-	-	\$ -	0	0	\$ -	0	0	\$ -

Haywood	-	-	\$ -	0	0	\$ -	0	0	\$ -
Henderson	1	40	\$ 17,000,000.00	0	0	\$ -	1	40	\$ 17,000,000.00
Hertford	-	-	\$ -	0	0	\$ -	0	0	\$ -
Hoke	-	-	\$ -	0	0	\$ -	0	0	\$ -
Hyde	-	-	\$ -	0	0	\$ -	0	0	\$ -
Iredell	6	824	\$ 565,708,918.00	3	464	\$ 200,624,000.00	3	360	\$365,084,918.00
Jackson	1	12	\$ 1,300,000.00	0	0	\$ -	1	12	\$ 1,300,000.00
Johnston	3	297	\$ 625,000,000.00	2	122	\$ 125,000,000.00	1	175	\$500,000,000.00
Jones	-	-	\$ -	0	0	\$ -	0	0	\$ -
Lee	2	252	\$ 12,650,000.00	1	235	\$ 11,800,000.00	1	17	\$ 850,000.00
Lenoir	1	72	\$ 74,350,000.00	0	0	\$ -	1	72	\$ 74,350,000.00
Lincoln	1	91	\$ 42,955,615.00	0	0	\$ -	1	91	\$ 42,955,615.00
Macon	-	-	\$ -	0	0	\$ -	0	0	\$ -
Madison	1	40	\$ 3,381,008.00	0	0	\$ -	1	40	\$ 3,381,008.00
Martin	-	-	\$ -	0	0	\$ -	0	0	\$ -
McDowell	1	170	\$ 10,525,000.00	1	170	\$ 10,525,000.00	0	0	\$ -
Mecklenburg	9	1,218	\$ 385,505,000.00	8	1194	\$ 378,055,000.00	1	24	\$ 7,450,000.00
Mitchell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Montgomery	-	-	\$ -	0	0	\$ -	0	0	\$ -
Moore	1	24	\$ 258,912.00	0	0	\$ -	1	24	\$ 258,912.00
Nash	3	288	\$ 32,886,683.00	2	246	\$ 25,386,683.00	1	42	\$ 7,500,000.00
New Hanover	5	1,104	\$ 137,162,000.00	1	75	\$ 16,000,000.00	4	1029	\$121,162,000.00
Northampton	-	-	\$ -	0	0	\$ -	0	0	\$ -
Onslow	-	-	\$ -	0	0	\$ -	0	0	\$ -

Orange	1	50	\$ 2,855,000.00	0	0	\$ -	1	50	\$ 2,855,000.00
Pamlico	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pasquotank	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pender	-	-	\$ -	0	0	\$ -	0	0	\$ -
Perquimans	-	-	\$ -	0	0	\$ -	0	0	\$ -
Person	-	-	\$ -	0	0	\$ -	0	0	\$ -
Pitt	3	78	\$ 288,858,409.00	2	65	\$ 287,808,409.00	1	13	\$ 1,050,000.00
Polk	-	-	\$ -	0	0	\$ -	0	0	\$ -
Randolph	7	455	\$ 91,379,990.00	2	161	\$ 24,526,000.00	5	294	\$ 66,853,990.00
Richmond	2	231	\$ 50,896,634.00	0	0	\$ -	2	231	\$ 50,896,634.00
Robeson	3	168	\$ 33,800,000.00	2	146	\$ 16,900,000.00	1	22	\$ 16,900,000.00
Rockingham	-	-	\$ -	0	0	\$ -	0	0	\$ -
Rowan	3	2,843	\$ 594,050,000.00	2	2829	\$ 591,150,000.00	1	14	\$ 2,900,000.00
Rutherford	1	7	\$ 822,826.00	0	0	\$ -	1	7	\$ 822,826.00
Sampson	-	-	\$ -	0	0	\$ -	0	0	\$ -
Scotland	2	728	\$ 103,700,000.00	1	440	\$ 85,000,000.00	1	288	\$ 18,700,000.00
Stanly	1	22	\$ 3,500,000.00	0	0	\$ -	1	22	\$ 3,500,000.00
Stokes	1	9	\$ 1,136,470.00	0	0	\$ -	1	9	\$ 1,136,470.00
Surry	-	-	\$ -	0	0	\$ -	0	0	\$ -
Swain	-	-	\$ -	0	0	\$ -	0	0	\$ -
Transylvania	2	68	\$ 55,364,000.00	0	0	\$ -	2	68	\$ 55,364,000.00
Tyrrell	-	-	\$ -	0	0	\$ -	0	0	\$ -
Union	1	227	\$ 46,700,000.00	1	227	\$ 46,700,000.00	0	0	\$ -
Vance	-	-	\$ -	0	0	\$ -	0	0	\$ -

