



PAT McCRORY
Governor

JOHN E. SKVARLA, III
Secretary

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: A. John Hoomani, General Counsel, N.C. Department of Commerce

Date: September 30, 2015

Re: Annual Report on Activities of EDPNC – N.C. Gen. Stat. § 143B-431A(f)

Pursuant to N.C. Gen. Stat. § 143B-431A(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, in 2014. 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. NONE – SHOULD WE LIST

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



PAT McCRORY
Governor

JOHN E. SKVARLA, III
Secretary

EXECUTIVE SUMMARY

Economic Development Partnership of North Carolina **2014-15 Fiscal Year Report to the North Carolina Department of Commerce**

On October 6, 2014, the North Carolina Department of Commerce (“Commerce”) entered into a contract with the Economic Development Partnership of North Carolina, Inc. (“EDPNC”), a North Carolina nonprofit corporation, in which the EDPNC agreed to perform the following scope of services:

The Contractor will 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. All responsibilities for making grants, loans or other discretionary incentives will remain public with the Department of Commerce.

The mission of the Contractor is to guide the State’s economic development efforts toward the creation and retention of high-quality jobs through new business attraction, existing business support and the cultivation of the tourism and film industries. It is the goal of the Contractor to be a statewide, collaborative organization that engages the business sector, economic development partners and community representatives at the local and regional levels to foster economic growth across the entire state.

The Contractor will perform the functions that have in the past been performed by the following divisions at the Department: Business and Industry, Marketing, Small Business and Entrepreneurship, International Trade and Investment, and Travel & Tourism (excluding Welcome Center operations, but including Film and Sports Development).

Pursuant to the contract and N.C. Gen. Stat. § 143B-431A(e)(2), the EDPNC submitted an annual report to Commerce on September 1, 2015, in which it outlined its program activities, objectives and accomplishments, as well as certain items specifically required by the enabling legislation, for the 2014-15 Fiscal Year. The sections below will summarize some of the efforts made during the past fiscal year by the EDPNC, as well as compare the performance metrics from the last full fiscal year when these functions were performed at Commerce to this past fiscal year when these functions were performed at the EDPNC.¹

¹ On December 1, 2014, Commerce submitted a report to the General Assembly entitled “Report on Performance Metrics for Functions Contracted to the Economic Development Partnership of North Carolina, Inc.” The performance metrics report was mandated by N.C. Session Law 2014-18, s. 1.3(2), and included certain statutorily required performance metrics for the past fiscal year, as well as 5-year average. This annual report will include a comparison between the last full fiscal year that these functions were performed at Commerce (FY 2013-14) and the most recent fiscal year in which these functions were performed at the EDPNC (FY 2014-15). * Note, as the contract was not



I. BUSINESS RECRUITMENT

During its first year, the EDPNC took steps to add capacity dedicated to proactively marketing the state for new business investment, with the ultimate goal of identifying companies interested in expanding or relocating to North Carolina. In particular, the EDPNC bolstered its network of international offices, adding representation in South Korea to tap into the growing levels of foreign-direct investment originating from that market. Additionally, the EDPNC created a new business development team responsible for uncovering more opportunities to recruit European and Asian businesses to the state.

The EDPNC also completed an extensive but necessary overhaul of North Carolina's digital marketing presence aimed at business recruitment, and launched a cooperative business marketing program with economic development partners around the state. These tactics were part of a broader strategy to move North Carolina's economic development efforts – especially in the recruitment of business and industry – from a historically reactive posture, to a much more forward-leaning and proactive stance.

The results of these efforts have largely been successful. Despite some uncertainty in the economic development community created by the unresolved debate on state incentives policy, the job recruitment numbers are generally above where they were in Fiscal Year 2013-14. This is consistent with other measures of job creation that are important to the Department including net new jobs in the state and the results of the Community Investment Report (CIR), a comprehensive collection of economic development announcements for capital investment, infrastructure development, and job creation in North Carolina. The seasonally adjusted total private employment numbers indicate that North Carolina's economy gained 87,700 net new jobs in FY 13-14 and 106,400 net new jobs in FY 14-15. The total jobs reported in the CIR are 23,306 in FY 13-14 and 28,513 in FY 14-15.

Table 1. Business Recruitment Comparison

For business recruitment:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)
Number of jobs announced by the Department in total.	14,369	14,812
Number of jobs announced resulting from recruitment of new businesses.	5,589	7,690
Number of jobs announced resulting from existing business expansions.	8,780	7,122
Total U.S. dollar amount of investment resulting from new projects.	\$2,794,056,182	\$2,388,677,254
Total U.S. dollar amount of investment resulting from recruitment of new businesses.	\$1,318,206,500	\$1,416,231,254
Total U.S. dollar amount of investment resulting from existing business expansions.	\$1,475,849,682	\$972,445,970

entered into between the parties until October 6, 2014, this first annual report will contain metrics that were performed at Commerce from July 1, 2014 through the date of contract on October 6, 2014.



For business recruitment:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)
Total U.S. dollar amount of foreign direct investment.	\$1,383,621,000	\$564,189,254

II. GLOBAL BUSINESS SERVICES

The Global Business Services section of the EDPNC is focused on the need to retain and expand companies who are currently doing business in the state. A key component of this effort is a corporate visitation program that was started this past fiscal year. The regional industry managers work to build relationships with business owners in each of the prosperity zones by engaging in on-site, face-to-face meetings with them. In addition, the Global Business Services section is dedicated to helping North Carolina companies enter international markets and grow exports. The team organized almost 40 trade events for North Carolina companies, including Biotech Japan, Nano Tech 2015, the Global Petroleum Show, Expo Mueble, the Miami International Boat Show, Global Security Asia and the Paris Air Show.

The EDPNC experienced a slight decrease in the number of businesses it served, as the organization worked to ramp up its staffing in the eight Prosperity Zones. Exports in North Carolina continue to grow – increasing by seven percent in 2013. The increase builds upon years of rising exports, which have contributed to the state’s economic and job growth. The EDPNC works most often with smaller companies that are just beginning to explore new markets and face many challenges, but expect to see continued growth in the total dollar amount of exports in the coming year.

Table 2. Business Services Comparison

For business services:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)
Number of existing businesses receiving support.	717	672
Number of Business Services Team leads that lead to an expansion of existing businesses.	5	5
Number of businesses receiving export assistance.	435	394
Total U.S. dollar amount of exports by assisted companies.	\$888,978,612	\$704,412,525

III. TOURISM AND MARKETING

The Tourism section at the EDPNC (“Visit NC”) is dedicated to promoting the state as a destination for tourism, conventions, amateur sporting events and filmmaking. One of the EDPNC’s first initiatives was a television campaign, called “Vacation Big,” in two specific feeder markets – Atlanta, GA and Washington, DC. Numbers are not in yet, but early indicators show a strong response to the campaign.



The work of the EDPNC in this area have been successful, as evidenced by the data in Table 3, below. The number of consumer inquires increased by 25%, and the dollar amount of spending by visitors, as well as the dollar amount of state and local tax revenues resulting from such visitors, each increased by approximately 5%.

Table 3. Tourism and Marketing Comparison

For tourism and marketing:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)
Number of consumer inquiries about travel to North Carolina.	4,532,007	5,665,186
Total U.S. dollar amount of spending by visitors while in North Carolina.	\$20,218,576,548	\$21,323,016,842
Total U.S. dollar amount of State and local tax revenues resulting from visitors' spending while in North Carolina.	\$1,614,503,922	\$1,688,268,444
Number of business inquiries for business relocation, investment, and expansion.	193,799	185,080

IV. FUNDRAISING

Obviously, one of the driving factors behind the privatization of these functions was to enable the EDPNC to raise funding from the private industry. The raising of private funds allows the organization to do much more than what was previously possible with only public funds.

Initially, the EDPNC was required to raise \$250,000 prior to contracting. The EDPNC exceed that goal by raising \$305,000 in private funds. Thereafter, the enabling legislation required the EDPNC to raise at least \$750,000 in private funds during the first year of the term of the contract. As of the date of its report (September 1, 2015), the EDPNC had raised \$725,000 in private funding, and expected to meet or surpass the \$750,000 goal by October 5, 2015 (the end of the first contract year).

In the coming year, leadership of the EDPNC will focus on increasing the reach of private fundraising efforts. Against a backdrop of limited public-sector resources, additional private funding is critical to the organization’s ability to expand its capacity to do more in business recruitment, existing industry support, international trade and export assistance, small business counseling, and tourism promotion.



ATTACHMENT 2



Economic Development Partnership of North Carolina

Annual Report for FY2014-15

September 1, 2015

September 1, 2015

The Honorable John Skvarla
Secretary of Commerce
North Carolina Department of Commerce
301 North Wilmington Street
Raleigh, NC 27699

Dear Secretary Skvarla,

As required under the contract between the North Carolina Department of Commerce and the Economic Development Partnership of North Carolina (EDPNC), herein we respectfully submit our inaugural annual report.

The EDPNC opened its doors for business on October 6, 2014, kicking off a new era in how North Carolina performs critical economic development functions at the state level. Utilizing a public-private partnership model that leverages the financial resources of both state government and private industry, the EDPNC is positioned to contribute significantly to the economic advancement of the 10 million residents and 100 counties of this state.

