



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: Susan Fleetwood, Exec. Dir. of Economic Development, N.C. Dept. of Commerce
David Efird, Acting Gen. Counsel, N.C. Dept. of Commerce

Date: September 30, 2016

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 2015. Attached, please find the following information:

Attachment 1 – An executive summary of the most recent annual report submitted by the EDPNC to Commerce pursuant to N.C. Gen. Stat. § 143B-431A(e)(2).

Attachment 2 – A copy of the most recent annual report submitted by the EDPNC to Commerce pursuant to N.C. Gen. Stat. § 143B-431A(e)(2).

Attachment 3 – A listing of each entity referred to Commerce by the EDPNC.

Attachment 4 – A listing of any instances of noncompliance with the enabling legislation or the contract by the EDPNC, and the response to such instances of noncompliance by Commerce, including actions taken by Commerce to prevent repeat or similar instances of noncompliance.

Attachment 5 – A listing of the date and name of each person or entity from whom funds were solicited by the Secretary of Commerce on behalf of the EDPNC.

Attachment 6 – A listing of any entity that received an award from Commerce and also made a gift, contribution, or item or service of value to the EDPNC for which fair market value was not paid.





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**ATTACHMENT 1
EXECUTIVE SUMMARY**

**Economic Development Partnership of North Carolina
2015-16 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 dated September 1, 2016, 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 the fiscal years when these functions were performed at the EDPNC.¹

I. BUSINESS RECRUITMENT

Now in its second year, the EDPNC staffed its full complement of business recruitment managers who work to secure new facilities in North Carolina and regional industry managers that work with existing companies. In addition, the organization formalized greater cooperation between the business recruitment and existing industry teams, leading to an increase in the total number of projects successfully announced and a banner year in the amount of capital investment announced. This collaboration also resulted in significantly better results in more economically challenged counties than the year before, as outlined in the EDPNC report to Commerce.

Table 1. Business Recruitment Comparison

For business recruitment:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)	FY 2015-16 (EDPNC)
Number of jobs announced by the Department in total.	14,369	14,812	14,806
Number of jobs announced resulting from recruitment of new businesses.	5,589	7,690	6,506
Number of jobs announced resulting from existing business expansions.	8,780	7,122	8,300
Total U.S. dollar amount of investment resulting from new projects.	\$2,794,056,182	\$2,388,677,254	\$4,245,981,339
Total U.S. dollar amount of investment resulting from recruitment of new businesses.	\$1,318,206,500	\$1,416,231,254	\$1,646,968,114
Total U.S. dollar amount of investment resulting from existing business expansions.	\$1,475,849,682	\$972,445,970	\$2,599,013,255
Total U.S. dollar amount of foreign direct investment.	\$1,383,621,000	\$564,189,254	\$2,662,836,932
Number of business inquiries for business relocation, investment, and expansion.	193,799	185,080	159,318

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 executive summary includes a comparison between the last full fiscal year that these functions were performed at Commerce (FY 2013-14) and the two fiscal years in which these functions were performed at the EDPNC (FY 2014-15 and FY 2015-16). * Note, as the contract was not entered into between the parties until October 6, 2014, the FY 14-15 metrics were performed at Commerce from July 1, 2014 through the date of contract on October 6, 2014.



II. GLOBAL BUSINESS SERVICES

The Global Business Services team creates business growth and new jobs in North Carolina by supporting the expansions of existing employers, promoting exports and assisting entrepreneurs and startups. Fueled in part by fully staffing the team of regional industry managers – one in each Prosperity Zone – there was a significant increase in the number of businesses receiving support this fiscal year. In addition, regional industry managers assumed full responsibility for supporting smaller expansions of companies already located in North Carolina, resulting in a significant increase in the number of expansion project leads.

The Global Business Services team also saw an increase in the number of businesses receiving export assistance. The EDPNC coordinated more than 1,000 activities for those North Carolina companies, ranging from participating in trade shows or export education programs, to meeting with potential foreign distributors for their products. In addition, the team reached out to counties where there had been little interaction with EDPNC trade experts in FY 2014-15 and this strategic outreach helped the team increase the number of counties where it supported companies as well.

Support provided to entrepreneurs and startups also saw an increase this fiscal year, as the Business Link North Carolina team, which provides one-on-one counseling through its toll-free number, responded to more than 20,000 calls. This was a big increase over the approximately 15,000 calls received the previous year, without any increase in the staff of three full-time counselors and one part-time counselor.

Table 2. Business Services Comparison

For business services:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)	FY 2015-16 (EDPNC)
Number of existing businesses receiving support.	717	672	927
Number of Business Services Team leads that lead to an expansion of existing businesses.	5	5	42
Number of businesses receiving export assistance.	435	394	522
Total U.S. dollar amount of exports by assisted companies.	\$888,978,612	\$704,412,525	\$806,945,920

III. TOURISM AND MARKETING

The Visit North Carolina section of the EDPNC promotes the state's tourism industry which supports more than 211,000 jobs and 44,000 small businesses in North Carolina. Visit NC's cooperative advertising programs are particularly important to help maintain the state's position as the nation's sixth most-visited state.



Key activities included the Vacation Big campaign, which was the first television campaign launched in nearly a decade. Focused on two major feeder markets – Atlanta and Washington, DC – the campaign generated 518,644 trips to North Carolina, \$105 million in visitor spending and \$8.3 million in state and local tax revenue.

Visit NC saw dramatic increases in the numbers of followers for all of its major social media platforms, and became one of the first tourism destination brands to take advantage of Periscope, Twitter's new live-streaming app.

Measures ranging from visitor spending to hotel bookings attest to the continued success of creative marketing efforts of Visit NC and its public and private partners at the state, regional and local levels, as evidenced by the data in Table 3.

Table 3. Tourism and Marketing Comparison

For tourism and marketing:	FY 2013-14 (Commerce)	FY 2014-15 (EDPNC)	FY 2015-16 (EDPNC)
Number of consumer inquiries about travel to North Carolina.	4,532,007	5,665,186	6,439,648
Total U.S. dollar amount of spending by visitors while in North Carolina.	\$20,218,576,548	\$21,323,016,842	\$21,961,209,798
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	\$1,786,379,678

IV. FUNDRAISING

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 exceeded 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.

In its second year of operation, the EDPNC is required to raise \$1,250,000. As of June 30, 2016, the EDPNC had raised \$708,640. As of September 26, 2016, the EDPNC indicated it had raised in excess of \$1,000,000 and will provide to the Department a letter confirming that the required amount has been raised by October 5, 2016.





ECONOMIC DEVELOPMENT
PARTNERSHIP OF NORTH CAROLINA

EDPNC FY 2015-16 REPORT

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Sept. 1, 2016

Secretary of Commerce John E. Skvarla III
North Carolina Department of Commerce
301 North Wilmington St.
Raleigh, N.C. 27699

Dear Secretary Skvarla,

In fiscal year 2015-16, the Economic Development Partnership of North Carolina (EDPNC) implemented a number of important new strategies developed during our initial year of operation. We respectfully submit to Commerce this report, which details our FY 2016 results.

The EDPNC focuses on five different but equally important core functions in fulfilling our mission to advance North Carolina's economic development agenda: business recruitment, existing industry support, international trade and export assistance, small business counseling, and tourism and film promotion. We are honored to lead the state's efforts in these areas.

This report attests to our successes in FY 2016, outcomes that would have been impossible without our public and private partners at the state, regional and local levels. Our partners include state agencies and local economic development organizations, as well as companies whose private investment in our mission has enabled us to enhance statewide economic development efforts beyond the limits of our public funding. Our partners also include state legislators whose deliberations last year ultimately provided us the strong recruitment tool of a well-funded and more competitive arsenal of state incentives.

In FY 2016, the EDPNC, working with our partners, supported 122 business recruitment and expansion projects that resulted in the announcement of 14,806 new jobs and \$4.2 billion in capital investment in North Carolina. That well exceeds the 100 projects of fiscal year 2014-15, which led to announcement of 14,812 new jobs and \$2.4 billion in capital investment.

Fully staffing our business recruitment managers and existing industry support team contributed to the increase, as did formalizing greater cooperation between those two EDPNC divisions. The existing industry team – composed of eight regional industry managers who routinely interact with and support companies within their assigned regions – assumed a new role in assisting North Carolina companies with smaller expansions not eligible for larger state incentives. That shift in workload takes advantage of the regional industry managers' existing relationships with often smaller companies throughout the state, while enabling our business recruitment managers to focus more time on industry recruitment and bigger expansion projects. Ultimately, this means the EDPNC is capable of servicing more companies – large and small alike – considering future growth, investment, and job-creation in our state.

Such collaboration is one reason why we had significantly better results in more economically challenged Tier 1 and Tier 2 counties in FY 2016 than the year before. We supported 75 announced projects in those counties last fiscal year versus only 51 in FY 2015. Jobs connected to those projects totaled 6,815 in FY 2016, compared to just 4,661 the year before. Announced capital investment from projects in Tier 1 and Tier 2 counties rose to \$2.1 billion in FY 2016, a sizeable increase over the \$1.2 billion announced the prior fiscal year.

Also in FY 2016, we helped more North Carolina companies enter foreign markets and increase their exports. In 2015-16, our international trade experts assisted 522 companies, a large increase over the 400 companies supported in FY 2015. And Business Link North Carolina, our team that answers questions and toll-free calls from startups and entrepreneurs who need information on how to establish a small business in the state,

handled more than 20,000 calls in FY 2016 versus 15,185 calls the prior year.

