

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

FINANCIAL STATEMENTS AND COMPLIANCE

As of and for the Year Ended June 30, 2024

And Reports of Independent Auditor

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

TABLE OF CONTENTS

REPORT OF INDEPENDENT AUDITOR.....	1-3
MANAGEMENT'S DISCUSSION AND ANALYSIS.....	4-13
FINANCIAL STATEMENTS	
Governmental Fund Balance Sheet and Statement of Net Position.....	14
Governmental Fund Revenues, Expenditures/Expenses, and Changes in Fund	
Balance and Statement of Activities	15
Notes to the Financial Statements	16-24
COMPLIANCE	
Report of Independent Auditor on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	25-26
Report of Independent Auditor on Compliance for the Major Federal Program and on Internal Control over Compliance Required by the Uniform Guidance	27-28
Schedule of Expenditures of Federal Awards.....	29
Notes to the Schedule of Expenditures of Federal Awards	30
Schedule of Findings and Questioned Costs.....	31-32
Schedule of Prior Year Findings	33
Corrective Action Plan	34

Report of Independent Auditor

To the Board of Directors
Economic Development Partnership of North Carolina, Inc.
Raleigh, North Carolina

Report on the Audit of the Financial Statements

Opinions

We have audited the accompanying financial statements of the governmental activities and the general fund of the Economic Development Partnership of North Carolina, Inc. (the "Organization"), a component unit of the state of North Carolina, as of and for the year ended June 30, 2024, and the related notes to the financial statements, which collectively comprise the Organization's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and the general fund of the Organization as of June 30, 2024, and the respective changes in financial position for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for twelve months beyond the financial statements including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Emphasis of Matter

As discussed in Note 2A, the financial statements of the Organization are intended to present the financial position and changes in financial position that are only attributable to the transactions of the Organization. They do not purport to, and do not, present fairly the financial position of the state of North Carolina as of June 30, 2024, or the changes in its financial position, for the year then ended in accordance with accounting principles generally accepted in the United States of America. Our opinions are not modified with respect to this matter.

Required Supplementary Information

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

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the basic financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by *Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administration Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The schedule of expenditures of federal awards has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated August 29, 2024, on our consideration of the Organization's internal control over financial reporting and on our test of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control over financial reporting or on compliance. That report is an integral part of our audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Cherry Bekaert LLP

Raleigh, North Carolina

August 29, 2024

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2024

Financial Highlights

As management of the Economic Development Partnership of North Carolina, Inc. (the “Organization” or “EDPNC”), we offer the readers of the Organization’s financial statements this narrative overview and analysis of the financial activities of the Organization as of and for the year ended June 30, 2024. We encourage readers to read the information presented here in conjunction with additional information we have furnished in the Organization’s financial statements, which follow this narrative.

Financial Highlights

- The assets of the Organization exceeded its liabilities at the close of the fiscal year by \$8,377,155 (net position).
- The Organization increased its total net position \$1,418,819 from prior year.
- Private fundraising revenues for the fiscal year were \$1,309,863.
- As of the close of the fiscal year, the Organization’s general fund reported an ending fund balance of \$8,183,351. Approximately 50.90% of this total amount, or \$4,164,996, is available for spending at the Organization’s discretion (unassigned fund balance) and will be a resource for strategic initiatives, such as those mentioned within the organizational highlights section of this analysis. The nonspendable fund balance in the amount of \$900,051 is related to prepaid items that will be recognized in fiscal year 2025. The assigned fund balance in the amount of \$3,118,305 represents amounts to be used for tourism development activities.

Organizational Highlights

Economic development efforts in North Carolina found continued success in fiscal year 2024 across all the Economic Development Partnership of North Carolina’s (EDPNC) primary functions, and the national media took notice. North Carolina was named CNBC’s Top State for Business for the second year in a row. The state was also named the #2 business climate in the nation by Business Facilities magazine and the #2 state for manufacturing in the nation by Site Selection magazine. The EDPNC remained focused on its core mission – to improve the economic well-being and quality of life for all North Carolinians – by recruiting new business operations to the state, supporting existing employers, helping companies increase international sales, counseling small-business startups, and promoting the state as a tourism destination.

In fiscal year 2024, the EDPNC, working in tandem with local and state partners including the Governor’s Office, the N.C. Department of Commerce, and local economic development organizations, helped close deals on 120 business recruitment and expansion projects resulting in the announcement of 13,888 new jobs in North Carolina and \$10.5 billion in investment. Notable project announcements include Epsilon Advanced Materials’ new synthetic graphite manufacturing facility outside of Wilmington. The company announced it would invest \$649.9 million and will create 500 new jobs in Brunswick County. Also announced were SCHOTT Pharma’s 401-job, \$371 million manufacturing facility in Wilson County; Vietnamese solar technology company Boviet Solar’s 908-job, \$294 million solar panel manufacturing facility in Pitt County; Japanese lithium-ion battery pouch manufacturer Dai Nippon Printing Company’s 352-job, \$233 million advanced manufacturing facility in Davidson County; and Japanese pharmaceutical company Kyowa Kirin’s 102-job, \$200 million manufacturing complex in Lee County.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2024

Organizational Highlights (continued)

The state ranks each of North Carolina's 100 counties based on economic well-being, with a Tier 1 county the most distressed, Tier 2 in the middle, and Tier 3 the least distressed. Eighty-four of the 120 business recruitment and expansion deals occurred in Tier 1 and 2 counties, and those projects are expected to create 7,822 new jobs and over \$3.56 billion in investment.