Wake	9	543	\$ 230,635,000.00	8	443	\$ 203,635,000.00	1	100	\$ 27,000,000.00
Warren	-	-	\$ -	0	0	\$ -	0	0	\$ -
Washington	-	-	\$ -	0	0	\$ -	0	0	\$ -
Watauga	-	-	\$ -	0	0	\$ -	0	0	\$ -
Wayne	2	261	\$ 58,200,000.00	1	94	\$ 12,700,000.00	1	167	\$ 45,500,000.00
Wilkes	-	-	\$ -	0	0	\$ -	0	0	\$ -
Wilson	2	351	\$ 134,350,000.00	2	351	\$ 134,350,000.00	0	0	\$ -
Yadkin	-	-	\$ -	0	0	\$ -	0	0	\$ -
Yancey	1	8	\$ 481,913.00	0	0	\$ -	1	8	\$ 481,913.00
Total	151	27,144	\$15,587,970,123.00	72	22,038	\$13,568,032,265.00	79	5,106	\$2,019,937,858.00

Announced Jobs and Capital Investment by Tier

TIER	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)
Tier 1	35	3,954	\$ 807,737,082	12	2,338	\$ 420,326,683	23	1,616	\$ 387,410,399
Tier 2	64	8,212	\$ 2,576,583,783	26	6,723	\$ 2,092,505,844	38	1,489	\$ 484,077,939
Tier 3	52	14,978	\$ 12,203,649,258	34	12,977	\$11,055,199,738	18	2,001	\$ 1,148,449,520
Total	151	27,144	\$15,587,970,123	72	22,038	\$13,568,032,265	79	5,106	\$ 2,019,937,858

Announced Jobs and Capital Investment by Prosperity Zone

Prosperity Zone	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)
Western	7	182	\$ 78,092,834	1	15	\$ 225,000	6	167	\$ 77,867,834
Northwest	12	658	\$ 154,457,920	2	197	\$ 20,525,000	10	461	\$ 133,932,920
Southwest	33	6,553	\$ 2,746,407,943	22	5,901	\$2,306,133,077	11	652	\$ 440,274,866
Piedmont-Triad (Central)	38	4,109	\$ 1,403,126,063	13	2,978	\$1,074,127,435	25	1,131	\$ 328,998,628
North Central	32	11,641	\$ 10,291,831,409	22	11,033	\$9,594,893,344	10	608	\$ 696,938,065
Sandhills (South Central)	11	1,941	\$ 325,195,546	5	1,319	\$ 230,590,000	6	622	\$ 94,605,546
Southeast	12	1,743	\$ 291,692,000	4	341	\$ 49,730,000	8	1,402	\$ 241,962,000
Northeast	6	317	\$ 297,166,408	3	254	\$ 291,808,409	3	63	\$ 5,357,999
Total	151	27,144	\$ 15,587,950,123	72	22,038	\$13,568,032,265	79	5,106	\$ 2,019,937,858