Our tourism promotion efforts, which include a cooperative marketing program with local tourism offices, continue to demonstrate a positive impact across the state. The latest figures available show visitor spending increased in 91 of the state's 100 counties in calendar year 2015. Statewide, domestic visitors spent a record \$21.9 billion throughout the year, an increase of nearly 3 percent from the previous year. That spending supported 211,487 jobs.

We have also introduced a variety of cooperative marketing initiatives in our business recruitment efforts. For example, in FY 2016 we invited local economic allies to join our business recruitment managers for face-to-face meetings with premier site selection consultants in markets such as Atlanta, New York, and Phoenix; these consultants are a key source of recruitment projects for which North Carolina is always competing.

Our business recruitment team has increased its knowledge and networking with local partners by traveling regularly to regions throughout the state for two- to three-day meetings. At these meetings, counties make our recruiters aware of the latest developments in their communities, as well as their available industrial sites and other business assets.

Internally, we have modeled some of our employee development practices on private-sector models by implementing specific performance metrics for all our business units and staff. The goal from the beginning has been to increase accountability for results while rewarding exceptional performance.

Externally, using some of the best practices already adopted by our tourism group, we have overhauled our social media presence and launched a redesigned and much more navigable, attractive and mobile-friendly website aimed at our business audience.

All that said, the year-end numbers in the following pages don't tell the entire story. We continue to look to the years ahead. For example, we are strongly committed to increasing foreign direct investment (FDI) in North Carolina and have hired a new international business development team that is generating leads for new FDI through identifying and establishing relationships with Asia- and Europe-based companies that appear poised for U.S. expansion. And in FY 2017, we hope to add India to our network of contracted FDI offices in South Korea, China, Europe, Canada and Japan.

We will also be working to overhaul the state database of available North Carolina industrial sites and buildings, given the importance of corporate real estate in business investment decisions; leveraging new state appropriations for tourism and business advertising to drive continued economic development and job growth in North Carolina; and hiring new business-development staff focused on two industry sectors critical to the state's economy - food processing and military/defense.

The EDPNC is proud of the results we have delivered in FY 2016, and we sincerely appreciate your continued partnership and support of our efforts to elevate the prosperity of North Carolina, her communities, and all of her residents. We look forward to working with our public and private partners on the challenges and opportunities ahead.

Sincerely,



Christopher Chung

Chief Executive Officer

Economic Development
Partnership of North Carolina



John Lassiter

Chairman, Board of Directors

Economic Development
Partnership of North Carolina

EDPNC Business Recruitment

In FY 2016, the EDPNC staffed its full complement of business recruitment managers who work to secure new facilities (projects) that lead to increased employment and investment in North Carolina.

Serving as a primary point of contact for growing companies, business recruitment managers work with state, regional and local economic development partners, both public and private, to help companies locate sites in North Carolina, navigate financial incentives and permitting, and resolve infrastructure and workforce issues.

The EDPNC team, collaborating with partners, supported 122 announced business recruitment and expansion projects in FY 2016, calling for 14,806 new jobs and \$4,245,981,339 in capital investment in North Carolina. Also in FY 2016, the EDPNC ramped up its efforts to increase foreign direct investment (FDI) in North Carolina by establishing an international business development team. The multilingual team proactively identifies foreign-based companies that aren't actively pursuing an expansion or relocation project but might be poised to do so, cultivates relationships with those firms to familiarize them with North Carolina's value proposition, and develops solid project leads that are handed off to the business recruitment managers for further development.

The team, which is based at EDPNC headquarters in Cary, N.C., works closely with contracted EDPNC international investment offices in Japan, China, Korea, Canada, Germany and South Korea. The partnership last year added the office in South Korea because it is one of the fastest-growing sources of FDI coming into North Carolina. Similarly, the partnership hopes to contract an FDI representative in India during FY 2017.

In FY 2016, the EDPNC also instituted new cooperative marketing initiatives that more fully integrate local and regional economic development organizations in our business recruitment efforts. They included:

- Setting aside spots for partners to join the EDPNC at events targeting specific industry sectors, including the Miami International Boat Show, the Hannover Messe industrial technology trade fair in Germany, the Select USA Investment Summit in Washington, D.C., and the Craft Brewers Conference and Brew Expo in Philadelphia.
- Traveling with small groups of local and regional, public and private economic development partners for one-on-one meetings with premier site consultants in cities such as Phoenix, Los Angeles, Atlanta, Dallas and New York.
- Coordinating and reserving space in the October 2016 issue of Food Processing magazine for a 16-page supplement focusing on North Carolina's assets for food and beverage manufacturers. The cooperative advertising program is providing state and local economic development organizations deeply discounted ad space in the national magazine for the food-processing industry.
- Arranging state and local partner participation in a VIP dinner (among the first of similar planned events) with members of the Industrial Management Asset Council (IMAC) in New Orleans. IMAC is the premier association for industrial asset management and corporate real estate executives, their suppliers and service providers, and economic developers.

The EDPNC also took to the road - to network with partners in their own communities, increase knowledge of assets across the state, and build even stronger relationships with local partners. EDPNC teams including business recruitment, international business development, and research and marketing staff went on two- to three-day visits throughout the year to multi-county regions across the state. The informally dubbed business recruitment "road shows" provide a venue for each county to share the latest information about available local industrial sites and buildings, as well as other local business assets.

In FY 2016, local economic development officials from 17 counties made presentations to the EDPNC team during its visit to Elizabethtown. Similarly, the EDPNC team heard from 10 northwest counties in a Morganton visit, six western mountain counties during gatherings in Murphy and Sylva, 15 counties in a visit to the Research Triangle, and eight Piedmont-Triad counties during a trip to Greensboro. The team is planning to make six such trips a year in order to interact with all counties.

By the Numbers

In FY 2016, the work of the EDPNC and its partners helped close deals on 122 business recruitment and expansion projects that resulted in the announcement of 14,806 new jobs and \$4,245,981,339 in capital investment in North Carolina.

Out of those projects:

- 47 were recruitment projects and 75 were expansion projects.
- 22 were FDI projects.

Out of the 14,806 announced jobs:

- 6,506 resulted from recruitment projects and 8,300 from expansion projects
- 3,007 resulted from FDI projects.

Out of the \$4,245,981,339 in announced investment:

- \$1,646,968,114 resulted from recruitment projects and \$2,599,013,225 from expansion projects
- \$2,662,836,932 resulted from FDI projects

Notable projects announced over the past fiscal year included Denmark-based Novo Nordisk's decision to invest \$1.2 billion to \$1.7 billion to build a new facility near its existing insulin production plant in Clayton, N.C. The expansion, one of the nation's largest FDI projects in terms of capital investment in 2015, will create nearly 700 new jobs paying an average salary of \$68,420, double the Johnston County average of \$34,448.

Other significant projects announced in FY 2016 include:

- Boston-based Fidelity Investments' decision to add 600 jobs and invest at least \$8 million across its Triangle region facilities. Salaries for the mostly IT positions will average at least \$100,000 per year, well above the Durham County average of \$66,599.
- German discount grocer Lidl's selection of Alamance County for a regional headquarters and distribution hub. Lidl, one of the world's two largest deep-discount grocers, is expected to invest \$125 million and create 200 jobs.
- Wisconsin-based Ashley Furniture Industries' plan to add 454 jobs and invest at least \$8.7 million at its current site in Davie County. Ashley Furniture is the nation's largest manufacturer and retailer of furniture. The latest expansion follows the first phase of development at the Davie County site, where Ashley Furniture created more than 1,100 jobs and invested more than \$250 million from 2012-2015.
- Irvine, Calif.-based BSH Home Appliances' decision to invest nearly \$80.7 million and create 460 new jobs at its plant in Craven County. BSH Home Appliances currently employs 1,000 people in the state.
- GF Linamar's plan to create 350 new manufacturing jobs in Henderson County by building a \$217 million aluminum die casting plant in Mill River. GF Linamar, a joint venture of Switzerland-based GF Automotive and Canada's Linamar Corporation, will apply cutting-edge technology in producing lightweight automotive components that enhance vehicle fuel efficiency. The 350 new jobs will pay an average of \$47,738, above the \$34,256 county average.

Over the course of the second half of 2016, the business recruitment team will work with Commerce to overhaul the buildings and sites component of AccessNC – the state database that tracks available industrial sites and buildings throughout North Carolina – and assume full responsibility for the new system thereafter. The EDPNC is planning to use its private funding to update and sustain the database, utilizing the latest technology to assure it is easily navigable, accessible to local economic development partners, reliable and customizable in information searches. The goal is to have the updated system operational by year's end.

See Appendix A for Business Recruitment performance metrics for FY 2015-16.

Global Business Services

The EDPNC's global business services division helps create business growth and new jobs in North Carolina by supporting the expansions of its existing employers, promoting their exports, and assisting entrepreneurs and startups.

The division is divided into three teams: regional industry managers who are assigned to eight zones covering the entire state; international trade managers who help companies begin exporting or expand foreign markets for their products; and Business Link North Carolina counselors who guide thousands of business owners each year through what's required to start a small business in North Carolina.

Regional Industry Management

Eight regional industry managers make up the EDPNC's existing industry support team, which helps companies already operating in North Carolina prosper and expand.

The team provides manufacturers a conduit to a wide variety of services and opportunities designed to fuel business growth and expansion. Each of the regional industry managers is assigned to one of eight multicounty "prosperity zones." The managers build strong relationships with companies within their respective zones and become familiar with their needs by conducting onsite visits to tour operations, meet with owners and staff and identify barriers to growth. Then they follow up with resources to clear those hurdles.

For example, the managers coordinate assistance that includes connecting existing North Carolina businesses with resources for finding qualified workers, accessing funds to renovate buildings and buy new equipment, and otherwise assisting with business expansions. Sometimes managers connect companies with programs that help them cut costs in areas such as energy use, which can make more money available for new hiring. When regional industry managers recognize an opportunity for companies to grow business through exports, they refer them to the EDPNC's international trade team for assistance.