In response to the State's continued business recruitment successes, the Megasite Readiness Program and SelectSite Readiness Program were created to develop new industrial sites aimed at attracting major manufacturing employers. EDPNC is leading these efforts on the State's behalf, and in FY2024 developed program guidelines and an application portal for the new grant programs. EDPNC, in partnership with the Site Selection Group (SSG) and Thomas & Hutton, also completed a statewide study that identified 15 sites for development under the SelectSite program.

In fiscal year 2024, the EDPNC's Marketing and Research team continued its efforts to market North Carolina as the premier state for doing business and to attract business and talent through its "All in North Carolina" campaign. Launched in 2021 with funding from the North Carolina General Assembly, "All in North Carolina" is an integrated national advertising campaign to increase top-of-mind awareness and consideration of North Carolina among business decision-makers, including C-suite executives and site selection advisors, and mobile workforce talent. The campaign more than doubled impressions earned in fiscal year 2023 and increased its total campaign engagements primarily through a highly engaged social audience. The Marketing and Research team also began a public relations campaign focused on promoting North Carolina's foreign direct investment (FDI) efforts in key overseas markets.

The EDPNC's existing industry expansions managers, who operate in multicounty regions throughout the state, help NC companies identify barriers to growth and serve as resource matchmakers to help companies address those barriers. The existing industry managers not only connect companies to workforce development and other resources, but they also support smaller businesses when it is time to launch an expansion. In fiscal year 2024, the team welcomed 71 expansions across the state, for more than \$6.5 billion in investment and almost 6,000 jobs. Fifty-four of those projects were in Tier 1 and Tier 2 counties.

The EDPNC offers another specialized service to North Carolina companies: assisting them to enter foreign markets and expand their international sales. In fiscal year 2024, the EDPNC's international trade managers and foreign offices provided export assistance to 520 companies, including 102 minority- and/or women-owned companies. The assistance included providing market intelligence and strategies, product analysis, distributor searches, localization of websites and marketing materials, and support at trade shows and trade missions.

Through its toll-free line, email and web submissions, the EDPNC's Small Business Advisors help entrepreneurs understand the licenses, permits and other requirements for establishing a business in the state. They also support small businesses by providing information on grants, loans, and other resources. Over the course of the year, the team responded to over 11,803 requests for information and support – including over 5,300 from Tier 1 & 2 counties and nearly 6,000 from women-, minority- and/or veteran-owned businesses and entrepreneurs.

Tourism in North Carolina continued to break records in 2023, with travel spending statewide rising 6.9% to \$35.6 billion, which was more than 2022's record of \$33.3 billion. 2022's growth was a record-breaking increase of 15% over 2021 numbers. Direct tourism employment also increased statewide by 4.8 % to 227,000 in 2023. Growth in direct tourism employment was seen among rural and urban counties with nearly 20 % of counties seeing higher than average growth.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2024

Organizational Highlights (continued)

Visit NC marked 2023 with a new advertising campaign titled "For Real, Visit NC." Thanks to increased funding from the North Carolina General Assembly, the campaign expanded into new markets throughout the northeast, southeast, and midwest. "For Real, Visit NC" shows the viewer that for a richer experience, you should have a real experience, which can all be found in North Carolina. Growth in direct tourism employment was also seen among rural and urban counties with nearly 20% of counties seeing higher than average growth.

The North Carolina Film Office, part of the Visit NC and the EDPNC teams, saw in-state spending eclipse \$78 million despite an industry-wide labor dispute and a complete stoppage of work throughout the United States, which greatly impacted the amount of work taking place in North Carolina. North Carolina saw films and TV shows such as A Biltmore Christmas (Hallmark), Outer Banks (Netflix), Love is Blind (Netflix), Zoey 102 (Paramount+), Summer Camp, and a number of independent projects.

The EDPNC's successes in fiscal year 2024 would not have been possible without our public and private partners at the state, regional and local levels. We are thankful to all the members of the state's diverse economic development team, including Governor Roy Cooper, Secretary of Commerce Machelle Sanders, and the leadership of the North Carolina General Assembly. We are also thankful to all our investors, whose contributions to our mission better enable us to attract new businesses and visitors to the state and to support the businesses and citizens already here.