Foreign Direct Investment by Tier

TIER	Investment Announced
Tier 1	\$ 225,831,683
Tier 2	\$ 363,757,990
Tier 3	\$ 4,293,380,822
Total	\$ 5,512,970,495

Foreign Direct Investment by Prosperity Zone

Prosperity Zone	Investment Announced
Western	\$ 55,000,000
Northwest	\$ 72,605,000
Southwest	\$ 257,309,077
Piedmont-Triad (Central)	\$ 132,084,000
North Central	\$ 4,995,972,418
Sandhills (South Central)	\$ -
Southeast	\$ -
Northeast	\$ -
Total	\$ 5,512,970,495

Number of Business Inquiries

During 2022, the EDPNC received 3,065,634 inquiries for business relocation, investment, and expansion as measured by web traffic.

APPENDIX B: GLOBAL BUSINESS SERVICES PERFORMANCE RESULTS

Number of Existing Companies Supported by County

COUNTY	Number of Companies Supported
Alamance	14
Alexander	5
Alleghany	6
Anson	8
Ashe	6
Avery	3
Beaufort	31
Bertie	6
Bladen	6
Brunswick	10
Buncombe	35
Burke	13
Cabarrus	18
Caldwell	8
Camden	3
Carteret	8
Caswell	2
Catawba	33
Chatham	10
Cherokee	5
Chowan	12
Clay	2
Cleveland	26
Columbus	4
Craven	12

COUNTY	Number of Companies Supported
Cumberland	5
Currituck	4
Dare	7
Davidson	21
Davie	3
Duplin	23
Durham	21
Edgecombe	5
Forsyth	23
Franklin	9
Gaston	15
Gates	1
Graham	8
Granville	6
Greene	17
Guilford	38
Halifax	4
Harnett	4
Haywood	3
Henderson	11
Hertford	10
Hoke	4
Hyde	2
Iredell	15
Jackson	5

COUNTY	Number of Companies Supported
Johnston	5
Jones	3
Lee	4
Lenoir	10
Lincoln	4
Macon	3
Madison	5
Martin	6
McDowell	15
Mecklenburg	49
Mitchell	8
Montgomery	5
Moore	14
Nash	9
New Hanover	23
Northampton	4
Onslow	7
Orange	9
Pamlico	3
Pasquotank	7
Pender	8
Perquimans	2
Person	5
Pitt	37
Polk	3

COUNTY	Number of Companies Supported
Randolph	15
Richmond	5
Robeson	7
Rockingham	5
Rowan	12
Rutherford	11
Sampson	7
Scotland	1
Stanly	8
Stokes	4
Surry	3
Swain	2
Transylvania	3
Tyrrell	1
Union	8
Vance	4
Wake	61
Warren	1
Washington	1
Watauga	8
Wayne	24
Wilkes	5
Wilson	4
Yadkin	1
Yancey	4
Total	1,003

Number of Existing Companies Supported by Tier

Tier	Number of Companies Supported
Tier 1	322
Tier 2	362
Tier 3	319
Total	1,003

Number of Existing Companies Supported by Prosperity Zone

Prosperity Zone	Number of Companies Supported
Western	96
Northwest	114
Southwest	163
Piedmont-Triad (Central)	129
North Central	157
Sandhills (South Central)	58
Southeast	148
Northeast	138
Total	1,003

Number of Business Inquiries

During 2022, 79 Global Business Services leads resulted in a company expansion.

Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by County

County	Number of Companies Supported	Export Value (USD)		County	Number of Companies Supported	Export Value (USD)		County	Number of Companies Supported	Export Value (USD)
Alamance	15	\$ 21,124,000		Cumberland	21	\$ 1,000,000		Johnston	1	\$ -
Alexander	3	\$ -		Currituck	1	\$ -		Jones	0	\$ -
Alleghany	5	\$ -		Dare	1	\$ -		Lee	5	\$ 133,120,961
Anson	1	\$ -		Davidson	6	\$ 23,950,000		Lenoir	0	\$ -
Ashe	1	\$ -		Davie	1	\$ -		Lincoln	3	\$ 115,000
Avery	1	\$ -		Duplin	1	\$ -		Macon	2	\$ -
Beaufort	6	\$ -		Durham	22	\$ 14,400,166		Madison	2	\$ -
Bertie	1	\$ -		Edgecombe	0	\$ -		Martin	0	\$ -
Bladen	0	\$ -		Forsyth	18	\$ 1,735,400		McDowell	2	\$ -
Brunswick	4	\$ 4,753,500		Franklin	4	\$ 600,000		Mecklenburg	64	\$ 71,106,855
Buncombe	19	\$ 3,431,000		Gaston	9	\$ 15,849,000		Mitchell	3	\$ -
Burke	6	\$ -		Gates	0	\$ -		Montgomery	5	\$ 1,475,000
Cabarrus	9	\$ 151,000		Graham	0	\$ -		Moore	6	\$ -
Caldwell	3	\$ 17,000,000		Granville	1	\$ 10,000,000		Nash	2	\$ -
Camden	1	\$ -		Greene	0	\$ -		New Hanover	19	\$ 25,635,000
Carteret	6	\$ 34,326		Guilford	59	\$ 230,660,684		Northampton	2	\$ -
Caswell	1	\$ -		Halifax	2	\$ -		Onslow	5	\$ -
Catawba	20	\$ -		Harnett	4	\$ -		Orange	5	\$ -
Chatham	2	\$ 2,500		Haywood	3	\$ 365,000		Pamlico	1	\$ 100,000
Cherokee	2	\$ -		Henderson	2	\$ -		Pasquotank	3	\$ 3,982,061
Chowan	1	\$ -		Hertford	1	\$ -		Pender	3	\$ 2,890,000
Clay	1	\$ -		Hoke	1	\$ -		Perquimans	0	\$ -
Cleveland	5	\$ 650,000		Hyde	0	\$ -		Person	0	\$ -
Columbus	3	\$ 324,000		Iredell	16	\$ 32,881,034		Pitt	11	\$ 30,225,000
Craven	2	\$ -		Jackson	1	\$ -		Polk	1	\$ -

Continued on next page.

County	Number of Companies Supported	Export Value (USD)
Randolph	17	\$ 1,354,470
Richmond	2	\$ 3,119,283
Robeson	5	\$ 1,400,000
Rockingham	3	\$ -
Rowan	5	\$ 5,991,000
Rutherford	4	\$ 12,000,000
Sampson	1	\$ -
Scotland	5	\$ -
Stanly	0	\$ -
Stokes	0	\$ -
Surry	4	\$ -
Swain	1	\$ -
Transylvania	1	\$ -
Tyrrell	0	\$ -
Union	2	\$ 80,600,000
Vance	2	\$ -
Wake	65	\$ 63,320,087
Warren	0	\$ -
Washington	0	\$ -
Watauga	7	\$ 2,000,000
Wayne	2	\$ 16,600,000
Wilkes	3	\$ -
Wilson	5	\$ 11,500
Yadkin	0	\$ -
Yancey	1	\$ -
Total	572	\$ 833,957,826

Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by Tier

Tier	Number of Companies Supported	Export Value (USD)
Tier 1	93	\$ 56,086,844
Tier 2	234	\$ 478,550,515
Tier 3	245	\$ 299,320,467
Total	572	\$ 833,957,826

Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by Prosperity Zone

Prosperity Zone	Number of Companies Supported	Export Value (USD)
Western	37	\$ 15,796,000
Northwest	58	\$ 19,000,000
Southwest	115	\$ 207,343,888
Piedmont-Triad (Central)	124	\$ 278,824,554
North Central	116	\$ 221,455,214
Sandhills (South Central)	49	\$ 7,318,283
Southeast	43	\$ 50,012,826
Northeast	30	\$ 34,207,061
Total	572	\$ 833,957,826