During FY 2016, the regional industry team supported 927 existing businesses from all over the state, up from 700 in FY 2015. The increase was fueled in part by fully staffing the team.

In FY 2016, the regional industry managers assumed from the business recruitment team full responsibility for supporting smaller expansions of companies already located in North Carolina, generally projects not eligible for state Job Development Investment Grant incentives.

The shift has provided the business recruitment team more time to focus on attracting new companies to the state and supporting larger, often incentive-driven business expansions of existing companies. It has also enabled the EDPNC to take advantage of the regional industry managers' existing relationships with businesses operating in their regions.

The shift has contributed to the EDPNC's ability to increase its involvement with business recruitment and expansion projects in Tier 1 and Tier 2 counties, designated by the North Carolina Department of Commerce as more economically distressed than Tier 3 counties such as Wake and Mecklenburg.

In FY 2016, the EDPNC's business recruitment and regional industry managers together supported 75 announced recruitment and expansion projects in Tier 1 and Tier 2 counties, calling for 6,815 new jobs and \$2.1 billion in capital investment. Those totals exceeded FY 2015 figures, when the EDPNC supported 51 recruitment and expansion projects in Tier 1 and Tier 2 counties, resulting in the announcement of 4,661 new jobs and \$1.2 billion in capital investment.

Projects in Tier 1 and Tier 2 counties made up 61 percent of the total EDPNC-supported business recruitment and expansion deals in FY 2016 vs. 50 percent in FY 2015.

International Trade Division

The EDPNC's international trade team helps North Carolina businesses identify and develop overseas sales opportunities - free of charge. That's essential, because smaller businesses often don't have staff dedicated to exploring and developing export markets.

The team has multilingual experts located in North Carolina (each of whom specializes in specific industry sectors) and seven foreign offices in Canada, Mexico, Europe, South Korea, Japan, China and Hong Kong.

All told, the partnership's North Carolina-based international trade managers and foreign offices assisted 522 North Carolina companies in FY 2016, an increase over the nearly 400 companies assisted in FY 2015. The companies the EDPNC supported in FY 2016 exported \$807 million worth of products that year. The EDPNC coordinated more than 1,000 activities for those North Carolina companies, ranging from participating in trade shows or export education programs, to meeting with potential foreign distributors for their products.

In FY 2016, the trade team reached out to companies in counties where there had been little interaction with EDPNC trade experts the year before. The goal was to make those companies better aware of the EDPNC's export promotion services.

The strategic outreach helped the international trade team increase the number counties where it supported companies - from 66 counties in FY 2015 to 90 in FY 2016.

International trade team services include providing export education programs, customized searches for new distributors or agents, and market research on international markets. The team also leads delegations of North Carolina companies to international trade shows, sets up meetings with potential buyers and distributors at shows, and provides market intelligence including economic, social and political data.

During FY 2016, the EDPNC international trade team organized almost 40 trade events for North Carolina companies including Expo Mueble in Guadalajara, Mexico; MEDICA in Dusseldorf, Germany; the Miami International Boat Show; the ITMA textile show in Milan, Italy; the Global Petroleum Show in Alberta, Canada; SEMICON China in Shanghai; and International Smart Grid in Tokyo, Japan.

The EDPNC has assisted companies such as Creedmor, N.C.-based StayOnline Corp., most recently by providing it \$3,500 in federal funds to offset company travel costs to Frankfurt, Germany, for Light + Building 2016. StayOnline, which manufactures power cords and other connectivity products, marketed its products at the world's leading trade fair for lighting and building services technology.

Bellinda Higgins and her husband, Jim, founded StayOnline in 1987. International trade manager Kuldip Wasson brought the company to its first international show in 2013. Since then, it has grown significantly, with 20 percent of its annual revenue now coming from exports. In May, StayOnline received the President's "E" Award for Exports — the highest honor the federal government can give a U.S. exporter.

Business Link North Carolina

In North Carolina, the best guides through the bureaucratic terrain of starting a small business are simply a free phone call away.

The Business Link North Carolina (BLNC) team supports the formation and success of small businesses in North Carolina by providing one-on-one counseling to would-be entrepreneurs and startups, primarily through its toll-free number.

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

The BLNC team responded to more than 20,000 calls in FY 2016, including 206 in Spanish. That volume is a big increase over the 15,185 calls BLNC handled in FY 2015. And it did so without expanding its staff of three

full-time counselors and one part-time counselor.

While BLNC took calls from all 100 North counties in both years, in FY 2016 BLNC began a strategic campaign to raise awareness of its services by reaching out directly to counties with the least call volume. Under the campaign, EDPNC's research team identifies small businesses in counties with light call volume and BLNC counselors call those businesses to build awareness and ask where they might need support.

That targeted outreach will continue in the coming year.

Also in FY 2016, BLNC expanded its marketing and outreach to minority-owned, women-owned, and veteran-owned businesses, in order to raise awareness of its services and to better support those typically underserved small businesses.

More than 60 percent of the calls coming into BLNC in FY 2016 continued to be from individuals who wanted to know what is required to establish a startup in North Carolina, whether it was a small biotech firm, a web-design company or a restaurant.

See Appendix B for Global Business Services performance metrics for FY 2015-16.

Visit North Carolina (Tourism)

The partnership's Visit North Carolina division promotes the state tourism industry, which supports more than 211,000 jobs and 44,000 small businesses in North Carolina.

Visit North Carolina (Visit NC) executes marketing programs that advance North Carolina's standing as a major destination for leisure travel, group tours, meetings and conventions, sports events, film production and retirees.

Measures ranging from visitor spending to hotel room bookings attest to the continued success of creative marketing efforts by Visit NC and its public and private partners at the state, regional and local levels. According to the latest available figures, which reflect calendar year 2015 totals:

- 54.6 million domestic tourists visited North Carolina and spent a record \$21,961,209,779, which represents a 2.7 percent annual increase that outpaced the 2.1 percent growth nationwide.
- Demand for commercial hotel/motel lodging in North Carolina increased by 3.2 percent year-over-year in 2015, to 33.8 million room nights purchased. The growth continues a five-year trend - room demand is up by more than 20 percent over the past five years.
- Direct tourism employment in North Carolina increased 3.3 percent, to 211,487, surpassing the 1.9 percent growth nationally.
- Direct tourism payroll in North Carolina increased 7.1 percent, to hit a record \$5.27 billion.
- State tax receipts connected to visitor spending rose 7 percent in 2015 over the previous year, to \$1,125,536,103.
- Local tax receipts from visitor spending grew 3.7 percent, to \$660,843,575 million.
- 2015 was another record year for VisitNC.com website traffic, which exceeded 6 million visits for the first time. (For fiscal year 2015-16, the number of consumer inquiries about travel to North Carolina, via the Visit NC family of websites and calls to Visit NC's 1-800 number, totaled 6,439,648).

Visit NC markets the state in a variety of ways, including participating in trade shows and tourism conferences, taking travel writers on tours of the state's attractions, developing relationships with tour operators, placing paid advertisements and utilizing its varied websites and social media.

Visit NC's cooperative advertising partnerships and programs are particularly important in North Carolina. Collaborative marketing with local tourism offices and industry partners helps North Carolina maintain its position as the nation's sixth most-visited state, and critically supplements a tourism marketing budget that is 11th among 13 Southern states.

Under the Visit NC cooperative marketing program, local tourism offices pay to join the state's advertising and marketing campaigns. In 2015, cooperative marketing partnerships added more than \$6 million worth of brand exposure for North Carolina and its partners.

“Vacation Big” TV-Plus Campaign

In 2015, Visit NC launched its first television campaign in nearly a decade.

The Vacation Big campaign was presented in two major feeder markets for visitors to North Carolina - Atlanta and Washington, D.C. The TV ad featured a scrolled list of North Carolina things to do, parchment that unrolls over hundreds of miles west to east, across scenic vistas stretching from Grandfather Mountain to the warm sands of the Crystal Coast. The campaign included strategic social media and public relations initiatives, incorporated real-time prize giveaways from local partners that highlighted their unique tourism offerings, and presented an online microsite showcasing the video, its featured locations, additional trip ideas and more.

All told, Vacation Big generated an estimated 518,644 trips to North Carolina, \$105 million in visitor spending and \$8.3 million in state and local tax revenue. During the course of the campaign, traffic to Visit NC's website from the Atlanta and Washington, D.C., markets increased by 83 percent.

Social Media

In 2015, Visit NC saw dramatic increases in the numbers of followers for all of its major social media platforms - Facebook, Twitter, Instagram and Pinterest. From November 2014 to November 2015, Visit NC's Facebook following grew by 42 percent, to 104,133, and Twitter followers increased by 35 percent, to 44,583. Over the same period, Visit NC's fast-growing Instagram following increased by 273 percent, to more than 25,000. The audience for Pinterest, identified as the “travel planning tool of the future,” grew by 16 percent, to more than 5,600 followers.

Visit NC is committed to pushing the boundaries of social media outlets. For example, in 2015 VisitNC (@VisitNC) became one of the first tourism destination brands to take advantage of Periscope, Twitter's new live-streaming app. Within 48 hours of the app's launch, Visit NC hosted an event that live streamed from the mountains to the coast, to show audiences how to #VacationBig in North Carolina. The quick adaptation of the new technology drew national media coverage.

International Tourism Showcase

In late 2015, Visit NC teamed up with Visit Charlotte to host the fourth annual Travel South USA International Showcase in Charlotte. The four-day trade show attracted the largest group of international tour operators to ever visit North Carolina - more than 87 tour operators from 17 countries in six continents. More than 600,000 overseas visitors came to North Carolina in 2015, an important market as they generally spend more money and stay longer than domestic visitors.