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

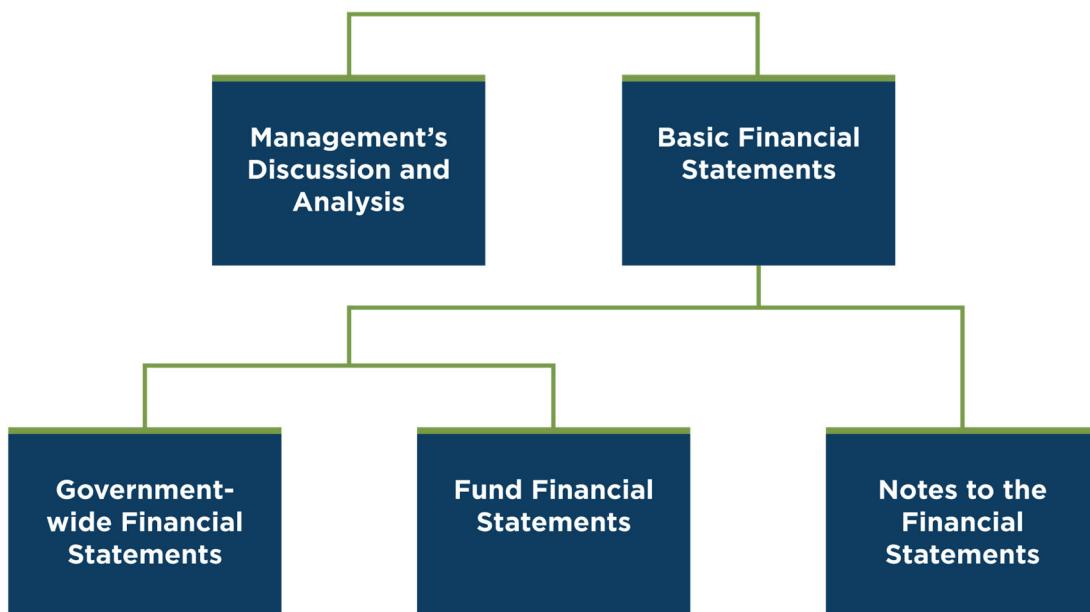
JUNE 30, 2024

Overview of the Financial Statements

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

Required Components of Annual Financial Report

Figure 1



ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2024

Government-Wide Financial Statements

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

The statement of net position presents the Organization's information that includes all of the Organization's assets, deferred outflows, liabilities, and deferred inflows with the difference reported as net position. Measuring changes in the net position is one way to gauge the Organization's financial condition.

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

Fund Financial Statements

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

Governmental funds account for essentially the same functions reported within the government-wide financial statements. However, unlike the government-wide statements, governmental fund financial statements focus on near-term inflows and outflows of spendable resources, as well as on balances of spendable resources available at the end of the fiscal year. Government funds are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Under this method, revenues are recognized when measurable and available. Expenditures are recorded when the related fund liability is incurred, except for principal and interest on general long-term debt, claims and judgments, and compensated absences, which are recognized as expenditures to the extent they have matured. General capital acquisitions are reported as expenditures in governmental funds, as compared to being capitalized in the government-wide financial statements. Proceeds of general long-term debt and acquisitions under leases are reported as other financing sources. As noted above, the fund financials and the government-wide financials are combined on each of the basic financial statements for the Organization with a reconciling adjusting column. These combined statements can be found on pages 14 and 15 of this report.

Notes to Financial Statements

The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes to the financial statements begin on page 16 of this report.

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

JUNE 30, 2024

Interdependence with Other Entities

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

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

Governmental Activities	June 30, 2024	June 30, 2023
Assets:		
Current and other assets	\$ 37,061,637	\$ 22,974,161
Capital assets:		
Other capital assets, net of accumulated depreciation	361,526	475,417
Right to use assets, net of accumulated amortization	1,247,222	1,615,705
Total Assets	<u>38,670,385</u>	<u>25,065,283</u>
Liabilities:		
Current liabilities	29,612,664	16,947,324
Long-term liabilities	680,566	1,159,623
Total Liabilities	<u>30,293,230</u>	<u>18,106,947</u>
Net Position:		
Net investment in capital assets	229,636	339,482
Unrestricted	8,147,519	6,618,854
Total Net Position	<u>\$ 8,377,155</u>	<u>\$ 6,958,336</u>

As noted earlier, net position may serve over time as one useful indicator of a government's financial condition. The assets of the Organization exceeded liabilities by \$8,377,155 as of June 30, 2024. The Organization's net position increased by \$1,418,819 for the period ended June 30, 2024.

The Organization's current assets increased by \$14,087,476 and current liabilities increased by \$12,665,340 from the prior period primarily due to the increase in cash and advanced payments received.

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

JUNE 30, 2024

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

Governmental Activities	June 30, 2024	June 30, 2023
Revenues:		
State contract funding	\$ 38,066,597	\$ 48,995,372
Private funding	1,309,863	1,210,707
Federal grants	1,188,683	1,119,689
Other revenue	958,082	963,321
Total Revenues	41,523,225	52,289,089
Expenses:		
Advertising and promotion	25,595,038	37,161,476
Personnel	8,142,398	7,876,502
Professional fees	2,361,124	1,919,410
Travel and prospect hospitality	917,741	885,568
Facilities	921,503	742,814
Trade show	1,630,123	1,736,167
Computer and internet	731,514	580,634
Other	(195,035)	143,738
Total Expenses	40,104,406	51,046,309
Change in net position	1,418,819	1,242,780
Net position, beginning of period	6,958,336	5,715,556
Net position, end of period	\$ 8,377,155	\$ 6,958,336

The Organization's total revenues for the year ended June 30, 2024 decreased \$10,765,864 from the period ended June 30, 2023, a decrease of 20.59%. The state contract funding represented approximately 91.68% of the total revenues, private funding represented approximately 3.15% of the total revenues, and the federal grants funding represented approximately 2.86% of total revenues in the current year.