Here at the EDPNC, we are responsible for a number of economic development “marketing and sales” responsibilities that previously resided within the Commerce Department. These responsibilities include new business recruitment; existing industry support; international trade and export assistance; small business counseling; and tourism, film, and sports promotion. Each of these functions is integral to how economic development is achieved across our state, and the EDPNC is honored to lead the state’s efforts in each of these important areas.

Of course, whether we are working to attract new employers to the state, persuade overseas customers to buy North Carolina products, or lure visitors to spend their vacation dollars atop our mountains and along our beaches, we do so by working closely with a wide variety of partners throughout the state. Economic development is truly a team sport that relies on the concerted effort of a multitude of stakeholders, and the EDPNC is proud to be the newest member of the North Carolina team.

Within the following report, we are providing a variety of information on the performance of the EDPNC in its first year of operations. We appreciate the culture of accountability and performance that our Board of Directors has instilled in this new organization, and we know that performance is ultimately the most important metric by which the EDPNC will be evaluated.

Since commencing operations in 2014, the EDPNC's focus has been on delivering results across all of our operating units. Other major priorities have included marketing and promoting the entirety of North Carolina – from Murphy to Manteo – as an unparalleled location for business and tourism; building the EDPNC's staff and culture to focus on measurable performance results; and developing key processes with EDPNC partners and stakeholders, so that the EDPNC can optimize the use of its finite resources in performing its role in helping to grow North Carolina's economy.

Significant efforts have also been necessary to communicate the EDPNC story with various stakeholder audiences, including what functions the organization performs, why it was created, and how it will approach its economic development mission. Wanting to hear these details about the new organization, business, civic, and economic development groups around North Carolina continue to invite EDPNC Board and staff leadership to present to their membership as the new organization takes flight.

During its first year, the EDPNC has taken steps to add capacity dedicated to proactively marketing the state for new business investment, with the ultimate goal of identifying potential deals involving companies interested in expanding or relocating to North Carolina. In particular, the EDPNC has bolstered its network of international offices, adding representation in South Korea to tap into the growing levels of foreign-direct investment originating from that market. Additionally, the EDPNC has created a new business development team responsible for uncovering more opportunities to recruit European and Asian businesses to the state.

The EDPNC is also completing an extensive but necessary overhaul of North Carolina's digital marketing presence aimed at business recruitment, while launching a cooperative business marketing program with economic development partners around the state. Our tourism promotion efforts have long served as an excellent example for how to raise the state's visibility and effectively pursue the target "customer"; we are adopting these same best practices for how we position North Carolina as a premier business location for expanding and relocating companies around the world.

These tactics are part of a broader strategy to move North Carolina's economic development efforts – especially in the recruitment of business and industry – from a historically reactive posture, to a much more forward-leaning and proactive stance. These tactics are possible only because of the EDPNC's ability to now raise funding from private industry, as private funds enable the organization to do much more than what was possible when only public funds were available to finance the state's economic development work.

As a result, EDPNC leadership will focus in the coming year on increasing the reach of private fundraising efforts. Against a backdrop of limited public-sector resources, additional private funding is critical to the organization's ability to expand its capacity to do more in business recruitment, existing industry support, international trade and export assistance, small business counseling, and tourism promotion.

No doubt, the EDPNC has faced certain headwinds since its inception. For most of the past year, the unresolved debate on state incentives policy has had a material impact on our ability to recruit new employers to the state, as well as to help some of our existing employers to expand here. Meanwhile, state budget deliberations have already called into question the level of public funding for the work of the EDPNC, creating uncertainty about whether the organization will have adequate resources, even with the recent addition of private funding, to perform the important work with which it has been entrusted.

In spite of these short-term challenges, we remain optimistic about our prospects for helping North Carolina realize its economic development potential. The EDPNC above all benefits from being able to market a “product” without equal. Whether from a business or tourism standpoint, nothing compares to the quality of this place we call North Carolina.

Many of our competitors have marketing budgets that dwarf those of North Carolina, yet they lack the fundamentally attractive product that we are privileged to promote. Rather, our greatest issue at the EDPNC is ensuring that, even with an unrivaled product, we continue to have the necessary financial resources to go out and sell this product to all the different customer audiences we’re responsible for reaching.

Less than one year into the life of this new organization, we are proud of the results we have delivered already. Once some of the above issues are resolved, we are confident there will be an even longer runway for success in our efforts.

Again, on behalf of the staff of the Economic Development Partnership of North Carolina, we sincerely appreciate the opportunity to contribute to the economic vitality of the communities across our state.

Sincerely,

A handwritten signature in black ink, reading "Christopher Chung". The signature is written in a cursive style with a large, sweeping flourish at the end.

Christopher Chung
Chief Executive Officer
Economic Development Partnership of North Carolina

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA

2014-15 Fiscal Year Report to the North Carolina Department of Commerce

Sept. 1, 2015

I. EDPNC: Our Mission and Vision

The N.C. General Assembly created a public-private partnership to consolidate and enhance marketing and business recruitment functions previously conducted by the North Carolina Department of Commerce. The Economic Development Partnership of North Carolina, headquartered in Cary, N.C., fulfills those responsibilities under a contract with Commerce, which became effective Oct. 6, 2014.

The EDPNC's mission is to advance the state's economic interests through job creation and capital investment driven by new business recruitment, existing business expansion, international trade, small business formation, and tourism. Using the North Carolina Jobs Plan as a guide, EDPNC has created a performance-driven organization that is proactive, collaborative with economic development partners throughout the state and, most importantly, customer-friendly.

The EDPNC, which began operations in October 2014, is headed by Chief Executive Officer Christopher Chung. Its 17-member board of directors, composed of business and industry leaders from throughout the state, provide strategic thinking, leadership and private-sector input.

EDPNC's long-term vision is to be recognized as a premier statewide economic development organization, helping drive sustainable, private-sector job creation and investment through collaboration, best-in-class sales and marketing tactics, and ease of doing business.

The functions of the EDPNC include Business Recruitment, which helps businesses interested in locating or expanding in North Carolina navigate site location, permitting, incentives and more. EDPNC's Global Business Services division includes Existing Industry Support, which assists existing North Carolina businesses with facility, workforce, permitting and other needs; Business Link North Carolina (BLNC), which provides individuals starting a small business free one-on-one counseling and resource referrals; and International Trade, which helps businesses enter and expand global markets. Visit North Carolina (Visit NC) markets the state as a destination for tourists, film productions and sporting event tourism. Research and Marketing teams perform internal sales and marketing support functions.

II. Division-by-Division Activities and Achievements

BUSINESS RECRUITMENT

EDPNC's Business Recruitment division includes business recruitment managers who work statewide helping companies interested in locating or expanding in North Carolina find sites, navigate financial incentives and permitting requirements, and identify and tap resources to meet workforce, training and infrastructure needs.

Since assuming business recruitment functions formerly conducted by the state Department of Commerce, the EDPNC has added a business development team responsible for proactively identifying leads to attract domestic and international businesses to North Carolina.

Fiscal year 2014-15 was a challenging one for the EDPNC, due to the unresolved debate on state incentives policy, which affected the organization's ability to recruit new employers to the state and to assist some existing employers interested in expanding here.

In fiscal year 2014-15, EDPNC business recruitment managers, working with local, state and regional partners, facilitated 100 economic development projects that resulted in the announcement of 14,812 new jobs and \$2,388,677,224 in capital investment in North Carolina.

Out of those projects:

- Forty-four are new projects and fifty-six are expansion projects
- Twenty-six are foreign direct investment (FDI) projects

Out of the 14,812 announced jobs:

- 7,690 resulted from new recruitment projects and 7,122 resulted from expansion projects
- 2,950 resulted from FDI projects

Out of the \$2,388,677,224 in announced investment:

- \$1,416,231,254 resulted from new recruitment projects and \$972,445,970 resulted from expansion projects
- \$564,189,254 resulted from FDI projects

Notable projects announced over the past fiscal year include Mississippi-based Sanderson Farms' decision to build a state-of-the-art poultry processing plant and a hatchery in the town of St. Pauls in Robeson County, a Tier 1 county. Sanderson Farms announced that it will create 1,100 jobs and make a \$139 million capital investment, which includes upgrades to its Kinston feed mill.

Another major project announcement in fiscal year 2014-15 was Sealed Air Corp.'s decision to move its corporate headquarters from New Jersey to Charlotte. Best known as the maker of Bubble Wrap, the company has announced plans to create 1,262 new jobs and invest \$58.6 million in North Carolina, in one of the largest corporate headquarters relocations to Charlotte in years.

Additionally, EDPNC aided O'Neil Digital Solutions' decision to buy an existing plant in Monroe for a state-of-the-art printing facility and data center. Only months earlier, helicopter-engine maker Turbomeca announced it was closing the plant. O'Neil, which produces data-driven research publications for a variety of industries, has announced plans to create 250 new jobs and invest \$90.7 million in Union County.

See Appendix A for Business Recruitment performance metrics for FY 2014-15.

GLOBAL BUSINESS SERVICES

The EDPNC's Global Business Services (GBS) division includes eight regional industry managers who are assigned to each of the state's eight Prosperity Zones. Each regional industry manager offers retention and expansion services to companies located in his or her zone by building personal relationships through on-site visits and counseling on issues such as worker training, financing, regulatory concerns and access to local resources. The regional industry managers also collaborate with representatives of the state Department of Transportation and the North Carolina Department of Environment and Natural Resources working in the Prosperity Zones.