The trade show was the perfect opportunity for Visit NC and several partners from the Coast, Piedmont and Mountain regions to meet with international tour operators and media.

Award-Winning Marketing

Other tourism marketing highlights include the 2016 announcement that two Visit North Carolina campaigns had earned recognition in the 2015 Annual Adrian Awards, presented by the Hospitality Sales & Marketing Association International.

A richly illustrated Visit NC print campaign garnered a 2015 Silver Adrian Award for increasing visits to the state by showcasing North Carolina's unique settings, wildlife and art forms. Tourism research firm Longwoods International reported the campaign contributed to 1.35 million trips to the state and helped generate \$213 million in spending in 2014.

A Bronze Adrian Award recognized the dynamic Mary Chesnut Project social media campaign, in which Visit NC partnered with the North Carolina Department of Natural and Cultural Resources to mark the 150th anniversary of the Civil War's end and to highlight present-day sites, tours and reenactments. The program presented the observations of Civil War-era diarist Mary Boykin Chesnut as a meme-friendly Tumblr blog and Twitter personality. The four-month effort generated more than 12,000 followers and 1.3 million Twitter impressions.

Film Production

In fiscal year 2015-16, in-state spending by film and television productions totaled \$148,280,000 and created 11,075 jobs. Those productions took place in more than 20 counties and included:

- Completion of the first full non-Canadian shot season of "Love it or List It."
- The full first season of the new TNT series "Good Behavior" and the History Channel's "Six."
- Completion of the upcoming ABC movie event "Dirty Dancing."
- New seasons of the reality television series "A Chef's Life," "My Big, Fat Fabulous Life" and "Wicked Tuna: Outer Banks."
- Completion of the independent films "Three Billboards Outside Ebbing, Missouri" and "The Legacy of a Whitetail Deer Hunter."

See Appendix C for Tourism & Marketing performance metrics.

EDPNC Salaries and Compensation

The Economic Development Partnership of North Carolina considers several factors in determining employee salaries, including the level of 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.

In addition to their salaries, EDPNC staffers can receive performance-based compensation based on their level of performance and achievements during a full calendar year. The plan enables the EDPNC to pay an employee performance-based compensation ranging from zero up to 15 percent of his or her gross annual salary. The EDPNC fully implemented the performance-based compensation program in FY 2016 as a way to attract and retain talent.

The EDPNC's executive leadership and board of directors crafted the plan in order 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 that fosters employees who are focused on organization-wide performance metrics and managers who can drive and reward individual performance.

All full-time employees are eligible to participate in the plan, which is funded by EDPNC's private investments.

Under the performance-compensation plan, each EDPNC business unit is allotted a portion of an organization-wide compensation pool, based in part on the unit's overall performance relative to certain key performance indicators (KPIs). Business unit employees are 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 Tier 1 and Tier 2 counties. The EDPNC does not rely on formal pay scales to determine base salaries but considers factors such as

employee skill level, job and supervisory experience and market conditions. The following table lists EDPNC positions and salaries as of June 30, 2016, and indicates whether the position is paid through public funds, private funds or a combination.

Job Title	Salary	From Public Funds	From Private Funds
Business Recruitment Coordinator	\$ 46,350.00	\$ 46,350.00	
Business Recruitment Coordinator	\$ 50,000.00	\$ 50,000.00	
Business Recruitment Manager	\$ 65,000.00	\$ 65,000.00	
Business Recruitment Manager	\$ 65,000.00	\$ 65,000.00	
Business Recruitment Manager	\$ 70,000.00	\$ 70,000.00	
Business Recruitment Manager	\$ 72,000.00	\$ 72,000.00	
Business Recruitment Manager	\$ 75,000.00	\$ 75,000.00	
Business Systems Manager	\$ 67,000.00	\$ 67,000.00	
Chief Executive Officer	\$ 231,750.00	\$ 120,000.00	\$ 111,750.00
Communications Manager	\$ 57,500.00	\$ 57,500.00	
Database and Social Media Specialist	\$ 43,155.00	\$ 43,155.00	
Department Operations Manager	\$ 46,350.00	\$ 46,350.00	
Director, International Trade	\$ 90,000.00	\$ 90,000.00	
Director, Regional Operations	\$ 69,000.00	\$ 69,000.00	
Director, Tourism Research	\$ 71,881.75	\$ 71,881.75	
Film Commissioner	\$ 77,025.00	\$ 77,025.00	
Grant Manager	\$ 45,000.00	\$ 45,000.00	
Grant Manager	\$ 47,380.00	\$ 47,380.00	
Graphic Designer	\$ 48,000.00	\$ 48,000.00	
Intern	\$ 10.00/hour	\$ 10.00/hour	
Intern	\$ 15.00/hour	\$ 15.00/hour	
International Trade Manager	\$ 66,950.00	\$ 66,950.00	
International Trade Manager	\$ 66,950.00	\$ 66,950.00	
International Trade Manager	\$ 72,100.00	\$ 72,100.00	
Marketing Events Manager	\$ 55,000.00	\$ 55,000.00	
Office Manager	\$ 48,000.00	\$ 48,000.00	
Partner Relations Manager	\$ 56,650.00	\$ 56,650.00	
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	\$ 56,650.00	\$ 56,650.00	
Regional Industry Manager	\$ 56,650.00	\$ 56,650.00	
Regional Industry Manager	\$ 57,000.00	\$ 57,000.00	
Regional Industry Manager	\$ 65,000.00	\$ 65,000.00	
Research Analyst	\$ 60,000.00	\$ 60,000.00	
Research Analyst	\$ 60,000.00	\$ 60,000.00	
Research Analyst	\$ 65,000.00	\$ 65,000.00	
Senior Business Recruitment Manager	\$ 84,000.00	\$ 84,000.00	
Senior Business Recruitment Manager	\$ 90,000.00	\$ 90,000.00	
Senior International Trade Manager	\$ 79,310.00	\$ 79,310.00	
Senior International Trade Manager	\$ 79,310.00	\$ 79,310.00	
Senior Manager, Business Development	\$ 100,000.00	\$ 100,000.00	

Job Title	Salary	From Public Funds	From Private Funds
Senior Manager, Strategy and Operations	\$ 80,000.00	\$ 80,000.00	
Senior Manager, Tourism Marketing	\$ 77,025.00	\$ 77,025.00	
Senior Manager, Tourism Partner & Trade Relations	\$ 77,025.00	\$ 77,025.00	
Senior Small Business Counselor	\$ 51,500.00	\$ 51,501.00	
Small Business Counselor	\$ 20.67/hour	\$ 20.67/hour	
Small Business Counselor	\$ 40,000.00	\$ 40,000.00	
Small Business Counselor	\$ 42,500.00	\$ 42,500.00	
Staff Accountant	\$ 45,000.00	\$ 45,000.00	
Tourism Communications Specialist	\$ 51,250.00	\$ 51,250.00	
Tourism Industry Relations Specialist	\$ 53,812.50	\$ 53,812.50	
Tourism Marketing Specialist	\$ 47,150.00	\$ 47,150.00	
Tourism Marketing Specialist	\$ 48,960.00	\$ 48,960.00	
Tourism Public Relations Manager	\$ 69,700.00	\$ 69,700.00	
VP, Business Development	\$ 100,000.00	\$ 100,000.00	
VP, Business Recruitment	\$ 112,000.00	\$ 112,000.00	
VP, Finance and Administration	\$ 101,000.00	\$ 101,000.00	
VP, Global Business Services	\$ 112,500.00	\$ 112,500.00	
VP, Tourism	\$ 113,300.00	\$ 113,300.00	

EDPNC Itemized Revenues and Expenses

The EDPNC 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, 2016, included the State of North Carolina contract (\$16,994,549 in state funding); grant revenues (\$900,013); private entity fundraising (\$933,640); and other revenues (\$165,873). Itemized expenses for the fiscal year included personnel (\$5,058,630); advertising and promotion (\$9,778,229); professional fees, including contracts with foreign trade offices (\$1,960,481); travel and hospitality (\$827,516); facilities and utilities (\$374,934); information technology (\$402,571); and other general office expenses (\$266,059).

A copy of the audited financials for EDPNC's fiscal year ended June 30, 2016, 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.

EDPNC Fundraising

Pursuant to N.C. Gen. Stat. § 143b-431.01(e)(14), The EDPNC is required to raise \$1,250,000 during Year 2 of its contract with the N.C. Department of Commerce, covering the period of October 6, 2015 to October 5, 2016. Commitments received toward that total as of June 30, 2016 are detailed in the table below. The EDPNC fully anticipates meeting the \$1,250,000 fundraising requirement by October 5, 2016.