APPENDIX C: TOURISM & MARKETING PERFORMANCE RESULTS

CY2021 Visitor Spending and State and 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)	County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Alamance	\$225.91	\$16.90	Cumberland	\$608.85	\$46.30	Johnston	\$255.47	\$20.70
Alexander	\$36.54	\$2.80	Currituck	\$473.17	\$36.80	Jones	\$5.86	\$0.50
Alleghany	\$43.76	\$3.80	Dare	\$1,826.65	\$146.80	Lee	\$87.56	\$6.80
Anson	\$21.07	\$1.70	Davidson	\$215.67	\$17.30	Lenoir	\$101.82	\$7.70
Ashe	\$104.00	\$8.40	Davie	\$39.96	\$2.90	Lincoln	\$81.56	\$6.40
Avery	\$239.27	\$17.80	Duplin	\$40.01	\$3.50	Macon	\$323.90	\$29.50
Beaufort	\$127.81	\$11.20	Durham	\$777.77	\$62.60	Madison	\$77.07	\$5.90
Bertie	\$20.49	\$1.80	Edgecombe	\$66.29	\$4.70	Martin	\$29.28	\$2.40
Bladen	\$56.95	\$4.40	Forsyth	\$830.85	\$63.90	McDowell	\$101.18	\$7.60
Brunswick	\$975.11	\$78.20	Franklin	\$35.02	\$2.50	Mecklenburg	\$4,086.60	\$319.40
Buncombe	\$2,641.01	\$237.80	Gaston	\$289.16	\$21.60	Mitchell	\$39.92	\$2.80
Burke	\$121.27	\$9.50	Gates	\$9.35	\$0.70	Montgomery	\$51.23	\$5.20
Cabarrus	\$480.80	\$36.10	Graham	\$49.80	\$4.30	Moore	\$673.26	\$52.50
Caldwell	\$63.52	\$5.20	Granville	\$50.03	\$4.10	Nash	\$301.51	\$24.00
Camden	\$3.10	\$0.30	Greene	\$9.10	\$0.80	New Hanover	\$930.40	\$72.80
Carteret	\$643.38	\$50.90	Guilford	\$1,293.19	\$96.80	Northampton	\$26.94	\$2.50
Caswell	\$14.64	\$1.30	Halifax	\$119.11	\$9.40	Onslow	\$338.49	\$27.10
Catawba	\$291.93	\$24.30	Harnett	\$104.52	\$8.20	Orange	\$194.81	\$15.20
Chatham	\$68.03	\$5.80	Haywood	\$323.33	\$24.70	Pamlico	\$34.05	\$3.30
Cherokee	\$93.27	\$7.20	Henderson	\$391.28	\$31.50	Pasquotank	\$82.36	\$6.10
Chowan	\$25.79	\$2.60	Hertford	\$29.89	\$2.50	Pender	\$165.29	\$14.90
Clay	\$30.46	\$2.80	Hoke	\$13.53	\$1.00	Perquimans	\$19.23	\$2.00
Cleveland	\$142.90	\$10.10	Hyde	\$53.18	\$4.50	Person	\$46.19	\$3.40
Columbus	\$61.36	\$5.00	Iredell	\$326.18	\$25.50	Pitt	\$257.06	\$19.10
Craven	\$160.43	\$12.10	Jackson	\$437.41	\$31.20	Polk	\$56.00	\$4.40

Continued on next page.