Global Businesses Services also includes international trade managers – headquartered in North Carolina and in offices in Canada, China, Japan, Mexico, Europe and South Korea – who help N.C.-based businesses navigate entering global markets and increasing their international sales. EDPNC added its trade manager in South Korea in May.

Business Link North Carolina (BLNC), which is also part of the Business Services division, is a free resource for individuals seeking information about what is required to start a small business in the state and referrals to helpful resources.

Regional Industry Team

Much of the EDPNC's efforts are focused on the need to retain and expand companies currently doing business in the state. A key component of these efforts is a corporate visitation program conducted by the network of eight regional industry managers.

The regional industry managers work to build relationships with business owners and understand their businesses through on-site, face-to-face meetings with them. During FY 2014-15, the regional industry team supported nearly 700 existing businesses from all over the state.

EDPNC regional industry managers act as a one-stop shop for identifying the resources North Carolina businesses need to remain and grow in the state. Some of the needs may involve identifying qualified workers; quality and efficiency improvements; environmental permitting and other regulatory issues; research and analysis and much more.

For example, EDPNC worked with Wildcat Territory to relocate its New York office to Thomasville, N.C. (Davidson County). The company is a manufacturer of decorative home accessories and it is leasing a space that has been separated by firewalls, from Carolina Underwear Co. The company will create 17 new, full-time jobs. They are currently working with workforce development and the EDPNC on resources to assist their operations.

International Trade Division

In 2014, North Carolina businesses exported a record \$31 billion in merchandise to international markets. The 7 percent growth from 2013 in N.C.-made exports is more than twice the national average growth of 2.8 percent over the same period. The increase builds upon years of rising exports, which have contributed to the state's economic and job growth. North Carolina exports have increased by more than 40 percent over the past decade.

The EDPNC's international Trade division is committed to helping North Carolina companies enter international markets and grow exports.

The EDPNC has helped companies such as ImmunoReagents, a Raleigh-based supplier of antibodies for the life science and research markets, grow their global sales by connecting them to major international trade shows, foreign distributors for their products and more. Between 2011 and 2014, the percentage of the company's revenue attributable to international sales grew from 3 percent to 25 percent. ImmunoReagents CEO Ann Black says reaching out to the EDPNC has provided her business contacts in the state and internationally. "If I have a question about business or how business is done somewhere, I go to them," she says. "If they don't know the answer, they know someone who does."

Specific services offered by the International Trade Division include export education programs, customized searches for new distributors or agents, market research on international markets and much more.

Nearly 400 North Carolina companies received support from the international trade team in FY 2014-15.

During April 13-17, 2015, the EDPNC international trade team hosted the Go Global 2015 Road Show for North Carolina businesses to learn more about developing international markets. The Road Show is an opportunity for North Carolina companies to develop new foreign markets that can increase exports and profits. Trade representatives from the EDPNC international offices held 129 meetings with export-ready companies for one-on-one consultations.

Also during FY 2014-15, the EDPNC international trade team organized almost 40 trade events for North Carolina companies including, Biotech Japan, the Global Petroleum Show, Expo Mueble, the Miami International Boat Show, Global Security Asia, the Paris Air Show and Nano Tech 2015.

"Participating with [the EDPNC] at Nano Tech 2015 in Tokyo enabled us to further develop customer and sales channel relationships within Japan, the most important market for our company," said David Nackashi, CEO of Protochips, a Morrisville-based developer of analytical tools for understanding nanoscale materials. "The presence of so many companies that commercialize new materials allowed us to position ourselves for the largest increase in year-over-year sales within the Japanese market in our company's history."

Business Link North Carolina

Business Link North Carolina, or BLNC, is a part of the EDPNC that provides consulting services to small businesses around the state. BLNC is the first stop for business owners trying to understand what state permits, licenses, tax forms and other documents are required to operate in North Carolina. BLNC provides one-on-one client consultations in English and Spanish to help the North Carolina business community with customized license and permit information, forms for business structures, tax ID numbers and more. More than 60 percent of the calls coming into BLNC are from the owners of "start-ups" who need to know how to start their business.

During FY 2014-15, the BLNC team assisted businesses in all 100 counties in North Carolina. BLNC supports these businesses by telephone, via email and through face-to-face meetings. Over the last year, more than 15,000 calls were supported by the BLNC team and most regarded starting a new

business. This service has an impact on the entire state — in FY 2014-15, almost 40 percent of the calls taken by BLNC were from Tier 1 and Tier 2 counties.

A significant number of the calls coming in to the BLNC team are from Spanish-speaking callers. In the last year, the Spanish-speaking members of the BLNC team have taken more than 200 calls in Spanish.

See Appendix B for Global Business Services performance metrics for FY2014-15.

VISIT NORTH CAROLINA (TOURISM)

The EDPNC's Tourism division, or Visit NC, is dedicated to promoting the state as a destination for tourism, conventions, amateur sporting events and filmmaking.

With the 32nd-ranked budget among the 50 states (smaller than nearly every other state in the South), the Visit NC team works efficiently, effectively and collaboratively with its partners to achieve and maintain North Carolina's competitive position as the sixth-most visited state. With the move to the Economic Development Partnership, Visit NC has been able to increase the percentage of funding that goes directly to marketing, from 78 percent in 2012-13 to 87 percent in 2014-15.

Tourism contributes positively to the economy and quality of life in all 100 counties and Visit NC collaborates with every county through co-op marketing efforts. Because of its partnerships, Visit NC adds nearly \$2 million in private investment into its advertising campaign. By leveraging in-kind exposure through media partners, Visit NC adds another \$4 million. Because of the value Visit NC offers, rural communities benefit the most from these efforts. While only 39 percent of tourism spending in North Carolina occurs in Tier 1 and Tier 2 counties, 45 percent of Visit NC's private co-op funding comes from organizations in Tier 1 and Tier 2 counties. This shows that smaller communities benefit more from our ability to leverage co-op advertising buys in tourism media.

Target Market Campaign

One of Visit NC's first initiatives as part of the EDPNC was a television campaign, called Vacation Big, in two specific feeder markets. The General Assembly supported Visit NC with an extra \$1 million for this campaign. Visit NC developed a TV commercial and ran targeted spots and executed other marketing efforts in Atlanta and Washington, D.C. during the summer of 2015. Visitation numbers are not in yet, but early indicators show a strong response to the campaign.

Our website traffic from those two markets was 83 percent higher than traffic during same period in 2014. Our digital advertising campaign exceeded industry benchmark click-through rate by 107 percent, with more than 125,000 clicks during campaign. Our Vacation Big giveaway on Twitter generated more than 10 million impressions and 19,500 engagements. PR efforts, including having Visit NC partners interviewed on in-market TV news programs, generated more than 5.5 million impressions and \$120,657 in ad value.

Retire NC

Visit NC, in cooperation with other state and local groups, coordinates the development and planning of the North Carolina Certified Retirement Community Program. The program's purpose is to encourage retirees and those planning to retire to make their homes in North Carolina. The program provides an

excellent resource for rural areas and all but one of the 12 participating Certified Retirement Communities are from Tier 1 or Tier 2 counties.

Since moving to the partnership, we have added three communities to the Certified Retirement Program and held the first North Carolina Retiree Attraction Summit. The summit featured an assortment of industry leaders who discussed housing, retail, tourism and development required to support retiree recruitment as a strategy for economic development.

Return on Investment

Visit NC's marketing efforts are research-driven. A fall 2014 study of Visit NC's advertising campaigns conducted by Longwoods International market research consultancy identified excellent and encouraging results in two key performance measures – return on investment (ROI) and advertising awareness.

Advertising campaigns generated an ROI of 15:1 in state and local taxes for every dollar invested in paid media. The state receives \$9 in new state tax revenues for every dollar invested in tourism advertising and \$184 in new visitor spending for every dollar invested.

Despite a relatively flat budget, awareness of Visit NC's own advertising campaigns grew from 36% to 45% in key markets, an increase of 9 percentage points reflecting a 25% improvement since the last Longwoods study conducted in fall 2010. Increased use of cost-effective digital media helped Visit NC generate these results.

While very positive, this also signals the need for consistent and increased investment in tourism marketing and advertising to take full advantage of North Carolina's opportunity. And it makes it imperative Visit NC continues leveraging every marketing dollar as smartly and efficiently as possible.

Increasing Visitor Spending

In 2014 (the most recent spending data available), tourism generated a record \$21.3 billion in direct spending, an increase of 5.4 percent over 2013, exceeding the national growth rate. State tax receipts rose 4 percent in 2014 to \$1.053 billion. Visitor spending generates on average \$4.6 million every day in state and local taxes for reinvestment in our communities.

Tourism directly supports 204,000 jobs and more than 40,000 small businesses. Direct tourism employment grew a record 3.3 percent, the largest year over year increase in NC since 2000, and a growth rate exceeding the national rate of 2.9 percent. Tourism represents 9 percent of all payroll employment in the state. Direct tourism payroll increased 7 percent to a record \$4.9 billion.

2014 Calendar Year Breakdown of Tourism Visitor Spending and Tax Receipts

In calendar year 2014, the latest numbers currently available, tourism spending in North Carolina totaled \$21,323,016,842, state tax receipts from tourism totaled \$1,051,989,368, and local tax receipts totaled \$636,279,076.