The Organization's total expenses decreased \$10,941,903 or 21.44% from the prior period due to the receipts of additional state allocations in June 2024 which has not been spent as of year-end.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2024

Governmental Activities

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

Financial Analysis of the Organization's Funds

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

Governmental Fund

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

The general fund is the only operating fund of the Organization. At the end of the current period, unassigned fund balance of the general fund was \$4,164,996.

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

JUNE 30, 2024

Capital Assets and Long-Term Liabilities

Capital Assets

The Organization's capital assets consisted of the following:

	Balance	Balance
	June 30, 2024	July 1, 2023
Capital Assets		
Vehicle right-of-use asset	\$ 324,926	\$ 173,261
Office space right-of-use asset	2,603,368	2,603,368
Other equipment right-of-use asset	41,018	-
Furniture	272,784	272,784
Leasehold improvement	396,098	-
Hardware	89,962	-
Construction-in-process	-	380,931
	3,728,156	3,430,344
Less: Accumulated Depreciation and Amortization		
Vehicle right-of-asset	(72,898)	(77,478)
Office space right-of-use asset	(1,636,145)	(1,083,446)
Other equipment right-of-use asset	(13,047)	-
Furniture	(232,855)	(178,298)
Leasehold improvement	(136,159)	-
Hardware	(28,304)	-
	(2,119,408)	(1,339,222)
Total Capital Assets, Net	\$ 1,608,748	\$ 2,091,122

Additional information on the Organization's capital assets can be found in Note 5 to the financial statements.

Long-Term Liabilities

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

	June 30, 2024	June 30, 2023
Governmental Activities		
Lease liabilities	\$ 1,379,112	\$ 1,751,640
Compensated absences	247,195	201,903
Total long-term liabilities	1,626,307	1,953,543
Current portion	(945,741)	(793,920)
Long-term portion	\$ 680,566	\$ 1,159,623

Additional information on the Organization's long-term liabilities can be found in Note 7 to the financial statements.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

MANAGEMENT'S DISCUSSION AND ANALYSIS

JUNE 30, 2024

Requests for Information

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

Christopher M. Chung, CEO
Economic Development Partnership of North Carolina, Inc.
150 Fayetteville St Suite 1200
Raleigh, NC 27601
919.447.7777

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

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

JUNE 30, 2024

	General Fund	Adjustments (Note 3)	Statement of Net Position
ASSETS			
Cash and cash equivalents	\$ 25,737,629	\$ -	\$ 25,737,629
Restricted cash and cash equivalents	10,000,000	- -	10,000,000
Accounts receivable	423,957	- -	423,957
Prepaid assets and deposits	900,051	- -	900,051
Capital assets:			
Right-of-use asset, net of accumulated amortization of \$1,722,090	- -	1,247,222	1,247,222
Other capital assets, net of accumulated depreciation of \$397,318	- -	361,526	361,526
Total Assets	37,061,637	1,608,748	38,670,385
LIABILITIES			
Accounts payable	1,155,642	5,940	1,161,582
Accrued liabilities	148,089	30,000	178,089
Advanced payments received	27,327,252	- -	27,327,252
Long-term liabilities:			
Lease liabilities, due within one year	- -	698,546	698,546
Lease liabilities, due in more than one year	- -	680,566	680,566
Compensated absences, due within one year	- -	247,195	247,195
Total Liabilities	28,630,983	1,662,247	30,293,230
DEFERRED INFLOW OF RESOURCES	247,303	(247,303)	- -
FUND BALANCES			
Nonspendable:			
Prepaid items	900,051	(900,051)	- -
Assigned:			
Tourism	3,118,304	(3,118,304)	- -
Unassigned	4,164,996	(4,164,996)	- -
Total Fund Balances	8,183,351	(8,183,351)	- -
Total Liabilities, Deferred Inflows of Resources, and Fund Balances	\$ 37,061,637		
NET POSITION			
Net investment in capital assets		229,636	229,636
Unrestricted		8,147,519	8,147,519
Total Net Position	\$ 8,377,155	\$ 8,377,155	\$ 8,377,155

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

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

GOVERNMENTAL FUND REVENUES, EXPENDITURES/EXPENSES, AND CHANGES IN FUND BALANCE AND STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2024

	General Fund	Adjustments (Note 3)	Statement of Activities
Expenditures/Expenses:			
Advertising and event promotion	\$ 25,595,038	\$ -	\$ 25,595,038
Personnel	8,147,820	(5,422)	8,142,398
Professional fees	2,361,124	-	2,361,124
Travel and prospect hospitality	1,008,446	(90,705)	917,741
Facilities	260,276	661,227	921,503
Trade show	1,630,123	-	1,630,123
Computer and internet	731,514	-	731,514
Debt service:			
Principal	642,799	(642,799)	-
Interest and other charges	90,842	(90,842)	-
Capital outlay	379,445	(379,445)	-
Other income	(572,051)	377,016	(195,035)
Total Expenditures/Expenses	40,275,376	(170,970)	40,104,406
Program Revenues:			
Federal operating grants:			
Other federal grants	1,082,470	106,213	1,188,683
Charges for services and other revenue	958,082	-	958,082
Total Program Revenues	2,040,552	106,213	2,146,765
Net Program Expenditures/Expenses	(38,234,824)	277,183	(37,957,641)
General Revenues:			
State contract funding	38,066,597	-	38,066,597
Private funding	1,309,863	-	1,309,863
Total General Revenues	39,376,460	-	39,376,460
Excess of Revenues over Expenditures/Expenses	1,141,636	277,183	1,418,819
Other Financing Sources:			
Debt issuances			
Lease liabilities issued	274,316	(274,316)	-
Total Other Financing Sources	274,316	(274,316)	-
Net change in fund balance	1,415,952	2,867	1,418,819
Fund Balances/Net Position:			
Beginning of period	6,767,399	190,937	6,958,336
End of period	\$ 8,183,351	\$ 193,804	\$ 8,377,155