County	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Randolph	\$172.06	\$13.20
Richmond	\$54.99	\$4.10
Robeson	\$155.68	\$12.30
Rockingham	\$77.88	\$6.20
Rowan	\$187.47	\$15.80
Rutherford	\$272.96	\$22.10
Sampson	\$56.76	\$4.80
Scotland	\$52.08	\$3.80
Stanly	\$92.45	\$7.60
Stokes	\$46.33	\$3.50
Surry	\$136.99	\$10.40
Swain	\$334.45	\$24.20
Transylvania	\$178.18	\$13.50
Tyrrell	\$6.49	\$0.60
Union	\$161.81	\$11.80
Vance	\$59.89	\$4.70
Wake	\$2,341.10	\$243.10
Warren	\$63.01	\$5.40
Washington	\$16.59	\$1.40
Watauga	\$465.05	\$34.90
Wayne	\$172.44	\$13.30
Wilkes	\$101.65	\$7.40
Wilson	\$125.30	\$9.80
Yadkin	\$47.05	\$3.50
Yancey	\$68.00	\$6.10
Total	\$28,919.80	\$2,357.80

CY2021 Visitor Spending and State and Local Tax Revenue by Tier

TIER	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Tier 1	\$ 4,113.30	\$ 320.60
Tier 2	\$ 12,659.76	\$ 1,021.40
Tier 3	\$ 12,146.74	\$ 1,015.80
Total	\$ 28,919.80	\$ 2,357.80

CY2021 Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending (in millions)	State & Local Tax Receipts (in millions)
Western	\$ 5,209.10	\$ 439.20
Northwest	\$ 1,676.10	\$ 130.70
Southwest	\$ 5,870.00	\$ 456.00
Piedmont-Triad (Central)	\$ 3,100.50	\$ 236.00
North Central	\$ 4,083.40	\$ 382.50
Sandhills (South Central)	\$ 1,784.70	\$ 139.40
Southeast	\$ 3,576.40	\$ 285.00
Northeast	\$ 3,619.60	\$ 289.00
Total	\$ 28,919.80	\$ 2,357.80

Number of Consumer Inquiries

During 2022, EDPNC's tourism division – Visit NC – received 4,414,013 consumer inquiries as measured by web traffic, call center activity and email signups at state Welcome Centers.

ATTACHMENT 3

Listing of Each Entity Referred to Commerce by the EDPNC in 2022

Companies Locating or Expanding in North Carolina

(Referred in 2022, Announced in 2022)

Entity	Jobs Announced	Capital Investment Announced	Tier	County
A.M. Haire Manufacturing & Service Corporation	31	\$1,779,768.00	2	Davidson
ABEC, Inc.	251	\$11,000,000.00	1	Wilson
Aeolus Filter Corporation	17	\$2,240,000.00	2	Randolph
Alamance Foods Inc.	135	\$42,000,000.00	2	Alamance
Albemarle Boats Inc.	25	\$2,126,000.00	1	Chowan
Albemarle Corporation	205	\$200,000,000.00	3	Mecklenburg
American Sewing Corp.	12	\$1,300,000.00	2	Jackson
American Woodmark Corporation	131	\$36,270,000.00	1	Richmond
ARAUCO USA	26	\$8,966,745.00	3	Chatham
Asbury Carbons, Inc.	22	\$16,900,000.00	1	Robeson
Atlantic Building Components & Services, Inc.	105	\$6,000,000.00	1	Robeson
Biophil Natural Fibers	41	\$10,900,000.00	1	Robeson
Bluegrass Protective Films	33	\$7,730,000.00	3	Brunswick
Border Concepts, Inc.	10	\$11,049,915.00	2	Davidson
Bridgestone Bandag Tire Solutions	61	\$1,623,990.00	2	Granville
Catalent Pharma Solutions	201	\$39,462,800.00	3	Durham
Cathtek, LLC	60	\$1,929,375.00	2	Forsyth
CertainTeed Roofing	37	\$120,800,000.00	2	Granville
Childress Vineyards	20	\$5,150,000.00	2	Davidson
Columbus McKinnon	100	\$500,000.00	3	Mecklenburg
Crossair LLC	7	\$822,826.00	1	Rutherford
D'Artagnan, Inc.	23	\$4,500,000.00	2	Granville
Depalo Foods, Inc.	40	\$6,935,000.00	2	Gaston
Design Mode Cabinetry	139	\$13,300,000.00	1	Duplin
Dymax Corporation	227	\$46,700,000.00	3	Union
Fab-Con Machinery Corp	29	\$6,850,000.00	2	Rowan
Forxa X1, Inc.	170	\$10,525,000.00	2	McDowell
Frank L. Blum Construction Company	35	\$3,138,885.00	2	Forsyth
FUJIFILM Irvine Scientific	101	\$188,000,000.00	3	Wake
Future Meat Technologies, Inc. (Believer Meats)	100	\$123,350,000.00	1	Wilson
Gaines Oil Company	14	\$352,330.00	3	Chatham
GE Hitachi Nuclear Energy	485	\$85,200,000.00	3	New Hanover
Gerresheimer Glass Inc.	78	\$62,605,000.00	1	Burke
Grand Manor Furniture, Inc.	50	\$3,000,000.00	1	Caldwell
H&T Trucking, Inc.	70	\$450,000.00	1	Greene