The number of consumer inquiries about travel to North Carolina totaled 5,665,186 (as measured by visitation to VisitNC.com and its family of websites and calls to the Visit NC 1-800 number).

The number of business inquiries for business relocation, investment and expansion totaled 185,080 (measured by visitation to the Thrive.NC.com site, which served as the website for the Economic Development Partnership of North Carolina in 2014-15).

See Appendix C for Tourism & Marketing performance metrics for FY2014-15.

III. EDPNC Salaries and Compensation

A driving force behind the transition to a public-private partnership was the ability to hire top talent and award high performance. To do so, the Economic Development Partnership of North Carolina considers several factors in determining employee salaries, including the level of knowledge, experience, years in industry and supervisory skills of the employee (or candidate), as well as market conditions for the position.

The EDPNC generally monitors what other states and peer organizations pay for economic development and tourism positions in order to remain competitive. In addition, the EDPNC board of directors has sole discretionary authority to determine compensation for the organization's chief executive officer, based on performance.

During fiscal year 2014-15, the board of directors approved a companywide performance-based compensation program that will be fully implemented in 2016.

Performance-Based Compensation Program

EDPNC executive leadership and the board developed a performance-based compensation plan intended to increase employee accountability and reward strong performance, particularly for achievements that foster economic development in the state's rural and low-income areas.

The compensation plan is meant to create a culture where employees are focused on organization performance metrics, management can drive and reward individual performance and the EDPNC can attract and retain talent.

All full-time employees are eligible to participate in the plan, which provides for performance-based compensation ranging from zero to up to 15 percent of an employee's gross annual salary. The plan calls for making performance-based compensation payments with private-sector funding.

Each business unit will be allotted a portion of the organization-wide compensation pool, based in part on the unit's overall performance relative to certain key performance indicators (KPIs). Business unit employees will be eligible for performance-based 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 more economically distressed Tier 1 and Tier 2 counties.

For example, a supervisor determining performance-based compensation for a business recruitment manager will place 50 percent weight on the number of announced jobs from his or her recruitment and expansion wins; 25 percent weight on the announced capital investment from those projects; and 25

percent weight on the geographic distribution of recruitment wins (i.e., percentage in Tier 1 and Tier 2 counties).

The EDPNC does not rely on formal pay scales to determine salaries but considers factors such as employee skill level, job and supervisory experience and market conditions. The following table lists EDPNC positions and wages as of June 30, 2015, and indicates whether the position is paid through public funds, private funds or a combination.

Table 1. EDPNC salaries by position as of June 30, 2015.

Salary Information as of June 30, 2015			
Job Title	Current Salary	From Public Fund	From Private Funds
Chief Executive Officer	\$225,000.00	\$120,000.00	\$105,000.00
Client Services Manager	63,870.00	63,870.00	
Communications Manager	57,500.00	57,500.00	
Controller	95,000.00	95,000.00	
Department Operations Manager	45,000.00	45,000.00	
Existing Industry Specialist	65,000.00	65,000.00	
Film Commissioner	75,000.00	75,000.00	
Industry Relations Specialist	52,500.00	52,500.00	
Intern	10/hr	10/hr	
Intern	10/hr	10/hr	
Intern	10/hr	10/hr	
Intern	7.50/hr	7.50/hr	
International Trade Manager	\$70,000.00	70,000.00	
International Trade Manager	\$65,000.00	65,000.00	
International Trade Manager	65,000.00	65,000.00	
MEP Grant Manager	45,000.00	45,000.00	
Office Manager	48,000.00	48,000.00	
Partner and Trade Relations Specialist	42,000.00	42,000.00	
Partner Relations Manager	55,000.00	55,000.00	
Project Assistant	45,000.00	45,000.00	
Project Manager	62,000.00	62,000.00	
Project Manager	62,000.00	62,000.00	
Project Manager	78,000.00	78,000.00	
Project Manager	68,000.00	68,000.00	
Project Manager	72,000.00	72,000.00	
Project Manager	78,000.00	78,000.00	
Regional Industry Manager	55,000.00	55,000.00	
Regional Industry Manager	55,000.00	55,000.00	
Regional Industry Manager	55,000.00	55,000.00	
Regional Industry Manager	55,000.00	55,000.00	
Regional Industry Manager	65,000.00	65,000.00	
Regional Industry Manager	55,000.00	55,000.00	

Regional Industry Manager	55,000.00	55,000.00	
Research Analyst	65,000.00	65,000.00	
Research Analyst	72,000.00	72,000.00	
Research Analyst	70,300.00	70,300.00	
Director, International Trade	80,000.00	80,000.00	
Senior International Trade Manager	77,000.00	77,000.00	
Senior International Trade Manager	77,000.00	77,000.00	
Senior Manager, Strategy and Operations	78,000.00	78,000.00	
Senior Manager, Tourism Marketing	75,000.00	75,000.00	
Senior Manager, Tourism Partner and Trade Relations	75,000.00	75,000.00	
Senior Project Manager	85,000.00	85,000.00	
Senior Small Business Counselor	50,000.00	50,000.00	
Small Business Counselor	21,500.00	21,500.00	
Small Business Counselor	21,500.00	21,500.00	
Small Business Counselor	43,000.00	43,000.00	
Staff Accountant	45,000.00	45,000.00	
STEP Grant Manager	46,000.00	46,000.00	
Tourism Communications Manager	68,000.00	68,000.00	
Tourism Communications Specialist	50,000.00	50,000.00	
Tourism Marketing Specialist	46,000.00	46,000.00	
Tourism Marketing Specialist	48,000.00	48,000.00	
VP, Business Recruitment	110,000.00	110,000.00	
VP, Global Business Services	110,000.00	110,000.00	
VP, Tourism and Marketing	110,000.00	110,000.00	
Web and Digital Services Specialist	42,000.00	42,000.00	

IV. EDPNC Itemized Revenues and Expenses

The Economic Development Partnership of North Carolina strives to attract jobs and capital investment to North Carolina while using limited resources efficiently.

The EDPNC's funding sources for the fiscal year ended June 30, 2015, included the State of North Carolina contract (\$13,610,784 in state funding); federal grant revenues (\$290,227); private entity fundraising (\$855,813, see **Table 1** below); and other revenues (\$119,172). Itemized expenses for the fiscal year included personnel (\$3,156,142); advertising and promotion (\$7,462,248); professional fees, including contracts with foreign trade offices (\$1,011,747); travel and hospitality (\$407,881); facilities and utilities (\$436,627); information technology (\$281,756); and other general office expenses (\$167,537).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2015, will be provided to the Joint Legislative Economic Development and Global Engagement Oversight Committee, the Department of Commerce and the Fiscal Research Division of the North Carolina General Assembly within seven days of issuance.

Note: As of Sept. 1, 2015, the EDPNC had received \$725,000 in private funding commitments toward the \$750,000 private fundraising total required by statute during EDPNC's first contract year. The EDPNC anticipates meeting the \$750,000 target by Oct. 5, 2015, the end of the first year of its contract with Commerce.

Table 2: Private Investment as of June 30, 2015 (including \$55,313 worth of in-kind contributions such as office furnishings, software and laptops).

Organization	Investment
Charlotte Pipe & Foundry *	\$5,000
Red Hat *	100,000
Duke Power *	200,000
Piedmont Natural Gas	75,000
MetLife	100,000
Grubb Properties	1,000
PNC Bank	25,000
Bank of America	100,000
Wells Fargo	100,000
Bissell Companies	25,000
Lenovo	42,213
Alfred Williams	3,000
Brooks, Pierce, McLendon LLP	750
Marie Arcuri	1,000
Greensboro Partnership	750
Joseph M Bryan Foundation	1,000
Joseph M Bryan Foundation	25,000
Orange County Economic Development	15,000
Jeffrey & Linda Turner Charitable Fund	5,000
I.U. Alumni Club of Central Carolina	100
CapTrust	2,000
Kilpatrick Townsend	2,000
Kane Realty	2,000
North Carolina Railroad Company	25,000
Total Private Investment	\$855,813

** These investments were part of \$305,000 raised before the Oct. 6 effective date of EDPNC's contract with Commerce. The terms required at least \$250,000 be raised from investors before the contract could be signed, but did not permit funds in excess of \$250,000 to be applied toward the first-year requirement to raise \$750,000.*

Appendix A – Business Recruitment Performance Metrics for FY2014-15

Table 1. Announced Jobs by County.