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

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 1—The Organization

The Economic Development Partnership of North Carolina, Inc. (the “Organization”) was incorporated in the state of North Carolina on August 6, 2013. The Organization’s mission statement is to improve the economic well-being and quality of life of North Carolinians. The Organization began operations on October 6, 2014, upon the completion of the initial fundraising requirements of its contract with the North Carolina Department of Commerce. This contract calls on the Organization to assist the Department of Commerce with “fostering and retaining jobs and business development, international trade, marketing, and travel and tourism” functions. The Organization is governed by a 18-member board, which is selected as follows: nine directors, including the chair, appointed by the Governor of the State of North Carolina, four directors appointed by the Speaker of the House of Representatives of the State of North Carolina, four directors appointed by the President Pro Tempore of the Senate of the State of North Carolina, and the Secretary of the North Carolina Department of Commerce as an ex officio director.

Note 2—Summary of significant accounting policies

A. Reporting Entity

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

B. Basis of Presentation

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

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

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

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

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 2—Summary of significant accounting policies (continued)

C. Measurement Focus and Basis of Accounting

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

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

The governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized when they are both measurable and available. Revenues are considered to be available when they are collectible within 60 days after the period-end. Expenditures are recognized when the liability is incurred, except for claims, compensated absences, and interest on long-term debt which are recorded when normally expected to be liquidated with expendable available financial resources. Proceeds from issuance of long-term debt and leases are recognized when received and payment of long-term debt and lease principal is reported as an expenditure when paid. Capital asset purchases are recorded as expenditures and depreciation is not recognized.

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

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

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

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 2—Summary of significant accounting policies (continued)

D. Accounts Receivable

Accounts receivable is stated at the amount the Organization expects to collect. The Organization uses the allowance method to determine uncollectible accounts. The allowance is based on management's analysis of the account. Accounts are charged off to the allowance when management deems the account will not be collectible. Past due status is based on how recently payments have been made on the account. The Organization estimates the accounts receivable at June 30, 2024, will be fully collectible; therefore, no allowance has been established.

E. Prepaid Assets and Deposits

Prepaid assets and deposits consist primarily of amounts paid for future event expenses and promotional costs. At June 30, 2024, prepaid assets and deposits totaled \$900,051.

F. Capital Assets

Capital assets generally result from expenditures in the governmental funds which have an initial, aggregate cost of more than \$5,000 and estimated useful life in excess of one year. Vehicles are assigned a useful life of 4 years. Furniture is assigned a useful life of five years. Hardware is assigned a useful life of 3 years. Leasehold improvements are assigned a useful life of 2.5 years. The right-of-use assets are amortized on a straight-line basis over the life of the related lease. These assets appear as a reconciling item and are reported in the government-wide statement of net position.

Capital assets are recorded at cost and updated for additions and retirements during the period. Donated capital assets are recorded at their estimated fair value as of the date received. Improvements are capitalized and the cost of normal maintenance and repairs that do not add to the value of the asset or materially extend an asset's life are not capitalized. The right-of-use assets are initially measured at an amount equal to the initial measurement of the related lease liability plus any lease payments made prior to the lease term, less lease incentives, and plus ancillary charges necessary to place the lease into service.

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

G. Accrued Liabilities and Long-Term Obligations

All payables and accrued liabilities, other than interest payable on lease liabilities and supplemental executive plan accrual, are reported in both the governmental fund financial statements and the government-wide statements and all long-term obligations are reported in only the government-wide statements.

H. Net Position

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

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

Restricted Net Position – Consists of net position constraints placed on their use either by (a) external groups such as creditors, grantors, contributors, or laws or regulations of other governments or (b) imposed by law through constitutional provisions or enabling legislation. As of June 30, 2024, there were none to report.

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

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 2—Summary of significant accounting policies (continued)

I. Fund Balances

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

The governmental fund types classify fund balances as follows:

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

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

Restricted Fund Balance – Portion of fund balance that is restricted to specific purposes externally imposed by contracts or imposed by law. As of June 30, 2024, there were none to report.

Committed Fund Balance – Portion of fund balance that can only be used for specific purposes imposed by majority vote by quorum of the Organization's governing body (highest level of decision-making authority). Any changes or removal of specific purpose requires majority action by the governing body. As of June 30, 2024, there were none to report.

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

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

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

J. Advanced Payments Received

Advanced payments received consist of cash received in advance for services which occur after the Organization's fiscal year-end. The Organization received \$31,160,000 from the State to be used on Megasite research, tourism, and business marketing. As of June 30, 2024, \$26,757,468 of these funds were unspent. There was an additional \$569,784 of advanced payments received unrelated to the State funding for a total of \$27,327,252 advanced payments received as of June 30, 2024.