Hancock & Moore	20	\$776,000.00	2	Alexander
Harmony Timberworks	15	\$3,965,000.00	1	Caldwell
Hermes Marine LLC	189	\$4,000,000.00	1	Chowan
Huber Technology	91	\$42,955,615.00	3	Lincoln
Imaflex USA, Inc.	37	\$15,000,000.00	2	Davidson
IQE North Carolina	31	\$7,084,000.00	2	Guilford
Kraftsman Inc	20	\$490,000.00	2	Randolph
KURZ Transfer Products	41	\$35,981,500.00	2	Davidson
Live Oak Banking Co.	204	\$25,000,000.00	2	New Hanover
Lotus Bakeries	62	\$84,769,779.00	2	Alamance
LS Cable & System U.S.A., Inc.	86	\$26,990,000.00	1	Edgecombe
Maco, Inc.	20	\$5,231,733.00	1	Cleveland
Max Solutions USA, LLC	150	\$27,484,941.00	3	Cabarrus
McIntyre Manufacturing Group	40	\$10,446,150.00	2	Davidson
MDI (Merchants Distributors, Inc.)	125	\$35,000,000.00	1	Caldwell
Megacorp Logistics, Inc.	300	\$10,500,000.00	1	New Hanover
Meritor, Inc	25	\$4,000,000.00	1	Burke
Meritor, Inc	40	\$17,000,000.00	3	Henderson
Metal Works of High Point, Inc.	20	\$2,719,000.00	2	Guilford
Mid State Trailers	19	\$500,000.00	2	Randolph
Mitchell's Meat Processing, LLC	9	\$1,136,470.00	2	Stokes
Molded Fiber Glass	30	\$7,198,607.00	1	Burke
National OnDemand, Inc.	15	\$1,417,000.00	2	Alamance
Nelipak	79	\$20,392,000.00	2	Forsyth
New Finish, Inc.	22	\$3,500,000.00	2	Stanly
NordFab Systems Inc.	25	\$4,188,039.00	2	Davidson
North State Steel, Inc.	13	\$1,050,000.00	2	Pitt
Nucor Corporation	180	\$310,000,000.00	2	Davidson
NVR Inc.	261	\$33,907,600.00	1	Cleveland and Cumberland
Pasta Piccinini, Inc.	27	\$10,000,000.00	2	Catawba
PEMMCO Manufacturing, Inc.	18	\$1,623,990.00	2	Randolph
Pisgah Laboratories, Inc.	57	\$55,000,000.00	3	Transylvania
Port City Logistics	75	\$16,000,000.00	2	New Hanover
Pregis PolyMask	10	\$10,981,400.00	2	Catawba
Printcraft Company Inc	15	\$1,111,915.00	2	Davidson
Regulator Marine Inc	25	\$2,181,999.00	1	Chowan
Safety Test & Equipment Company, Inc.	23	\$1,000,000.00	1	Cleveland
Sky Aircraft Maintenance	69	\$13,141,842.00	2	Davidson
Steri-Tek	50	\$71,000,000.00	2	Alamance
Stout Heating & Air Conditioning Inc.	14	\$2,900,000.00	2	Rowan
Sumitomo Forestry America, Inc.	129	\$19,500,000.00	2	Randolph
Sunlight Batteries USA, Inc.	133	\$40,000,000.00	2	Alamance
SunTree Snack Foods, LLC	94	\$12,700,000.00	1	Wayne
Survival Innovations	11	\$364,000.00	3	Transylvania
Technimark Inc	220	\$62,000,000.00	2	Randolph
UNIX Packaging	65	\$25,950,000.00	1	Burke
Vanguard Furniture	100	\$5,925,000.00	1	Burke