JOBS ANNOUNCED FY2014-15	All Projects (Total)	New Recruitment	Expansions
Alamance	77	50	27
Alexander	0	0	0
Alleghany	0	0	0
Anson	0	0	0
Ashe	0	0	0
Avery	0	0	0
Beaufort	105	0	105
Bertie	0	0	0
Bladen	0	0	0
Brunswick	0	0	0
Buncombe	331	181	150
Burke	77	0	77
Cabarrus	475	325	150
Caldwell	0	0	0
Camden	0	0	0
Carteret	0	0	0
Caswell	28	0	28
Catawba	0	0	0
Chatham	0	0	0
Cherokee	0	0	0
Chowan	78	0	78
Clay	0	0	0
Cleveland	0	0	0
Columbus	0	0	0
Craven	75	0	75
Cumberland	0	0	0
Currituck	0	0	0
Dare	0	0	0
Davidson	61	61	0
Davie	47	47	0
Duplin	0	0	0
Durham	236	236	0
Edgecombe	0	0	0

Forsyth	83	30	53
Franklin	0	0	0
Gaston	75	75	0
Gates	0	0	0
Graham	114	114	0
Granville	195	0	195
Greene	0	0	0
Guilford	394	5	389
Halifax	0	0	0
Harnett	0	0	0
Haywood	0	0	0
Henderson	138	138	0
Hertford	0	0	0
Hoke	367	367	0
Hyde	0	0	0
Iredell	136	33	103
Jackson	0	0	0
Johnston	0	0	0
Jones	0	0	0
Lee	191	0	191
Lenoir	122	45	77
Lincoln	0	0	0
Macon	0	0	0
Madison	0	0	0
Martin	76	4	72
McDowell	0	0	0
Mecklenburg	4,072	1,954	2,118
Mitchell	0	0	0
Montgomery	0	0	0
Moore	48	0	48
Nash	100	100	0
New Hanover	1,352	1,352	0
Northampton	0	0	0
Onslow	75	75	0
Orange	0	0	0
Pamlico	0	0	0
Pasquotank	0	0	0
Pender	0	0	0
Perquimans	15	0	15
Person	0	0	0
Pitt	59	21	38

Polk	0	0	0
Randolph	283	20	263
Richmond	33	0	33
Robeson	1,140	1,140	0
Rockingham	106	0	106
Rowan	149	149	0
Rutherford	40	0	40
Sampson	509	332	177
Scotland	183	68	115
Stanly	0	0	0
Stokes	0	0	0
Surry	83	0	83
Swain	0	0	0
Transylvania	80	0	80
Tyrrell	0	0	0
Union	454	335	119
Vance	0	0	0
Wake	2,405	433	1,972
Warren	0	0	0
Washington	0	0	0
Watauga	0	0	0
Wayne	20	0	20
Wilkes	0	0	0
Wilson	125	0	125
Yadkin	0	0	0
Yancey	0	0	0
TOTAL	14,812	7,690	7,122

Table 2. Announced Jobs by Tier.

JOB ANNOUNCED FY2014-15			
Tier	All Projects (Total)	New Recruitment	Expansions
Tier 1	2,272	1,467	805
Tier 2	2,810	1,206	1,604
Tier 3	9,730	5,017	4,713
TOTAL	14,812	7,690	7,122

Table 3. Announced Jobs by Prosperity Zone.

JOB ANNOUNCED FY2014-15			
Prosperity Zone	All Projects (Total)	New Recruitment	Expansions
Western	703	433	270
Northwest	77	0	77
Central	1,162	213	949
Southwest	5,361	2,871	2,490
North Central	3,252	769	2,483
South Central	2,280	1,907	373
Northeast	333	25	308
Southeast	1,644	1,472	172
TOTAL	14,812	7,690	7,122

Table 4. Announced Investment by County.

INVESTMENT ANNOUNCED FY2014-15			
	All Projects (Total)	New Recruitment	Expansions
Alamance	\$ 13,300,000	\$ 6,000,000	\$ 7,300,000
Alexander	\$ -	\$ -	\$ -
Alleghany	\$ -	\$ -	\$ -
Anson	\$ -	\$ -	\$ -
Ashe	\$ -	\$ -	\$ -
Avery	\$ -	\$ -	\$ -
Beaufort	\$ 18,750,000	\$ -	\$ 18,750,000
Bertie	\$ -	\$ -	\$ -
Bladen	\$ -	\$ -	\$ -
Brunswick	\$ -	\$ -	\$ -
Buncombe	\$ 163,100,000	\$ 48,100,000	\$ 115,000,000
Burke	\$ 750,000	\$ -	\$ 750,000
Cabarrus	\$ 120,564,000	\$ 63,000,000	\$ 57,564,000
Caldwell	\$ -	\$ -	\$ -
Camden	\$ -	\$ -	\$ -
Carteret	\$ -	\$ -	\$ -
Caswell	\$ 1,039,970	\$ -	\$ 1,039,970
Catawba	\$ -	\$ -	\$ -
Chatham	\$ -	\$ -	\$ -

Cherokee	\$ -	\$ -	\$ -
Chowan	\$ 30,000,000	\$ -	\$ 30,000,000
Clay	\$ -	\$ -	\$ -
Cleveland	\$ -	\$ -	\$ -
Columbus	\$ -	\$ -	\$ -
Craven	\$ 12,524,000	\$ -	\$ 12,524,000
Cumberland	\$ -	\$ -	\$ -
Currituck	\$ -	\$ -	\$ -
Dare	\$ -	\$ -	\$ -
Davidson	\$ 29,390,000	\$ 29,390,000	\$ -
Davie	\$ 8,000,000	\$ 8,000,000	\$ -
Duplin	\$ -	\$ -	\$ -
Durham	\$ 56,600,000	\$ 56,600,000	\$ -
Edgecombe	\$ -	\$ -	\$ -
Forsyth	\$ 10,250,000	\$ 8,000,000	\$ 2,250,000
Franklin	\$ -	\$ -	\$ -
Gaston	\$ 13,100,000	\$ 13,100,000	\$ -
Gates	\$ -	\$ -	\$ -
Graham	\$ 10,100,000	\$ 10,100,000	\$ -
Granville	\$ 20,980,000	\$ -	\$ 20,980,000
Greene	\$ -	\$ -	\$ -
Guilford	\$ 44,176,000	\$ 250,000	\$ 43,926,000
Halifax	\$ -	\$ -	\$ -
Harnett	\$ -	\$ -	\$ -
Haywood	\$ 51,350,000	\$ -	\$ 51,350,000
Henderson	\$ 26,300,000	\$ 26,300,000	\$ -
Hertford	\$ -	\$ -	\$ -
Hoke	\$ 66,750,000	\$ 66,750,000	\$ -
Hyde	\$ -	\$ -	\$ -
Iredell	\$ 6,620,000	\$ 120,000	\$ 6,500,000
Jackson	\$ -	\$ -	\$ -
Johnston	\$ -	\$ -	\$ -
Jones	\$ -	\$ -	\$ -
Lee	\$ 18,342,000	\$ -	\$ 18,342,000
Lenoir	\$ 62,300,000	\$ 300,000	\$ 62,000,000
Lincoln	\$ -	\$ -	\$ -
Macon	\$ -	\$ -	\$ -
Madison	\$ -	\$ -	\$ -
Martin	\$ 8,615,000	\$ 650,000	\$ 7,965,000
McDowell	\$ -	\$ -	\$ -
Mecklenburg	\$ 154,300,000	\$ 93,760,000	\$ 60,540,000

Mitchell	\$ -	\$ -	\$ -
Montgomery	\$ -	\$ -	\$ -
Moore	\$ 3,340,000	\$ -	\$ 3,340,000
Nash	\$ 10,600,000	\$ 10,600,000	\$ -
New Hanover	\$ 50,880,000	\$ 50,880,000	\$ -
Northampton	\$ -	\$ -	\$ -
Onslow	\$ 3,000,000	\$ 3,000,000	\$ -
Orange	\$ -	\$ -	\$ -
Pamlico	\$ -	\$ -	\$ -
Pasquotank	\$ -	\$ -	\$ -
Pender	\$ -	\$ -	\$ -
Perquimans	\$ 350,000	\$ -	\$ 350,000
Person	\$ -	\$ -	\$ -
Pitt	\$ 3,800,000	\$ 1,250,000	\$ 2,550,000
Polk	\$ -	\$ -	\$ -
Randolph	\$ 36,900,000	\$ 1,500,000	\$ 35,400,000
Richmond	\$ 9,800,000	\$ -	\$ 9,800,000
Robeson	\$ 147,000,000	\$ 147,000,000	\$ -
Rockingham	\$ 8,000,000	\$ -	\$ 8,000,000
Rowan	\$ 7,500,000	\$ 7,500,000	\$ -
Rutherford	\$ 4,125,000	\$ -	\$ 4,125,000
Sampson	\$ 518,200,000	\$ 473,400,000	\$ 44,800,000
Scotland	\$ 71,200,000	\$ 62,000,000	\$ 9,200,000
Stanly	\$ -	\$ -	\$ -
Stokes	\$ -	\$ -	\$ -
Surry	\$ 300,000	\$ -	\$ 300,000
Swain	\$ -	\$ -	\$ -
Transylvania	\$ 5,500,000	\$ -	\$ 5,500,000
Tyrrell	\$ -	\$ -	\$ -
Union	\$ 201,300,000	\$ 111,000,000	\$ 90,300,000
Vance	\$ -	\$ -	\$ -
Wake	\$ 310,681,254	\$ 117,681,254	\$ 193,000,000
Warren	\$ -	\$ -	\$ -
Washington	\$ -	\$ -	\$ -
Watauga	\$ -	\$ -	\$ -
Wayne	\$ 9,000,000	\$ -	\$ 9,000,000
Wilkes	\$ -	\$ -	\$ -
Wilson	\$ 40,000,000	\$ -	\$ 40,000,000
Yadkin	\$ -	\$ -	\$ -
Yancey	\$ -	\$ -	\$ -
TOTAL	\$ 2,388,677,224	\$ 1,416,231,254	\$ 972,445,970

Table 5. Announced Investment by Tier.