K. Advertising and Promotion

The Organization expenses advertising and promotion costs as incurred. Advertising and event promotion expense was \$25,595,038 for the year ended June 30, 2024.

L. Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code ("IRC"). Accordingly, no provision for income taxes has been made. Management believes the Organization continues to satisfy the requirements of a tax-exempt organization as of June 30, 2024. Management has also not identified any unrelated business income requiring the Organization to file a Form 990-T, *Exempt Organization Business Income Tax Return*.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 2—Summary of significant accounting policies (continued)

M. Deferred Inflows of Resources

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

N. Revenue Concentrations

The Organization receives State contract funding general revenues from the State. This contract represented approximately 96.67% of general revenues and 91.68% of total revenues for the year ended June 30, 2024.

O. Vendor Concentrations

During the year ended June 30, 2024, two vendors accounted for 56.29% of total expenses, and another two of vendors representing 43.37% of outstanding accounts payable as of June 30, 2024.

Note 3—Reconciliation of government-wide and fund financial statements

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

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

Cost of capital assets	\$ 3,728,156
Accumulated depreciation and amortization	<u>(2,119,408)</u>
	\$ 1,608,748

Lease liabilities and related interest payables are not due and payable in the current period and, therefore, are not reported as liabilities in the governmental funds. Liabilities for compensated absences and supplemental retirement will be recognized as liabilities in the governmental funds when the amounts are considered to be expendable available financial resources. However, the statement of net position includes those obligations among the liabilities of the Organization as a whole.

Lease liability	\$ (1,379,112)
Compensated absences	(247,195)
Interest payable	(5,940)
Supplemental retirement	<u>(30,000)</u>
	\$ (1,662,247)

Deferred inflows of resources consisting of revenues that do not provide current financial resources are not reported as revenue in the governmental fund. However, the statement of net position includes those resources as revenues of the Organization as a whole. See Note 2N for additional information.

State Trade and Export Promotion (STEP) grant	<u>\$ 247,303</u>
-----------------------------------------------	-------------------

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 3—Reconciliation of government-wide and fund financial statements (continued)

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

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

Depreciation expense	\$ (219,020)
Amortization expense	(642,799)
Capital outlay	379,445
Capital obligations	373,606
Supplemental retirement	50,714
Compensated absences	(45,292)
Unavailable revenues	106,213
	<hr/>
	\$ 2,867

Note 4—Deposits and restricted cash

As of June 30, 2024, the Organization's carrying amount is \$35,737,629 and bank balance is \$35,773,458. Of the bank balance, \$250,000 was covered by federal depository insurance at each institution and \$34,773,458 remained uninsured. As of June 30, 2024, the Organization had \$10,000,000 of cash that is contractually restricted for the use of Megasites.

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

JUNE 30, 2024

Note 5—Capital assets

Capital asset activity for the year ended June 30, 2024 was as follows:

Capital Assets	Balance July 1, 2023	Increases	Modifications and Remeasurements	Decreases	Balance June 30, 2024
	\$	\$	\$	\$	\$
Vehicle right to use asset	\$ 173,261	\$ 241,142	\$ (7,844)	\$ 81,633	\$ 324,926
Office space right-of-use asset	2,603,368	-	-	-	2,603,368
Other equipment right-of-use asset	-	41,018	-	-	41,018
Furniture	272,784	-	-	-	272,784
Leasehold improvement	-	396,098	-	-	396,098
Hardware	-	89,962	-	-	89,962
Construction-in-process	380,931	-	-	380,931	-
	<u>3,430,344</u>	<u>768,220</u>	<u>(7,844)</u>	<u>462,564</u>	<u>3,728,156</u>
Less: Accumulated Depreciation and Amortization					
Vehicle right-of-asset	(77,478)	(77,053)	-	81,633	(72,898)
Office space right-of-use asset	(1,083,446)	(552,699)	-	-	(1,636,145)
Other equipment right-of-use asset	-	(13,047)	-	-	(13,047)
Furniture	(178,298)	(54,557)	-	-	(232,855)
Leasehold improvement	-	(136,159)	-	-	(136,159)
Hardware	-	(28,304)	-	-	(28,304)
	<u>(1,339,222)</u>	<u>(861,819)</u>	<u>-</u>	<u>81,633</u>	<u>(2,119,408)</u>
Total Capital Assets, Net	<u>\$ 2,091,122</u>	<u>\$ (93,599)</u>	<u>\$ (7,844)</u>	<u>\$ 544,197</u>	<u>\$ 1,608,748</u>

Depreciation expense totaled \$219,020 and amortization expense totaled \$642,799 for the year ended June 30, 2024.

Note 6—Compensated absences

Employees earn vacation days based on their employment contract. The vacation policies of the Organization provide for accumulation of vacation leave with such leave being fully vested when earned. No more than 40 hours of accrued but unused leave is allowed to be rolled over to the next calendar. The amount accrued was \$247,195 as of year ended June 30, 2024. Compensated absences typically have been liquidated in the general fund and are accounted for on a last-in, first-out basis assuming that employees are taking leave time as it is earned.

Note 7—Long-term liabilities

Long-term liabilities consist of compensated absences and lease liabilities.