Contract Year 2 Fundraising Commitments as of 6/30/16

Organization	Contribution
AT&T	\$ 10,000.00
BB&T	\$ 10,000.00
Biltmore Farms	\$ 10,000.00
Bissell	\$ 15,000.00
Duke Energy	\$ 200,000.00
ElectriCities of NC	\$ 50,000.00
Joseph M Bryan Foundation	\$ 25,000.00
Martin Marietta	\$ 50,000.00
MetLife	\$ 50,000.00
NC Electric Membership Corporation	\$ 15,000.00
Ogletree Deakins	\$ 8,640.00
Parker Poe	\$ 30,000.00
Piedmont Natural Gas	\$ 50,000.00
PNC Bank	\$ 25,000.00
PSNC Energy	\$ 30,000.00
Red Hat	\$ 100,000.00
Womble Carlyle Sandridge & Rice	\$ 30,000.00
TOTAL	\$ 708,640.00

Appendix A: Business Recruitment Performance Metrics

Announced Jobs and Capital Investment by County

COUNTY	PROJECTS ANNOUNCED (TOTAL)	PROJECTS ANNOUNCED (NEW)	PROJECTS ANNOUNCED (EXPANSION)	JOB ANNOUNCED (TOTAL)	JOB ANNOUNCED (NEW)	JOB ANNOUNCED (EXPANSION)	INVESTMENT ANNOUNCED (TOTAL)	INVESTMENT ANNOUNCED (NEW)	INVESTMENT ANNOUNCED (EXPANSION)
Alamance	2	1	1	275	200	75	\$ 141,950,000	\$ 125,000,000	\$ 16,950,000
Alexander	0	0	0	0	0	0	\$ -	\$ -	\$ -
Alleghany	0	0	0	0	0	0	\$ -	\$ -	\$ -
Anson	0	0	0	0	0	0	\$ -	\$ -	\$ -
Ashe	0	0	0	0	0	0	\$ -	\$ -	\$ -
Avery	0	0	0	0	0	0	\$ -	\$ -	\$ -
Beaufort	2	1	1	47	15	32	\$ 3,000,000	\$ 500,000	\$ 2,500,000
Bertie	2	0	2	10	0	10	\$ 8,250,000	\$ -	\$ 8,250,000
Bladen	0	0	0	0	0	0	\$ -	\$ -	\$ -
Brunswick	2	0	2	43	0	43	\$ 5,500,000	\$ -	\$ 5,500,000
Buncombe	0	0	0	0	0	0	\$ -	\$ -	\$ -
Burke	3	0	3	95	0	95	\$ 11,589,932	\$ -	\$ 11,589,932
Cabarrus	1	1	0	49	49	0	\$ 40,000,000	\$ 40,000,000	\$ -
Caldwell	1	1	0	82	82	0	\$ 20,955,000	\$ 20,955,000	\$ -
Camden	0	0	0	0	0	0	\$ -	\$ -	\$ -
Carteret	0	0	0	0	0	0	\$ -	\$ -	\$ -
Caswell	0	0	0	0	0	0	\$ -	\$ -	\$ -
Catawba	3	1	2	534	455	79	\$ 24,860,437	\$ 6,801,437	\$ 18,059,000
Chatham	1	0	1	600	0	600	\$ 50,000,000	\$ -	\$ 50,000,000
Cherokee	1	0	1	20	0	20	\$ 12,400,000	\$ -	\$ 12,400,000
Chowan	0	0	0	0	0	0	\$ -	\$ -	\$ -
Clay	0	0	0	0	0	0	\$ -	\$ -	\$ -
Cleveland	6	5	1	508	428	80	\$ 134,450,000	\$ 54,450,000	\$ 80,000,000
Columbus	0	0	0	0	0	0	\$ -	\$ -	\$ -
Craven	1	0	1	460	0	460	\$ 80,700,000	\$ -	\$ 80,700,000
Cumberland	1	0	1	50	0	50	\$ 500,000	\$ -	\$ 500,000
Currituck	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dare	0	0	0	0	0	0	\$ -	\$ -	\$ -
Davidson	1	0	1	9	0	9	\$ 298,348	\$ -	\$ 298,348
Davie	4	2	2	570	504	66	\$ 52,565,239	\$ 12,200,000	\$ 40,365,239
Duplin	1	0	1	50	0	50	\$ 21,600,000	\$ -	\$ 21,600,000
Durham	9	5	4	1,983	774	1,209	\$ 117,225,000	\$ 94,875,000	\$ 22,350,000
Edgecombe	1	0	1	98	0	98	\$ 28,400,000	\$ -	\$ 28,400,000
Forsyth	1	0	1	300	0	300	\$ 3,500,000	\$ -	\$ 3,500,000
Franklin	0	0	0	0	0	0	\$ -	\$ -	\$ -
Gaston	1	0	1	25	0	25	\$ 125,000	\$ -	\$ 125,000
Gates	0	0	0	0	0	0	\$ -	\$ -	\$ -
Graham	0	0	0	0	0	0	\$ -	\$ -	\$ -
Granville	0	0	0	0	0	0	\$ -	\$ -	\$ -
Greene	0	0	0	0	0	0	\$ -	\$ -	\$ -
Guilford	10	3	7	1,784	360	1,424	\$ 154,387,000	\$ 16,487,000	\$ 137,900,000
Halifax	2	2	0	190	190	0	\$ 9,250,000	\$ 9,250,000	\$ -
Harnett	0	0	0	0	0	0	\$ -	\$ -	\$ -
Haywood	0	0	0	0	0	0	\$ -	\$ -	\$ -
Henderson	3	3	0	426	426	0	\$ 224,241,782	\$ 224,241,782	\$ -
Hertford	0	0	0	0	0	0	\$ -	\$ -	\$ -
Hoke	0	0	0	0	0	0	\$ -	\$ -	\$ -
Hyde	0	0	0	0	0	0	\$ -	\$ -	\$ -
Iredell	0	0	0	0	0	0	\$ -	\$ -	\$ -
Jackson	0	0	0	0	0	0	\$ -	\$ -	\$ -
Johnston	2	0	2	1,081	0	1,081	\$ 1,444,000,000	\$ -	\$ 1,444,000,000

COUNTY	PROJECTS ANNOUNCED (TOTAL)	PROJECTS ANNOUNCED (NEW)	PROJECTS ANNOUNCED (EXPANSION)	JOB ANNOUNCED (TOTAL)	JOB ANNOUNCED (NEW)	JOB ANNOUNCED (EXPANSION)	INVESTMENT ANNOUNCED (TOTAL)	INVESTMENT ANNOUNCED (NEW)	INVESTMENT ANNOUNCED (EXPANSION)
Jones	0	0	0	0	0	0	\$ -	\$ -	\$ -
Lee	2	0	2	101	0	101	\$ 43,200,000	\$ -	\$ 43,200,000
Lenoir	2	1	1	181	109	72	\$ 5,400,000	\$ 900,000	\$ 4,500,000
Lincoln	0	0	0	0	0	0	\$ -	\$ -	\$ -
Macon	1	0	1	35	0	35	\$ 3,200,000	\$ -	\$ 3,200,000
Madison	1	1	0	26	26	0	\$ 635,000	\$ 635,000	\$ -
Martin	2	1	1	53	38	15	\$ 12,750,000	\$ 12,000,000	\$ 750,000
McDowell	3	0	3	61	0	61	\$ 1,050,000	\$ -	\$ 1,050,000
Mecklenburg	16	8	8	3,059	2,003	1,056	\$ 268,111,000	\$ 168,725,000	\$ 99,386,000
Mitchell	0	0	0	0	0	0	\$ -	\$ -	\$ -
Montgomery	2	0	2	30	0	30	\$ 1,800,000	\$ -	\$ 1,800,000
Moore	0	0	0	0	0	0	\$ -	\$ -	\$ -
Nash	0	0	0	0	0	0	\$ -	\$ -	\$ -
New Hanover	2	0	2	125	0	125	\$ 22,800,000	\$ -	\$ 22,800,000
Northampton	1	0	1	0	0	0	\$ 17,900,000	\$ -	\$ 17,900,000
Onslow	0	0	0	0	0	0	\$ -	\$ -	\$ -
Orange	0	0	0	0	0	0	\$ -	\$ -	\$ -
Pamlico	0	0	0	0	0	0	\$ -	\$ -	\$ -
Pasquotank	2	1	1	60	10	50	\$ 613,000,000	\$ 600,000,000	\$ 13,000,000
Pender	0	0	0	0	0	0	\$ -	\$ -	\$ -
Perquimans	0	0	0	0	0	0	\$ -	\$ -	\$ -
Person	1	1	0	63	63	0	\$ 4,400,000	\$ 4,400,000	\$ -
Pitt	1	0	1	110	0	110	\$ 65,000,000	\$ -	\$ 65,000,000
Polk	0	0	0	0	0	0	\$ -	\$ -	\$ -
Randolph	0	0	0	0	0	0	\$ -	\$ -	\$ -
Richmond	2	1	1	205	175	30	\$ 29,200,000	\$ 18,300,000	\$ 10,900,000
Robeson	4	1	3	280	73	207	\$ 114,770,425	\$ 110,000,000	\$ 4,770,425
Rockingham	1	0	1	87	0	87	\$ 28,000,000	\$ -	\$ 28,000,000
Rowan	0	0	0	0	0	0	\$ -	\$ -	\$ -
Rutherford	3	2	1	217	187	30	\$ 106,194,895	\$ 103,594,895	\$ 2,600,000
Sampson	2	1	1	57	36	21	\$ 7,483,000	\$ 3,983,000	\$ 3,500,000
Scotland	1	0	1	7	0	7	\$ 12,500,000	\$ -	\$ 12,500,000
Stanly	0	0	0	0	0	0	\$ -	\$ -	\$ -
Stokes	0	0	0	0	0	0	\$ -	\$ -	\$ -
Surry	0	0	0	0	0	0	\$ -	\$ -	\$ -
Swain	0	0	0	0	0	0	\$ -	\$ -	\$ -
Transylvania	1	0	1	8	0	8	\$ 350,000	\$ -	\$ 350,000
Tyrell	1	1	0	10	10	0	\$ 500,000	\$ 500,000	\$ -
Union	0	0	0	0	0	0	\$ -	\$ -	\$ -
Vance	1	0	1	0	0	0	\$ 44,700,000	\$ -	\$ 44,700,000
Wake	3	2	1	523	273	250	\$ 26,670,000	\$ 17,670,000	\$ 9,000,000
Warren	0	0	0	0	0	0	\$ -	\$ -	\$ -
Washington	0	0	0	0	0	0	\$ -	\$ -	\$ -
Watauga	0	0	0	0	0	0	\$ -	\$ -	\$ -
Wayne	1	0	1	30	0	30	\$ 3,000,000	\$ -	\$ 3,000,000
Wilkes	0	0	0	0	0	0	\$ -	\$ -	\$ -
Wilson	2	0	2	0	0	0	\$ 204,018,000	\$ -	\$ 204,018,000
Yadkin	1	0	1	19	0	19	\$ 3,101,281	\$ -	\$ 3,101,281
Yancey	2	1	1	170	20	150	\$ 16,500,000	\$ 1,500,000	\$ 15,000,000
TOTAL	122	47	75	14,806	6,506	8,300	\$ 4,245,981,339	\$ 1,646,968,114	\$ 2,599,013,225