INVESTMENT ANNOUNCED FY2014-15			
Tier	All Projects (Total)	New Recruitment	Expansions
Tier 1	\$ 413,564,970	\$ 230,000,000	\$ 183,564,970
Tier 2	\$ 819,827,000	\$ 610,790,000	\$ 209,037,000
Tier 3	\$ 1,155,285,254	\$ 575,441,254	\$ 579,844,000
TOTAL	\$ 2,388,677,224	\$ 1,416,231,254	\$ 972,445,970

Table 6. Announced Investment by Prosperity Zone.

INVESTMENT ANNOUNCED FY2014-15			
Prosperity Zone	All Projects (Total)	New Recruitment	Expansions
Western	\$ 260,475,000	\$ 84,500,000	\$ 175,975,000
Northwest	\$ 750,000	\$ -	\$ 750,000
Central	\$ 151,355,970	\$ 53,140,000	\$ 98,215,970
Southwest	\$ 503,384,000	\$ 288,480,000	\$ 214,904,000
North Central	\$ 457,203,254	\$ 184,881,254	\$ 272,322,000
South Central	\$ 816,290,000	\$ 749,150,000	\$ 67,140,000
Northeast	\$ 61,515,000	\$ 1,900,000	\$ 59,615,000
Southeast	\$ 137,704,000	\$ 54,180,000	\$ 83,524,000
TOTAL	\$ 2,388,677,224	\$ 1,416,231,254	\$ 972,445,970

Table 7. Foreign Direct Investment by Tier.

FOREIGN DIRECT INVESTMENT FY2014-15		
Tier	Jobs	Investment
Tier 1	182	\$ 72,100,000
Tier 2	405	\$ 55,226,000
Tier 3	2,363	\$ 436,863,254
TOTAL	2,950	\$ 564,189,254

Table 8. Foreign Direct Investment by Prosperity Zone.

FOREIGN DIRECT INVESTMENT FY2014-15		
	Jobs	Investment
Western	527	\$ 191,400,000
Northwest	0	\$ -
Central	316	\$ 33,476,000
Southwest	576	\$ 143,164,000
North Central	1,411	\$ 130,159,254
South Central	116	\$ 65,340,000
Northeast	4	\$ 650,000
Southeast	0	\$ -
Total	2,950	\$ 564,189,254

Appendix B – Global Business Services Performance Metrics for FY2014-15

Table 1. Number of Existing Companies Supported by County.

County	Number of Existing Companies Supported	County	Number of Existing Companies Supported	County	Number of Existing Companies Supported	County	Number of Existing Companies Supported
Alamance	4	Cumberland	18	Johnston	2	Randolph	9
Alexander	3	Currituck	3	Jones	0	Richmond	4
Alleghany	2	Dare	14	Lee	3	Robeson	25
Anson	5	Davidson	8	Lenoir	1	Rockingham	4
Ashe	2	Davie	4	Lincoln	0	Rowan	2
Avery	4	Duplin	0	Macon	2	Rutherford	5
Beaufort	15	Durham	7	Madison	3	Sampson	7
Bertie	8	Edgecombe	3	Martin	11	Scotland	6
Bladen	5	Forsyth	18	McDowell	22	Stanly	2
Brunswick	3	Franklin	5	Mecklenburg	34	Stokes	0
Buncombe	53	Gaston	4	Mitchell	13	Surry	11
Burke	20	Gates	0	Montgomery	5	Swain	0
Cabarrus	2	Graham	0	Moore	24	Transylvania	4
Caldwell	8	Granville	3	Nash	6	Tyrrell	6
Camden	1	Greene	0	New Hanover	28	Union	3
Carteret	1	Guilford	40	Northampton	4	Vance	0
Caswell	1	Halifax	9	Onslow	1	Wake	23
Catawba	9	Harnett	3	Orange	1	Warren	1
Chatham	3	Haywood	3	Pamlico	0	Washington	0
Cherokee	0	Henderson	27	Pasquotank	5	Watauga	5
Chowan	7	Hertford	2	Pender	2	Wayne	2
Clay	0	Hoke	5	Perquimans	1	Wilkes	3
Cleveland	7	Hyde	3	Person	0	Wilson	6
Columbus	10	Iredell	3	Pitt	5	Yadkin	6
Craven	2	Jackson	0	Polk	0	Yancey	8
TOTAL	672						

Table 2. Number of Existing Companies Supported by Tier.

Tier	Number of Existing Companies Supported
Tier 1	185
Tier 2	245
Tier 3	242
TOTAL	672

Table 3. Number of Existing Companies Supported by Prosperity Zone.

Prosperity Zone	Number of Existing Companies Supported
Western	97
Northwest	96
Central	105
Southwest	62
North Central	66
South Central	109
Northeast	97
Southeast	40
TOTAL	672

Table 4. Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by County.

County	# of Companies Receiving Export Assistance	Export Value (USD)
Alamance	6	\$ -
Alexander	3	\$ -
Alleghany	1	\$ -
Anson	0	\$ -
Ashe	0	\$ -
Avery	0	\$ -
Beaufort	15	\$ -
Bertie	0	\$ -
Bladen	0	\$ -
Brunswick	8	\$ 3,274,237
Buncombe	21	\$ 85,000
Burke	5	\$ 1,000,000
Cabarrus	1	\$ -
Caldwell	5	\$ 20,000
Camden	0	\$ -
Carteret	4	\$ 25,000
Caswell	0	\$ -
Catawba	15	\$ 1,901,993
Chatham	1	\$ -
Cherokee	0	\$ -
Chowan	4	\$ -
Clay	0	\$ -
Cleveland	2	\$ -

Columbus	0	\$	-
Craven	2	\$	-
Cumberland	9	\$	-
Currituck	0	\$	-
Dare	4	\$	-
Davidson	5	\$	6,125,000
Davie	1	\$	7,747,900
Duplin	0	\$	-
Durham	15	\$	3,500
Edgecombe	3	\$	-
Forsyth	6	\$	-
Franklin	0	\$	-
Gaston	6	\$	2,917,984
Gates	0	\$	-
Graham	0	\$	-
Granville	0	\$	-
Greene	0	\$	-
Guilford	36	\$	189,311,238
Halifax	1	\$	2,100,000
Harnett	3	\$	-
Haywood	2	\$	-
Henderson	3	\$	20,000
Hertford	0	\$	-
Hoke	1	\$	-
Hyde	0	\$	-
Iredell	5	\$	3,958,679
Jackson	1	\$	-
Johnston	2	\$	-
Jones	0	\$	-
Lee	2	\$	445,945,846
Lenoir	0	\$	-
Lincoln	2	\$	-
Macon	0	\$	-
Madison	1	\$	-
Martin	0	\$	-
McDowell	0	\$	-
Mecklenburg	43	\$	21,792,084
Mitchell	2	\$	-
Montgomery	1	\$	-
Moore	5	\$	3,000
Nash	1	\$	-

New Hanover	11	\$	2,400,000
Northampton	0	\$	-
Onslow	3	\$	245,000
Orange	3	\$	-
Pamlico	1	\$	-
Pasquotank	0	\$	-
Pender	1	\$	457,000
Perquimans	1	\$	-
Person	0	\$	-
Pitt	7	\$	-
Polk	2	\$	-
Randolph	8	\$	115,000
Richmond	0	\$	-
Robeson	3	\$	-
Rockingham	4	\$	1,200,000
Rowan	3	\$	8,595,700
Rutherford	5	\$	-
Sampson	0	\$	-
Scotland	2	\$	5,069
Stanly	1	\$	-
Stokes	1	\$	-
Surry	2	\$	-
Swain	0	\$	-
Transylvania	3	\$	-
Tyrrell	0	\$	-
Union	3	\$	-
Vance	0	\$	-
Wake	67	\$	5,163,295
Warren	0	\$	-
Washington	0	\$	-
Watauga	2	\$	-
Wayne	1	\$	-
Wilkes	3	\$	-
Wilson	1	\$	-
Yadkin	2	\$	-
Yancey	1	\$	-
TOTAL	394	\$	704,412,525

Table 5. Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by Tier.

Tier	# Companies Assisted	Export Value (USD)
Tier 1	47	\$ 3,305,069
Tier 2	141	\$ 663,925,661
Tier 3	206	\$ 37,181,795
TOTAL	394	\$ 704,412,525

Table 6. Number of Companies Receiving Export Assistance and Total U.S. Dollar Value of Exports by Assisted Companies by Prosperity Zone.

Prosperity Zone	# Companies Assisted	Export Value (USD)
Western	38	\$ 105,000
Northwest	37	\$ 2,921,993
Central	70	\$ 204,499,138
Southwest	69	\$ 37,264,447
North Central	96	\$ 451,112,641
South Central	21	\$ 8,069
Northeast	32	\$ 2,100,000
Southeast	31	\$ 6,401,237
TOTAL	394	\$ 704,412,525

Table 7. Number of Global Business Services leads that resulted in a company expansion.

	FY2014-15
Expansions resulting from GBS leads	5

Appendix C – Tourism & Marketing Performance Metrics for FY2014-15

Table 1. Visitor Spending and State and Local Tax Revenue by County.