Changes in long-term liabilities for the year ended June 30, 2024 were as follows:

	Balance			Balance June 30, 2024	Amounts Due Within One Year
	July 1, 2023	Increases	Decreases		
Lease liability	\$ 1,751,640	\$ 268,581	\$ 641,109	\$ 1,379,112	\$ 698,546
Compensated absences	201,903	45,292	-	247,195	247,195
Total long-term liabilities	<u>\$ 1,953,543</u>	<u>\$ 313,873</u>	<u>\$ 641,109</u>	<u>\$ 1,626,307</u>	<u>\$ 945,741</u>

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 7—Long-term liabilities (continued)

The Organization has entered into noncancelable leases for office facilities, other equipment, and various vehicles. These lease agreements qualify as other than short-term leases and have been recorded at the present value of the future minimum lease payments as of the date of their inception. The office lease and other equipment are not renewable at the end of the lease term. The vehicle leases are renewable for another three-year term; however, the Organization does not intend to exercise this renewal option. The vehicles will not transfer to the Organization at the end of the lease term.

The office facilities agreement was executed on September 30, 2019, to lease office space requiring monthly payments of \$49,722, increasing by 2.5% each year. On March, 1, 2023, the Organization amended the lease to extend the lease one additional year ending on March 1, 2026. There are no variable payment components of this lease. The lease liability is measured at an incremental borrowing rate of 5.0%. As a result of the lease, the Organization has recorded a right-of-use asset with a net book value of \$967,223 as of June 30, 2024.

The lease agreements for the vehicles have various execution dates, requiring monthly lease payments extending into 2027. There are no variable payment components of these leases. The lease liability is measured at an incremental borrowing rate of 5.0% - 8.5%. As a result of the leases, the Organization has recorded a right-of-use asset with a net book value of \$252,008 as of June 30, 2024.

The lease agreements for the other equipment have various execution dates, requiring monthly lease payments extending into 2026. There are no variable payment components of these leases. The lease liability is measured at an incremental borrowing rate of 8.5%. As a result of the leases, the Organization has recorded a right-of-use asset with a net book value of \$27,971 as of June 30, 2024.

The future minimum lease obligations and the net present value of the operating and finance lease payments as of June 30, 2024 are as follows:

<u>Years Ending June 30.</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Payments</u>
2025	\$ 698,546	\$ 61,823	\$ 760,369
2026	580,837	23,111	603,948
2027	87,909	5,028	92,937
2028	11,820	382	12,202
Total future payments	<u>\$ 1,379,112</u>	<u>\$ 90,344</u>	<u>\$ 1,469,456</u>

Note 8—Retirement plans

The Organization has a 401(k) retirement plan that is eligible to all regular full-time employees after six months of employment with the Organization. The Organization's discretionary match contribution to participating employees is up to a maximum percentage of employee gross pay. The maximum percentage for the fiscal year ended June 30, 2024 was 5%. All contributions are participant directed. The Organization contributed \$249,900 for the year ended June 30, 2024 to the 401(k) plan.

On February 19, 2018, the Organization established a supplemental executive retirement plan ("SERP") for the Organization's Chief Executive Officer ("CEO"). The benefits provided under this agreement are subject to section 457(f) of the IRC. SERP is calculated based off of the CEO's base salary and is increased each year that the CEO is employed by the Organization. \$110,712 was paid to the CEO on January 15, 2024, as a result of this contract. On March 21, 2024, the SERP agreement was renewed, with the SERP payable on January 13, 2027, provided the CEO is employed by the Organization. The SERP amount accrued under the plan was \$30,000 at June 30, 2024.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE FINANCIAL STATEMENTS

JUNE 30, 2024

Note 9—Subsequent events

The Organization evaluated subsequent events through August 29, 2024, in connection with the preparation of these financial statements, which is the date the financial statements were available to be issued, and determined, there were no additional events for disclosure.

COMPLIANCE

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

To the Board of Directors
Economic Development Partnership of North Carolina, Inc.
Raleigh, North Carolina

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to the financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the governmental activities and the general fund of the Economic Development Partnership of North Carolina, Inc. (the "Organization" or "EDPNC"), a component unit of the state of North Carolina, as of and for the year ended June 30, 2024, and the related notes to the financial statements, which collectively comprise the Organization's basic financial statements, and have issued our report thereon dated August 29, 2024.

The financial statements of the Organization are intended to present the financial position and changes in financial position that are only attributable to the transactions of the Organization. They do not purport to, and do not, present fairly the financial position of the State of North Carolina as of June 30, 2024, or the changes in its financial position, for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Internal Control over Financial Reporting

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

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

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. We identified deficiencies in internal control, described in the accompanying schedule of findings and questioned costs as 2024-001 that we consider to be significant deficiency.

Report on Compliance and Other Matters

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

EDPNC's Response to Findings

Government Auditing Standards requires the auditor to perform limited procedures on the Organization's response to the findings identified in our audit and described in the accompanying schedule of findings and questioned costs. The Organization's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

Purpose of this Report

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

Cherry Bekaert LLP

Raleigh, North Carolina

August 29, 2024

Report of Independent Auditor on Compliance for the Major Federal Program and on Internal Control over Compliance in Accordance with the *Uniform Guidance*

To the Board of Directors
Economic Development Partnership of North Carolina, Inc.
Raleigh, North Carolina

Report on Compliance for the Major Federal Program

Opinion on the Major Federal Program

We have audited the Economic Development Partnership of North Carolina, Inc.'s (the "Organization" or "EDPNC") compliance with the types of compliance requirements identified as subject to audit in the OMB *Compliance Supplement* that could have a direct and material effect on the Organization's major federal program for the year ended

June 30, 2024. The Organization's major federal program is identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended June 30, 2024.