Announced Jobs and Capital Investment by Tier

TIER	PROJECTS ANNOUNCED (TOTAL)	PROJECTS ANNOUNCED (NEW)	PROJECTS ANNOUNCED (EXPANSION)	JOB ANNOUNCED (TOTAL)	JOB ANNOUNCED (NEW)	JOB ANNOUNCED (EXPANSION)	INVESTMENT ANNOUNCED (TOTAL)	INVESTMENT ANNOUNCED (NEW)	INVESTMENT ANNOUNCED (EXPANSION)
TIER 1	43	14	29	3,399	1,323	2,076	\$ 1,606,028,247	\$ 998,844,895	\$ 607,183,352
TIER 2	32	12	20	3,416	1,875	1,541	\$ 496,183,310	\$ 218,039,437	\$ 278,143,873
TIER 3	47	21	26	7,991	3,308	4,683	\$ 2,143,769,782	\$ 430,083,782	\$ 1,713,686,000
TOTAL	122	47	75	14,806	6,506	8,300	\$ 4,245,981,339	\$ 1,646,968,114	\$ 2,599,013,225

Announced Jobs and Capital Investment by Prosperity Zone

PROSPERITY ZONE	PROJECTS ANNOUNCED (TOTAL)	PROJECTS ANNOUNCED (NEW)	PROJECTS ANNOUNCED (EXPANSION)	JOB ANNOUNCED (TOTAL)	JOB ANNOUNCED (NEW)	JOB ANNOUNCED (EXPANSION)	INVESTMENT ANNOUNCED (TOTAL)	INVESTMENT ANNOUNCED (NEW)	INVESTMENT ANNOUNCED (EXPANSION)
North Central	21	10	11	4485	1345	3140	\$ 2,020,513,000	\$ 246,445,000	\$ 1,774,068,000
Northeast	17	5	12	1010	251	759	\$ 741,850,000	\$ 624,950,000	\$ 116,900,000
Northwest	13	5	8	1803	923	880	\$ 193,260,442	\$ 137,756,437	\$ 55,504,005
Central	15	5	10	1748	814	934	\$ 165,051,868	\$ 25,187,000	\$ 139,864,868
South Central	15	4	11	1867	322	1545	\$ 408,248,352	\$ 144,283,000	\$ 263,965,352
Southeast	10	2	8	606	186	420	\$ 91,500,000	\$ 9,100,000	\$ 82,400,000
Southwest	21	11	10	2,555	2,026	529	\$ 278,536,000	\$ 130,775,000	\$ 147,761,000
Western	10	6	4	732	639	93	\$ 347,021,677	\$ 328,471,677	\$ 18,550,000
TOTAL	122	48	74	14,806	6,506	8,300	\$ 4,245,981,339	\$ 1,646,968,114	\$ 2,599,013,225

Foreign Direct Investment by Tier

TIER	PROJECTS ANNOUNCED (TOTAL)	PROJECTS ANNOUNCED (NEW)	PROJECTS ANNOUNCED (EXPANSION)	JOB ANNOUNCED (TOTAL)	JOB ANNOUNCED (NEW)	JOB ANNOUNCED (EXPANSION)	INVESTMENT ANNOUNCED (TOTAL)	INVESTMENT ANNOUNCED (NEW)	INVESTMENT ANNOUNCED (EXPANSION)
TIER 1	10	6	4	872	356	516	\$ 825,792,000	\$ 644,650,000	\$ 181,142,000
TIER 2	5	2	3	590	350	240	\$ 303,939,932	\$ 156,000,000	\$ 147,939,932
TIER 3	7	6	1	1,545	804	741	\$ 1,533,105,000	\$ 259,105,000	\$ 1,274,000,000
TOTAL	22	14	8	3,007	1,510	1,497	\$ 2,662,836,932	\$ 1,059,755,000	\$ 1,603,081,932

Foreign Direct Investment by Prosperity Zone

PROSPERITY ZONE	PROJECTS ANNOUNCED (TOTAL)	PROJECTS ANNOUNCED (NEW)	PROJECTS ANNOUNCED (EXPANSION)	JOB ANNOUNCED (TOTAL)	JOB ANNOUNCED (NEW)	JOB ANNOUNCED (EXPANSION)	INVESTMENT ANNOUNCED (TOTAL)	INVESTMENT ANNOUNCED (NEW)	INVESTMENT ANNOUNCED (EXPANSION)
North Central	6	3	3	1269	578	691	\$ 1,481,188,000	\$ 162,470,000	\$ 1,318,718,000
Northeast	4	4	0	241	241	0	\$ 624,450,000	\$ 624,450,000	\$ -
Northwest	1	0	1	50	0	50	\$ 2,939,932	\$ -	\$ 2,939,932
Central	0	0	0	0	0	0	\$ -	\$ -	\$ -
South Central	4	1	3	664	38	626	\$ 173,424,000	\$ 12,000,000	\$ 161,424,000
Southeast	1	1	0	77	77	0	\$ 8,200,000	\$ 8,200,000	\$ -
Southwest	3	1	2	280	150	130	\$ 151,000,000	\$ 31,000,000	\$ 120,000,000
Western	3	3	0	426	426	0	\$ 221,635,000	\$ 221,635,000	\$ -
TOTAL	22	13	9	3,007	1,510	1,497	\$ 2,662,836,932	\$ 1,059,755,000	\$ 1,603,081,932

Number of Business Inquiries

During FY2016, EDPNC received **159,318 inquiries** for business relocation, investment, and expansion as measured by web traffic.

Appendix B: Global Business Services Performance Metrics

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	9	Cumberland	9	Johnston	7	Randolph	16
Alexander	5	Currituck	4	Jones	2	Richmond	9
Alleghany	4	Dare	8	Lee	9	Robeson	20
Anson	3	Davidson	10	Lenoir	7	Rockingham	12
Ashe	8	Davie	3	Lincoln	12	Rowan	2
Avery	4	Duplin	4	Macon	4	Rutherford	5
Beaufort	8	Durham	11	Madison	3	Sampson	8
Bertie	5	Edgecombe	1	Martin	6	Scotland	13
Bladen	6	Forsyth	21	McDowell	20	Stanly	6
Brunswick	18	Franklin	9	Mecklenburg	46	Stokes	1
Buncombe	21	Gaston	4	Mitchell	14	Surry	8
Burke	32	Gates	2	Montgomery	5	Swain	1
Cabarrus	4	Graham	3	Moore	12	Transylvania	2
Caldwell	15	Granville	9	Nash	5	Tyrell	5
Camden	2	Greene	6	New Hanover	39	Union	9
Carteret	4	Guilford	51	Northampton	6	Vance	3
Caswell	1	Halifax	6	Onslow	5	Wake	62
Catawba	23	Harnett	7	Orange	9	Warren	3
Chatham	8	Haywood	3	Pamlico	2	Washington	2
Cherokee	8	Henderson	15	Pasquotank	6	Watauga	16
Chowan	5	Hertford	7	Pender	8	Wayne	7
Clay	3	Hoke	4	Perquimans	2	Wilkes	11
Cleveland	16	Hyde	3	Person	8	Wilson	10
Columbus	2	Iredell	13	Pitt	7	Yadkin	4
Craven	8	Jackson	5	Polk	4	Yancey	4
TOTAL	222	TOTAL	218	TOTAL	248	TOTAL	239

Number of Existing Companies Supported by Tier

TIER DESIGNATION	Number of Existing Companies Supported
TIER 1	271
TIER 2	296
TIER 3	360
TOTAL	927

Number of Existing Companies Supported by Prosperity Zone

Prosperity Zone	Number of Existing Companies Supported
North Central	158
Northeast	83
Northwest	159
Central	130
South Central	93
Southeast	110
Southwest	112
Western	82
TOTAL	927

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	19	\$ 3,874,000
Alexander	1	\$ -
Alleghany	0	\$ -
Anson	0	\$ -
Ashe	0	\$ -
Avery	2	\$ 6,000
Beaufort	8	\$ 1,150,000
Bertie	1	\$ -
Bladen	0	\$ -
Brunswick	8	\$ 2,467,324
Buncombe	14	\$ 7,444,585
Burke	8	\$ 280,000
Cabarrus	4	\$ 44,288,847
Caldwell	10	\$ 13,003,000
Camden	1	\$ -
Carteret	1	\$ -
Caswell	2	\$ 530,000
Catawba	15	\$ 187,298
Chatham	4	\$ -
Cherokee	0	\$ -
Chowan	2	\$ 550,000
Clay	1	\$ -
Cleveland	1	\$ -
Columbus	3	\$ -
Craven	3	\$ 12,500,000
Cumberland	3	\$ -
Currituck	2	\$ -
Dare	1	\$ -
Davidson	7	\$ 112,000
Davie	3	\$ 22,911,138
Duplin	1	\$ 2,500,000
Durham	23	\$ 2,400,000
Edgecombe	4	\$ -
Forsyth	10	\$ 2,616,817
Franklin	1	\$ -
Gaston	9	\$ 9,875,079
Gates	1	\$ -
Graham	0	\$ -
Granville	1	\$ 3,400,000
Greene	1	\$ -
Guilford	54	\$ 217,973,957
Halifax	2	\$ -
Harnett	3	\$ -
Haywood	2	\$ 4,500,000
Henderson	4	\$ -
Hertford	1	\$ -
Hoke	1	\$ -
Hyde	1	\$ -
Iredell	13	\$ 3,082,402
Jackson	1	\$ -