County	Visitor Spending	State + Local Tax Receipts
ALAMANCE	\$ 169,569,667	\$ 12,535,804
ALEXANDER	\$ 18,720,725	\$ 1,772,849
ALLEGHANY	\$ 23,211,085	\$ 2,599,140
ANSON	\$ 16,989,218	\$ 1,377,569
ASHE	\$ 50,073,252	\$ 5,156,202
AVERY	\$ 110,637,483	\$ 10,157,522
BEAUFORT	\$ 75,681,399	\$ 8,116,096
BERTIE	\$ 13,134,816	\$ 1,435,181
BLADEN	\$ 36,841,735	\$ 3,213,686
BRUNSWICK	\$ 496,317,121	\$ 51,939,819
BUNCOMBE	\$ 963,002,002	\$ 78,137,444
BURKE	\$ 91,337,357	\$ 7,404,457
CABARRUS	\$ 400,030,478	\$ 28,953,251
CALDWELL	\$ 49,950,581	\$ 4,160,462
CAMDEN	\$ 1,968,861	\$ 264,873
CARTERET	\$ 324,724,169	\$ 32,950,817
CASWELL	\$ 8,204,161	\$ 948,884
CATAWBA	\$ 241,869,741	\$ 19,970,176
CHATHAM	\$ 31,688,841	\$ 2,392,359
CHEROKEE	\$ 39,383,096	\$ 4,080,384
CHOWAN	\$ 19,473,681	\$ 2,132,226
CLAY	\$ 12,998,920	\$ 1,944,771
CLEVELAND	\$ 96,737,730	\$ 7,209,973
COLUMBUS	\$ 51,045,495	\$ 4,226,585
CRAVEN	\$ 127,327,871	\$ 9,473,547
CUMBERLAND	\$ 490,175,051	\$ 35,704,732
CURRITUCK	\$ 144,180,555	\$ 12,567,039
DARE	\$ 1,019,299,974	\$ 92,200,963
DAVIDSON	\$ 149,805,979	\$ 12,920,280
DAVIE	\$ 33,556,962	\$ 2,404,676
DUPLIN	\$ 38,364,976	\$ 3,392,592
DURHAM	\$ 699,758,051	\$ 59,266,608
EDGECOMBE	\$ 55,516,360	\$ 3,967,132
FORSYTH	\$ 785,260,020	\$ 59,055,183

FRANKLIN	\$ 21,924,353	\$ 1,727,549
GASTON	\$ 234,240,753	\$ 16,745,464
GATES	\$ 6,174,393	\$ 597,318
GRAHAM	\$ 25,706,221	\$ 2,867,857
GRANVILLE	\$ 44,260,774	\$ 3,762,048
GREENE	\$ 5,587,252	\$ 501,587
GUILFORD	\$ 1,263,637,498	\$ 91,492,890
HALIFAX	\$ 87,703,941	\$ 7,344,328
HARNETT	\$ 77,936,589	\$ 5,925,488
HAYWOOD	\$ 161,591,675	\$ 14,591,360
HENDERSON	\$ 246,406,186	\$ 21,199,909
HERTFORD	\$ 27,091,705	\$ 2,247,581
HOKE	\$ 10,989,680	\$ 766,042
HYDE	\$ 33,168,939	\$ 3,299,772
IREDELL	\$ 226,538,127	\$ 18,882,896
JACKSON	\$ 171,160,197	\$ 16,926,859
JOHNSTON	\$ 214,944,922	\$ 16,955,570
JONES	\$ 3,966,816	\$ 359,973
LEE	\$ 69,494,640	\$ 5,258,541
LENOIR	\$ 81,930,880	\$ 6,007,485
LINCOLN	\$ 50,686,427	\$ 4,214,236
MACON	\$ 148,784,945	\$ 18,136,572
MADISON	\$ 34,665,388	\$ 3,291,087
MARTIN	\$ 30,190,053	\$ 2,329,249
MCDOWELL	\$ 52,581,582	\$ 4,556,953
MECKLENBURG	\$ 4,891,862,849	\$ 341,119,575
MITCHELL	\$ 21,971,442	\$ 1,876,286
MONTGOMERY	\$ 26,449,522	\$ 3,873,045
MOORE	\$ 438,915,369	\$ 34,497,407
NASH	\$ 265,323,838	\$ 20,581,101
NEW HANOVER	\$ 507,901,690	\$ 43,922,203
NORTHAMPTON	\$ 13,294,829	\$ 1,700,139
ONslow	\$ 217,292,529	\$ 19,130,020
ORANGE	\$ 181,645,659	\$ 13,337,076
PAMLICO	\$ 16,992,372	\$ 2,519,616
PASQUOTANK	\$ 56,971,024	\$ 4,317,991
PENDER	\$ 89,627,704	\$ 10,291,053
PERQUIMANS	\$ 10,002,660	\$ 1,527,337
PERSON	\$ 34,344,864	\$ 2,711,179

PITT	\$ 213,907,500	\$ 15,435,182
POLK	\$ 23,930,249	\$ 2,546,910
RANDOLPH	\$ 128,392,231	\$ 9,597,624
RICHMOND	\$ 44,931,720	\$ 3,144,007
ROBESON	\$ 133,271,389	\$ 10,102,338
ROCKINGHAM	\$ 65,451,459	\$ 4,916,447
ROWAN	\$ 153,829,517	\$ 12,788,215
RUTHERFORD	\$ 157,591,763	\$ 13,822,274
SAMPSON	\$ 47,172,601	\$ 4,050,285
SCOTLAND	\$ 41,072,227	\$ 2,900,612
STANLY	\$ 73,996,569	\$ 6,346,773
STOKES	\$ 23,206,257	\$ 2,047,169
SURRY	\$ 113,496,271	\$ 8,506,472
SWAIN	\$ 186,925,158	\$ 15,326,018
TRANSYLVANIA	\$ 86,413,190	\$ 7,146,959
TYRRELL	\$ 3,547,860	\$ 493,235
UNION	\$ 120,499,969	\$ 8,580,782
VANCE	\$ 44,102,263	\$ 3,847,378
WAKE	\$ 2,006,232,032	\$ 145,890,350
WARREN	\$ 26,005,087	\$ 3,199,979
WASHINGTON	\$ 14,641,939	\$ 1,407,743
WATAUGA	\$ 225,766,713	\$ 19,631,835
WAYNE	\$ 151,258,128	\$ 11,420,431
WILKES	\$ 70,043,239	\$ 5,002,933
WILSON	\$ 106,955,344	\$ 8,135,704
YADKIN	\$ 35,065,205	\$ 2,664,062
YANCEY	\$ 34,513,262	\$ 3,890,800
TOTAL	\$ 21,323,016,842	\$ 1,688,268,444

Table 2. Visitor Spending and State & Local Tax Revenue by Tier

TIER	VISITOR SPENDING	STATE & LOCAL TAX REVENUES
1	\$ 2,204,910,650	\$ 191,184,967
2	\$ 6,054,706,187	\$ 491,273,743
3	\$ 13,063,400,004	\$ 1,005,809,733
TOTAL	\$ 21,323,016,842	\$ 1,688,268,444

Table 3. Visitor Spending and State & Local Tax Revenue by Prosperity Zone.

PROSPERITY ZONE	VISITOR SPENDING	STATE & LOCAL TAX REVENUES
Western	\$ 2,258,558,990	\$ 200,018,405
Northwest	\$ 990,676,459	\$ 86,179,617
Southwest	\$ 6,265,411,639	\$ 446,218,733
Central	\$ 2,775,645,711	\$ 207,089,491
North Central	\$ 3,880,133,616	\$ 296,958,063
South Central	\$ 1,320,864,790	\$ 102,478,740
Northeast	\$ 1,770,434,129	\$ 157,416,253
Southeast	\$ 2,061,291,508	\$ 191,909,142
TOTAL	\$ 21,323,016,842	\$ 1,688,268,444

Table 4. Consumer Inquiries as Measured by Web Traffic Plus Call Center Activity.