Basis for Opinion on the Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"). Our responsibilities under those standards and the Uniform Guidance are further described in the *Auditor's Responsibilities for the Audit of Compliance* section of our report.

We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for the major federal program. Our audit does not provide a legal determination of the Organization's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to the Organization's federal programs.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Organization's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards, *Government Auditing Standards* and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Organization's compliance with the requirements of the major federal program as a whole.

In performing an audit in accordance with generally accepted auditing standards, *Government Auditing Standards, and the Uniform Guidance* we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Organization's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of the Organization's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control over Compliance

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

Our consideration of internal control over compliance was for the limited purpose described in the *Auditor's Responsibilities for the Audit of Compliance* section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

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

Cherry Bekaert LLP

Raleigh, North Carolina
August 29, 2024

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.**(A Component Unit of the State of North Carolina)****SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS****YEAR ENDED JUNE 30, 2024**

<u>Federal Grantor/ Pass-Through Grantor/Program Title</u>	<u>Assistance Listing Number</u>	<u>State/ Pass-Through Grantor's Number</u>	<u>Federal (Direct and Pass-Through) Expenditures</u>
FEDERAL GRANTS:			
U.S. Small Business Administration			
Passed through N.C. Department of Commerce:			
<i>State Trade and Export Promotion</i>	59.061	SBAOITST-230087-01-00	\$ 684,082
<i>State Trade and Export Promotion</i>	59.061	SBAOITST-220056-01-00	285,545
Total U.S. Small Business Administration			969,627
U.S. Department of Commerce			
<i>Manufacturing Extension Partnership</i>	11.611	PAM-P20-002592-SA01	242,000
Total Federal Financial Assistance			\$ 1,211,627

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

NOTES TO THE SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

JUNE 30, 2024

Note 1—Basis of presentation

The accompanying schedule of expenditures of federal awards (“SEFA”) includes the federal grant activity of the Economic Development Partnership of North Carolina, Inc. (the “Organization”) under the programs of the federal government for the year ended June 30, 2024. The information in the SEFA is presented in accordance with the requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (“Uniform Guidance”). Because the SEFA presents only a selected portion of the operations of the Organization, it is not intended to and does not present the financial position or changes in net position of the Organization.

Note 2—Summary of accounting policies

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

The Organization had no subrecipients during the year ended June 30, 2024.

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

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2024

Section I—Summary of Auditor's Results

Financial Statements

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

Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? yes no
- Significant deficiency(ies) identified that are not considered to be material weaknesses? yes none reported
- Noncompliance material to financial statements noted? yes no

Federal Awards

Internal control over major federal program:

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

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

Unmodified

- Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)? yes no

Identification of major federal program:

Assistance Listing Number

Program Name

59.061

State Trade and Export Promotion

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

\$ 750,000

Auditee qualified as low-risk auditee?

yes no

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2024

Section II—Financial Statement Findings

SIGNIFICANT DEFICIENCY

Finding 2024-001: Cyber Breach

Criteria: The Organization should have proper internal controls surrounding information technology systems to detect and report suspicious activity, especially on email systems to mitigate Business Email Compromise (BEC) risks. Additionally, internal controls should be established to require review and independent verification of payment remittance information.

Condition: During the year ended June 30, 2024, a hacker was able to infiltrate an employee's email at the Organization and change the wire instructions for a first-time vendor prior to being sent to the finance department.

Cause: The Organization did not properly verify the banking information with the vendor prior to remitting payment.

Effect: The Organization was not able to recover approximately \$80,000 of stolen funds.

Recommendation: The Organization should implement a more robust process of verifying vendor banking information sent via email, especially for first-time vendors or when changes are made to banking information.

Views of Management: See Corrective Action Plan.

Section III—Federal Awards Findings and Questioned Costs

None reported.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

SCHEDULE OF PRIOR YEAR FINDINGS

YEAR ENDED JUNE 30, 2024

Section IV—Prior Year Findings

None reported.

ECONOMIC DEVELOPMENT PARTNERSHIP OF NORTH CAROLINA, INC.

(A Component Unit of the State of North Carolina)

CORRECTIVE ACTION PLAN

YEAR ENDED JUNE 30, 2024

Finding 2024-001: Cyber Breach

Name of Contact Person: Larry Price

Corrective Action: EDPNC has implemented additional procedures and processes with Thrive, its third-party IT provider, to prevent future breaches which include the use of additional software to monitor and detect changes to employees' email setup. Notifications from this software will be monitored by Thrive and the employees, and appropriate action will be taken for any unauthorized changes. Additionally, all employees were required to change their password because of this breach. The accounting department immediately implemented an additional level of control for ACH/wire payments requiring appropriate accounting personnel to independently verify ACH/wire banking information with the vendor before the first material payment or when there is a request to update the vendor's bank information.

Proposed Completion: Immediately.

The audit report required 198.12 audit hours at a cost of \$38,750.