COUNTY	# of Companies Receiving Export Assistance	Export Value (USD)
Johnston	2	\$ -
Jones	0	\$ -
Lee	3	\$ 370,850,995
Lenoir	1	\$ 23,417,500
Lincoln	1	\$ -
Macon	2	\$ -
Madison	2	\$ -
Martin	1	\$ -
McDowell	1	\$ 860,000
Mecklenburg	71	\$ 3,331,817
Mitchell	3	\$ -
Montgomery	3	\$ -
Moore	6	\$ 560,000
Nash	5	\$ -
New Hanover	18	\$ 40,305
Northampton	1	\$ -
Onslow	4	\$ -
Orange	8	\$ 915,000
Pamlico	0	\$ -
Pasquotank	1	\$ -
Pender	3	\$ -
Perquimans	1	\$ -
Person	1	\$ -
Pitt	5	\$ 2,800,000
Polk	2	\$ -
Randolph	13	\$ 2,166,720
Richmond	1	\$ -
Robeson	3	\$ -
Rockingham	2	\$ 8,000,000
Rowan	4	\$ 9,000,000
Rutherford	2	\$ -
Sampson	0	\$ -
Scotland	2	\$ 500,000
Stanly	1	\$ -
Stokes	1	\$ -
Surry	2	\$ -
Swain	1	\$ 575,000
Transylvania	1	\$ -
Tyrell	1	\$ -
Union	8	\$ 433,888
Vance	1	\$ -
Wake	65	\$ 27,842,248
Warren	1	\$ -
Washington	1	\$ -
Watauga	3	\$ -
Wayne	1	\$ -
Wilkes	2	\$ -
Wilson	2	\$ -
Yadkin	2	\$ -
Yancey	0	\$ -

TOTAL # OF COMPANIES SUPPORTED	522
TOTAL EXPORT VALUE	\$806,945,920

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

Tier Designation	# of Companies Receiving Export Assistance	Export Value (USD)
TIER 1	75	\$ 49,193,220
TIER 2	146	\$ 440,981,327
TIER 3	301	\$ 316,771,373
TOTAL	522	\$ 806,945,920

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

Prosperity Zone	# of Companies Receiving Export Assistance	Export Value (USD)
North Central	123	\$ 405,408,243
Northeast	28	\$ 4,500,000
Northwest	44	\$ 13,453,000
Central	112	\$ 258,184,632
South Central	20	\$ 1,060,000
Southeast	45	\$ 40,925,129
Southwest	113	\$ 70,035,331
Western	37	\$ 13,379,585
TOTAL	522	\$ 806,945,920

Number of Business Inquiries

During FY2016, **42** Global Business Services leads resulted in a company expansion.

Appendix C: Tourism & Marketing Performance Metrics

Calendar Year 2015 Visitor Spending and State and Local Tax Revenue by County

County	Visitor Spending	State & Local Tax Revenues
ALAMANCE	\$ 171,883,828.70	\$ 13,111,243
ALEXANDER	\$ 18,828,221.81	\$ 1,829,157
ALLEGHANY	\$ 22,478,890.28	\$ 2,570,193
ANSON	\$ 16,478,993.05	\$ 1,375,995
ASHE	\$ 51,592,929.59	\$ 5,436,552
AVERY	\$ 113,613,052.53	\$ 10,686,729
BEAUFORT	\$ 77,713,226.07	\$ 8,521,319
BERTIE	\$ 13,184,793.61	\$ 1,474,748
BLADEN	\$ 37,993,167.85	\$ 3,410,337
BRUNSWICK	\$ 508,875,877.03	\$ 54,402,437
BUNCOMBE	\$ 1,000,952,014.13	\$ 83,403,913
BURKE	\$ 93,998,735.42	\$ 7,837,508
CABARRUS	\$ 411,581,120.93	\$ 30,731,769
CALDWELL	\$ 51,163,556.53	\$ 4,380,166
CAMDEN	\$ 1,974,353.22	\$ 271,106
CARTERET	\$ 336,957,896.61	\$ 34,930,786
CASWELL	\$ 8,464,943.89	\$ 999,221
CATAWBA	\$ 252,789,746.38	\$ 21,459,144
CHATHAM	\$ 32,456,530.26	\$ 2,527,761
CHEROKEE	\$ 42,441,151.19	\$ 4,372,979
CHOWAN	\$ 20,023,389.72	\$ 2,239,816
CLAY	\$ 12,600,841.31	\$ 1,916,774
CLEVELAND	\$ 101,104,922.37	\$ 7,775,250
COLUMBUS	\$ 52,490,221.03	\$ 4,472,281
CRAVEN	\$ 130,546,575.05	\$ 10,005,679
CUMBERLAND	\$ 504,186,224.97	\$ 37,834,856
CURRITUCK	\$ 146,926,029.59	\$ 13,100,848
DARE	\$ 1,052,685,849.98	\$ 97,513,310
DAVIDSON	\$ 155,057,873.76	\$ 13,742,524
DAVIE	\$ 34,731,127.80	\$ 2,567,017
DUPLIN	\$ 39,163,513.45	\$ 3,559,787
DURHAM	\$ 727,035,033.91	\$ 63,242,890
EDGECOMBE	\$ 55,983,912.22	\$ 4,126,305
FORSYTH	\$ 809,304,002.70	\$ 62,786,772
FRANKLIN	\$ 22,639,027.38	\$ 1,836,101
GASTON	\$ 241,572,611.28	\$ 17,822,187
GATES	\$ 6,209,985.40	\$ 617,240
GRAHAM	\$ 25,535,464.16	\$ 2,908,490
GRANVILLE	\$ 45,692,286.01	\$ 3,996,072
GREENE	\$ 5,596,745.98	\$ 515,963
GUILFORD	\$ 1,296,289,459.57	\$ 96,628,715
HALIFAX	\$ 89,715,874.17	\$ 7,739,731
HARNETT	\$ 80,409,744.56	\$ 6,295,401
HAYWOOD	\$ 167,561,291.83	\$ 15,531,558
HENDERSON	\$ 257,946,496.49	\$ 22,726,205
HERTFORD	\$ 27,732,239.93	\$ 2,369,274
HOKE	\$ 10,810,719.69	\$ 777,795
HYDE	\$ 33,538,233.74	\$ 3,411,575
IREDELL	\$ 233,798,966.19	\$ 20,032,487
JACKSON	\$ 175,916,006.89	\$ 17,832,569

County	Visitor Spending	State & Local Tax Revenues
JOHNSTON	\$ 221,721,534.71	\$ 18,003,711
JONES	\$ 3,985,315.96	\$ 371,989
LEE	\$ 71,638,099.58	\$ 5,588,397
LENOIR	\$ 81,109,737.21	\$ 6,131,462
LINCOLN	\$ 52,375,607.40	\$ 4,477,263
MACON	\$ 154,227,793.63	\$ 19,164,984
MADISON	\$ 35,853,220.40	\$ 3,487,232
MARTIN	\$ 30,288,145.43	\$ 2,405,509
MCDOWELL	\$ 54,303,448.57	\$ 4,830,618
MECKLENBURG	\$ 5,037,903,454.15	\$ 361,289,173
MITCHELL	\$ 22,118,994.40	\$ 1,933,747
MONTGOMERY	\$ 27,651,592.83	\$ 4,121,571
MOORE	\$ 441,837,909.96	\$ 35,686,452
NASH	\$ 276,177,213.57	\$ 22,031,719
NEW HANOVER	\$ 520,863,862.65	\$ 46,170,852
NORTHAMPTON	\$ 13,641,033.43	\$ 1,777,527
ONSLow	\$ 216,179,340.99	\$ 19,527,834
ORANGE	\$ 184,445,701.01	\$ 13,950,037
PAMLICO	\$ 17,110,418.46	\$ 2,579,886
PASQUOTANK	\$ 59,474,914.31	\$ 4,642,729
PENDER	\$ 92,344,851.26	\$ 10,824,242
PERQUIMANS	\$ 9,801,738.83	\$ 1,521,542
PERSON	\$ 35,405,520.96	\$ 2,880,106
PITT	\$ 218,830,274.68	\$ 16,259,553
POLK	\$ 26,755,595.29	\$ 2,913,137
RANDOLPH	\$ 131,337,029.91	\$ 10,135,639
RICHMOND	\$ 46,910,958.77	\$ 3,383,597
ROBESON	\$ 137,879,811.42	\$ 10,776,083
ROCKINGHAM	\$ 67,648,335.99	\$ 5,230,070
ROWAN	\$ 160,465,156.43	\$ 13,704,061
RUTHERFORD	\$ 164,087,230.61	\$ 14,803,728
SAMPSON	\$ 48,293,903.86	\$ 4,261,793
SCOTLAND	\$ 42,216,364.88	\$ 3,075,217
STANLY	\$ 76,181,548.78	\$ 6,720,504
STOKES	\$ 23,399,952.66	\$ 2,117,139
SURRY	\$ 116,618,746.50	\$ 9,005,491
SWAIN	\$ 193,214,252.05	\$ 16,330,035
TRANSYLVANIA	\$ 88,855,854.52	\$ 7,512,995
TYRRELL	\$ 3,572,524.72	\$ 505,825
UNION	\$ 125,999,351.27	\$ 9,253,653
VANCE	\$ 46,170,920.12	\$ 4,143,879
WAKE	\$ 2,072,030,830.58	\$ 154,888,129
WARREN	\$ 25,440,483.24	\$ 3,184,891
WASHINGTON	\$ 14,686,316.88	\$ 1,448,249
WATAUGA	\$ 231,442,418.43	\$ 20,637,243
WAYNE	\$ 156,154,176.80	\$ 12,176,899
WILKES	\$ 72,190,516.33	\$ 5,304,885
WILSON	\$ 111,251,258.73	\$ 8,727,668
YADKIN	\$ 36,161,712.88	\$ 2,827,901
YANCEY	\$ 34,727,122.42	\$ 3,994,295
STATE TOTALS	\$ 21,961,209,798.67	\$ 1,786,379,678