TYPE OF INQUIRY	NUMBER OF INQUIRIES
Consumer Inquiries for Travel in NC	5,665,186
Business Inquiries for Relocation, Investment or Expansion	185,080

ATTACHMENT 3

Attachment 3

Listing of Each Entity Referred to Commerce by the EDPNC

Announced Projects

Entity	Jobs	Avg. Wage	Investment	County	Tier	Program	Awarded
Agility Fuel Systems	149	\$37,761	\$7,500,000.00	Rowan	2	One NC	\$300,000.00
Albemarle Corporation	120	\$169,425	\$12,900,000.00	Mecklenburg	3	N/A	N/A
Align Technology	210	\$99,932	\$4,122,000.00	Durham	3	JDIG	\$3,900,000.00
Asbury Carbons Inc	40	\$32,920	\$8,000,000.00	Robeson	1	One NC; Rural Division Building Reuse; IDF	\$523,000.00
Associated Materials LLC	72	\$32,222	\$4,500,000.00	Lenoir	1	One NC; Rural Division Economic Infrastructure	\$437,500.00
ATI Specialty Metals	70	\$60,190	\$69,800,000.00	Union	3	One NC	\$140,000.00
Blue Bloodhound, LP	191	\$46,368	\$400,000.00	Catawba	2	One NC; Rural Division Building Reuse	\$565,000
BlueScope Buildings North America Inc	115	\$38,393	\$9,200,000	Scotland	1	One NC	\$402,500.00
Burkert Fluid Control Systems	61	\$45,708	\$22,000,000.00	Mecklenburg	3	One NC	\$110,000.00
Burlington Technologies	28	-	\$1,039,970.00	Caswell	1	N/A	N/A
Butterball LLC	367	\$29,120	\$66,750,000.00	Hoke	2	One NC	\$150,000.00
Carolina Nonwovens Company	35	\$28,571	\$12,250,000.00	Catawba	2	One NC	\$70,000.00
Cascade Die Casting Group Inc	25	-	\$6,000,000.00	Guilford	2	N/A	N/A
CBC (AMERICA) Corp	96	\$86,962; \$36,128	3,500,000	Wake; Alamance	2; 3	One NC	\$63,000.00
Curo Health Services	103	-	\$6,500,000.00	Iredell	3	N/A	N/A
Dimensional Fund Advisors	316	\$147,004	\$105,000,000.00	Mecklenburg	3	JDIG	\$10,300,000.00
Duralee Fabrics Ltd.	41	\$33,852	\$550,000.00	Burke	2	Rural Division Building Reuse	\$410,000
Ecolab Inc.	45	\$48,209	\$10,000,000.00	Guilford	3	One NC	\$100,000
Global Packaging Inc	33	\$33,634	\$9,800,000.00	Richmond	1	One NC	\$100,000.00
Gordon Food Service	275	\$52,156	\$58,000,000	Cabarrus	3	One NC	\$500,000.00
GRDI, LLC	80	\$79,664	\$127,800,000	Alamance	2	One NC	\$250,000
HAECO Americas	127	\$60,114	\$11,300,000.00	Guilford	2	One NC	\$294,000.00
Harvest Power, Inc.	33	\$70,000	\$120,000.00	Iredell	3	One NC	\$45,000.00
Herbalife Ltd.	301	\$54,506	\$3,500,000.00	Forsyth	3	JDIG	\$3,000,000.00
Interactive Intelligence	200	\$70,000	\$1,200,000.00	Durham	3	JDIG	\$1,600,000.00
Jimbo Jumbo's	78	\$29,484	\$30,000,000.00	Chowan	1	One NC	\$156,000.00
Kraftsman Inc	20	\$31,694	\$1,500,000.00	Stanly	2	Rural Division Building Reuse	\$240,000.00
Linamar North Carolina	150	\$42,536	\$115,000,000.00	Buncombe	3	One NC	\$500,000.00
Metal Works Mfg. Co.	86	\$45,393	\$3,900,000.00	Cleveland	2	JDIG	\$1,300,000.00



Entity	Jobs	Avg. Wage	Investment	County	Tier	Program	Awarded
Mayne Pharma	110	\$60,000	\$65,000,000.00	Pitt	2	One NC	\$550,000.00
Mohawk Industries Inc	105	\$35,000	\$8,000,000.00	Rockingham	1	One NC; Rural Division Building Reuse	\$1,265,000.00
National Spinning Co Inc	50	\$24,000	\$1,500,000.00	Duplin	1	One NC	\$100,000.00
Novo Nordisk	691	\$68,420	\$1,234,000,000.00	Johnston; Wake	3	JDIG; One NC	\$16,800,000.00
Nutec	61	\$40,467	\$19,200,000.00	Mecklenburg	3	One NC	\$100,000.00
O'Neil Digital Solutions, LLC	250	\$58,812	\$90,782,000.00	Union	3	One NC	\$2,250,000.00
Oak Valley Hardwoods	114	\$29,848	\$10,100,000.00	Graham	1	One NC	\$156,000.00
Overland Contracting	89	\$83,596	\$8,400,000.00	Wake	3	One NC	\$70,000.00
PackRite Packaging Inc	100	\$34,684	\$8,900,000	Guilford	3	One NC	\$100,000.00
Pactiv Corporation	59	\$30,628	\$24,000,000.00	Lenoir	1	One NC	\$150,000.00
Proto Labs	170	\$44,408	\$25,000,000.00	Wake	3	One NC	\$150,000.00
Raumedic, Inc.	138	\$55,419	\$26,300,000.00	Henderson	3	One NC	\$500,000.00
Reliance Packaging	48	\$32,656	\$3,500,000.00	Moore	3	One NC	\$52,000.00
Sanderson Farms	1,100	\$27,924	\$139,000,000.00	Robeson	1	One NC	\$1,000,000.00
Scott Safety	67	\$65,208	\$28,700,000	Union	3	One NC	\$150,000.00
Shalag America	40	\$35,531	\$16,000,000.00	Granville	2	One NC	\$100,000.00
Sunflag	38	\$26,613	\$12,000,000.00	Martin	1	One NC	\$114,400.00
Synchrony Financial	400	\$0.00	\$13,000,000.00	Mecklenburg	3	N/A	N/A
Technimark Inc	163	\$33,352	\$25,900,000.00	Randolph	2	One NC	\$450,000.00
TTI Floor Care North America	200	\$103,618	\$5,000,000.00	Mecklenburg	3	JDIG	\$3,700,000.00
US Cotton LLC	31	\$0.00	\$13,000,000.00	Gaston	2	N/A	N/A
White Oak Carpet Mills Inc	40	\$38,878	\$4,100,000.00	Rutherford	1	One NC	\$25,000.00

Lost Projects

Entity	Jobs	Avg. Wage	Investment	County	Tier
Anton Haring KG	400	-	-	Cabarrus; Gaston; Mecklenburg; Union	2; 3
Aran Packaging	50	-	\$4,500,000.00	Statewide	TBD
Biogen Idec	400	\$84,139.64	\$950,000,000.00	Wake	3
Cirrus Aircraft	150	-	\$20,000,000.00	Buncombe; Burke; Iredell; New Hanover	2; 3
IKEA North America	300	-	\$60,000,000.00	Wake	3
Jackson Paper Manufacturing Co	47	-	\$10,000,000.00	Graham	1
Kobelco Construction Machinery Co., Ltd.	200	-	\$30,000,000.00	Alamance; Catawba; Iredell; Lincoln	2; 3
Kubota Corporation	380	-	\$49,000,000.00	Mecklenburg	3
Macquarie Holdings (USA) Inc	246	\$72,332.00	\$300,000.00	Wake	3
Medicago USA Inc	237	-	\$142,300,000.00	Durham; Johnston; Wake	3



Entity	Jobs	Avg. Wage	Investment	County	Tier
Mercedes-Benz USA LLC	800	\$78,371.80	\$59,869,950.00	Durham; Wake	3
MPW Industrial Water	21	-	\$8,700,000.00	Duplin	2
NOT DISCLOSED	201	-	\$27,200,000.00	Rutherford	1
NOT DISCLOSED	130	-	\$22,770,000.00	Iredell; McDowell; Stanly	2; 3
NOT DISCLOSED	2,000	-	\$500,000,000.00	Chatham; Edgecombe; Randolph	1; 2; 3
NOT DISCLOSED	47	-	\$7,547,100.00	Iredell	3
NOT DISCLOSED	850	-	\$500,000,000.00	Statewide	TBD
NOT DISCLOSED	300	\$110,024.20	-	Mecklenburg	3
NOT DISCLOSED	2,000	-	\$148,000,000.00	Cleveland	2
Parkdale Mills, Inc.	-	-	-	Cleveland; Gaston; Moore; Yadkin	2; 3
SolarCity	4,000	\$59,060.56	-	Mecklenburg	3

Open Projects

Tier	No. of Projects	Jobs	Investment
Tier 1	13	2,401	\$727,800,000.00
Tier 2	22	4,109	\$354,194,000.00
Tier 3	23	6,086	\$1,494,561,289.00
Tiers 1, 2	3	381	\$141,400,000.00
Tiers 2, 3	2	560	\$151,500,000.00
TBD	23	10,917	\$1,159,926,604.00



Attachment 4

Instances of Non-Compliance by the EDPNC and Response From Commerce

	Date	Instance of Non-Compliance	Commerce Response
1.	None	None	None



Attachment 5

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

	Date	Entity	Amount of Funds Donated
1.	10/24/2014	Bank of America	\$100,000.00
2.	10/24/2014	Bissell Companies	\$25,000.00
3.	10/24/2014	MetLife	\$100,000.00
4.	10/24/2014	PNC Bank	\$25,000.00



Attachment 6

**Listing of Gifts/Contributions Received by the EDPNC by Entity Receiving
Award from Commerce**

	Name of Entity	Amount of Gift	Amount of Award
1.	None	None	None



ATTACHMENT 4

Attachment 4

Instances of Non-Compliance by the EDPNC and Response From Commerce

	Date	Instance of Non-Compliance	Commerce Response
1.	None	None	None



ATTACHMENT 5

Attachment 5

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

	Date	Entity	Amount of Funds Donated
1.	10/24/2014	Bank of America	\$100,000.00
2.	10/24/2014	Bissell Companies	\$25,000.00
3.	10/24/2014	MetLife	\$100,000.00
4.	10/24/2014	PNC Bank	\$25,000.00



ATTACHMENT 6

Attachment 6

**Listing of Gifts/Contributions Received by the EDPNC by Entity Receiving
Award from Commerce**

	Name of Entity	Amount of Gift	Amount of Award
1.	None	None	None