Vinfast	7,500	\$4,000,000,000.00	3	Chatham
White River Marine Group, Inc.	200	\$33,500,000.00	2	Craven
Wolfspeed, Inc.	1,801	\$5,047,413,861.00	3	Chatham
Woodgrain, Inc.	42	\$7,500,000.00	1	Nash
Ziehl-Abegg, Inc.	313	\$50,500,000.00	2	Forsyth

Companies Not Selecting North Carolina
(Referred in 2022, Announced in 2022)

Account Name	Jobs	Capital Investment	Tier(s) Under Consideration	Counties Considered
Applied Food Biotechnology	104	\$79,270,000.00	1;2;3	Brunswick; Burke; Cabarrus; Catawba; Chatham; Davidson; Davie; Forsyth; Guilford; Randolph; Rockingham; Union; Wilkes
E.A. Sween Company	300	\$36,800,000.00	1	Wilson
LEGO	1,356	\$1,001,000,000.00	1;2;3	Chatham; Davidson; Davie; Forsyth; Guilford; Robeson; Rockingham
Renewal by Anderson	1,025	\$400,000,000.00	2;3	Lee; Wake
Ecopol	90	\$26,915,000.00	1;2;3	Alamance; Alexander; Burke; Cabarrus; Caldwell; Catawba; Cleveland; Davidson; Davie; Forsyth; Gaston; Guilford; Iredell; Lincoln; Mecklenburg; Randolph; Rockingham; Rowan; Surry; Union; Wilkes; Yadkin
RMA Technologies	42	\$4,900,000.00	1;2	Caldwell; Forsyth
SK On	1,900	\$4,548,000,000.00	1;3	Brunswick; Chatham; Person
West Pharmaceutical Services	112	\$40,000,000.00	1	Lenoir

Companies Still Considering a North Carolina Location, as of February 17, 2022

Tier	No. of Projects	Jobs	Investment
Tier 1	6	839	\$1,467,330,137.00
Tier 2	17	3,587	\$1,809,195,504.00
Tier 3	9	7,017	\$4,753,767,080.00
Tiers 1, 2, 3	1	118	\$30,523,756.00
Tiers 2, 3	2	853	\$413,650,000.00

ATTACHMENT 4

Issues of Non-Compliance by the EDPNC and Response from Commerce in CY 2022

Date	Instance of Non-Compliance	Commerce Response
October 2022	Per the biennial operational audit, in Fiscal Year 2022, there were four EDPNC employees that did not submit a Statement of Economic Interest with the North Carolina State Ethics Commission in April 2022 as required by statute. This was required because their annual compensation exceeded the \$80,000 threshold found in § 143B-431.01(h) as of March 9, 2022.	The employees completed their SEIs as soon as the EDPNC was made aware of this issue. Per the auditor's suggestion, language was inserted into the EDPNC's employee handbook and the responsibility for notifying employees of the requirements was assigned to the COO position.

ATTACHMENT 5

Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce on Behalf of the EDPNC in CY 2022

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 2022*

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.*