Calendar Year 2015 Visitor Spending and State & Local Tax Revenue by Tier

Tier	Visitor Spending	State & Local Tax Revenues
1	\$ 2,361,278,901.22	\$ 214,993,255.39
2	\$ 6,132,496,145.96	\$ 505,889,088.42
3	\$ 13,467,434,751.49	\$ 1,065,497,334.31
Total	\$ 21,961,209,798.67	\$ 1,786,379,678.12

Calendar Year 2015 Visitor Spending and State & Local Tax Revenue by Prosperity Zone

Prosperity Zone	Visitor Spending	State & Local Tax Revenues
Western	\$ 2,345,947,213	\$ 212,904,598
Northwest	\$ 1,019,247,633	\$ 90,900,237
Southwest	\$ 6,457,461,732	\$ 473,182,342
Central	\$ 2,850,897,014	\$ 219,151,733
North Central	\$ 3,565,085,712	\$ 280,537,377
South Central	\$ 1,350,270,875	\$ 107,799,981
Northeast	\$ 2,263,411,308	\$ 200,705,595
Southeast	\$ 2,108,888,311	\$ 201,197,816
Total	\$ 21,961,209,799	\$ 1,786,379,678

Number of Consumer Inquiries

During FY2016, EPNDC's tourism division – VisitNC – received **6,439,648** consumer inquiries as measured by web traffic plus call center activity.

Attachment 3

Listing of Each Entity Referred to Commerce by the EDPNC in FY 15-16

Companies Locating or Expanding in North Carolina
(Referred in FY 15-16, Announced July 1, 2015 – September 1, 2016)

Entity Name	Jobs Announced	Capital Investment Announced	Tier	County
AAI Pharma Services Corp.	37	\$15,800,000.00	3	New Hanover
AccuMED Corporation	50	\$3,500,000.00	2	Davie
Alamac America Knits LLC	189	\$1,141,352.00	1	Robeson
Altec Industries Inc	150	\$15,000,000.00	2	Yancey
Amphenol Antenna Solutions	23	\$2,335,000.00	2	Catawba
Ardagh Glass Inc.	0	\$40,018,000.00	2	Wilson
Ashley Furniture Industries, Inc.	454	\$8,700,000.00	2	Davie
Associated Materials LLC	72	\$4,500,000.00	1	Lenoir
Aurobindo Pharma USA Inc.	275	\$31,700,000.00	3	Durham
B&G Foods, Inc.	58	\$7,600,000.00	2	Yadkin
Braeburn Pharmaceuticals	52	\$19,900,000.00	3	Durham
BSH Home Appliances Corp	460	\$80,700,000.00	2	Craven
Buck Stove Corp	5	\$150,000.00	2	Mitchell
CMI Enterprises, Inc.	30	\$2,600,000.00	1	Rutherford
Core-Mark International, Inc.	25	\$125,000.00	2	Lee
Corning Optical Communications	150	\$38,700,000.00	3	Mecklenburg
Coty Cosmetics, Inc.	25	\$31,200,000.00	2	Lee
Craftmaster Furniture, Inc	30	\$1,800,000.00	1	Alexander
DAE Systems	53	\$7,300,000.00	2	Catawba
DB Global Technology Inc.	250	\$9,000,000.00	3	Wake
Demmel AG	50	\$4,000,000.00	3	Henderson
Direct Pack, Inc.	94	\$12,750,000.00	1	Richmond
Dollar Express	101	\$11,750,000.00	3	Mecklenburg
DuPont Pioneer	7	\$12,500,000.00	1	Scotland
Fidelity Investments	600	\$8,000,000.00	3	Durham
Foundation Medicine	170	\$11,900,000.00	3	Wake
Frontier Communications	200	\$4,300,000.00	3	Durham
Garland Shirt Company	21	\$3,500,000.00	2	Sampson
GF Linamar	350	\$217,000,000.00	3	Buncombe
Grifols Therapeutics	390	\$210,000,000.00	3	Johnston
Hillshire Brands Company	98	\$28,400,000.00	1	Edgecombe
Hoffman Materials LLC	82	\$20,955,000.00	2	Caldwell



Humacyte Inc	115	\$38,000,000.00	3	Durham
Intertape Polymer Group	49	\$40,000,000.00	3	Cabarrus
Ivar's Cabinet Shop	27	\$2,800,000.00	2	Cleveland
KSM Castings GmbH	80	\$80,000,000.00	2	Cleveland
Metrics, Inc.	110	\$65,000,000.00	2	Pitt
National Distribution Centers, LLC	120	\$4,050,000.00	3	Guilford
North State Aviation LLC	109	\$900,000.00	1	Lenoir
Novozymes North America Inc	110	\$100,000,000.00	2	Franklin
Nypro Carolina	75	\$16,950,000.00	2	Alamance
Parkdale America	147	\$97,000,000.00	1	Rutherford
Perdue Farms Inc	30	\$10,900,000.00	1	Richmond
Prescient Company	200	\$14,000,000.00	2	Alamance
Radix Bay-Taber City	27	\$286,000.00	1	Columbus
Red Ventures	500	\$5,000,000.00	3	Mecklenburg
Relias Learning	470	\$4,500,000.00	3	Wake
RF Micro Devices Inc	100	\$25,000,000.00	2	Guilford
RSI Home Products Inc	175	\$18,300,000.00	1	Richmond
Smart Products	26	\$3,241,782.00	3	Henderson
Swelect Energy Systems	155	\$4,750,000.00	1	Halifax
Tektone Sound & Signal Manufacturing Inc	35	\$3,200,000.00	1	Macon
Temprano Techvestors	75	\$260,000.00	2	Catawba
Unifi, Inc.	87	\$28,000,000.00	2	Rockingham
Uniquetex, LLC	150	\$31,000,000.00	2	Cleveland
U-Play Corporation	88	\$21,250,000.00	2	Wayne
US Cold Storage	50	\$21,600,000.00	2	Duplin
Willowtree	98	\$245,000	3	Durham
Yokohama Rubber Ltd.	54	\$2,900,000.00	3	Cabarrus

Companies Not Selecting North Carolina

Entity	Jobs	Capital Investment	Tier(s) Under Consideration	Counties Considered
CompuCom Systems Inc	1,500	\$49,500,000.00	3	Mecklenburg
DIANA Foods	119	\$70,000,000.00	1; 2	Catawba; Cleveland
Dollar Tree	900	\$100,000,000.00	3	Mecklenburg
Fairfield Industries, Inc	21	\$1,600,000.00	1; 3	Bladen; Brunswick; New Hanover
Maximus, Inc	1,213	\$5,000,000.00	2	Cumberland
Mohawk Industries	200	\$100,000,000.00	2	Davidson
NOT DISCLOSED	99	\$4,000,000.00	3	Forsyth
NOT DISCLOSED	220	\$150,000,000.00	2; 3	Alamance; Durham; Johnston; Wake
NOT DISCLOSED	748	\$42,000,000.00	3	Chatham; Durham; Wake



NOT DISCLOSED	838	\$7,350,000.00	3	Mecklenburg
Otto Fuchs KG	703	\$691,000,000.00	1; 2; 3	Statewide; Alamance
PayPal	400	\$3,600,000	3	Mecklenburg
Peet's Coffee & Tea	160	\$40,000,000.00	2; 3	Nash; Wake
Sentury Tire	1,019	\$530,100,000.00	1; 2; 3	Brunswick; Burke; Chatham; Cleveland; Davidson; Edgecombe; Lee; Randolph; Sampson
Voxpro Group	1,000	\$500,000.00	2; 3	Cumberland; Durham; Guilford; Nash; Wake

**Companies Still Considering a North Carolina Location, as of
September 1, 2016**

Tier	No. of Projects	Jobs	Investment
Tier 1	8	2,208	\$684,744,333.00
Tier 2	15	2,638	\$756,347,659 .00
Tier 3	38	12,323	\$1,501,269,180.00
Tiers 1, 2	5	1,631	\$342,100,000.00
Tiers 2, 3	12	3,454	\$1,147,449,256.00
Tiers 1, 2, 3	7	932	\$319,022,488.00



Attachment 4

Issues of Non-Compliance by the EDPNC and Response from Commerce in FY 15-16

Date	Instance of Non-Compliance	Commerce Response
None	None	None



Attachment 5

Listing of Each Person or Entity Solicited for Funds by the Secretary of Commerce on Behalf of the EDPNC in FY 15-16

Date	Entity	Amount of Funds Donated
None	None	None



Attachment 6

Listing of Gifts/Contributions Received by the EDPNC by Entity Receiving Award from Commerce in FY15-16*

Name of Entity	Amount of Gift	Amount of Award
None	None	None

**This does not include local governments through which awards for some programs flow.*

