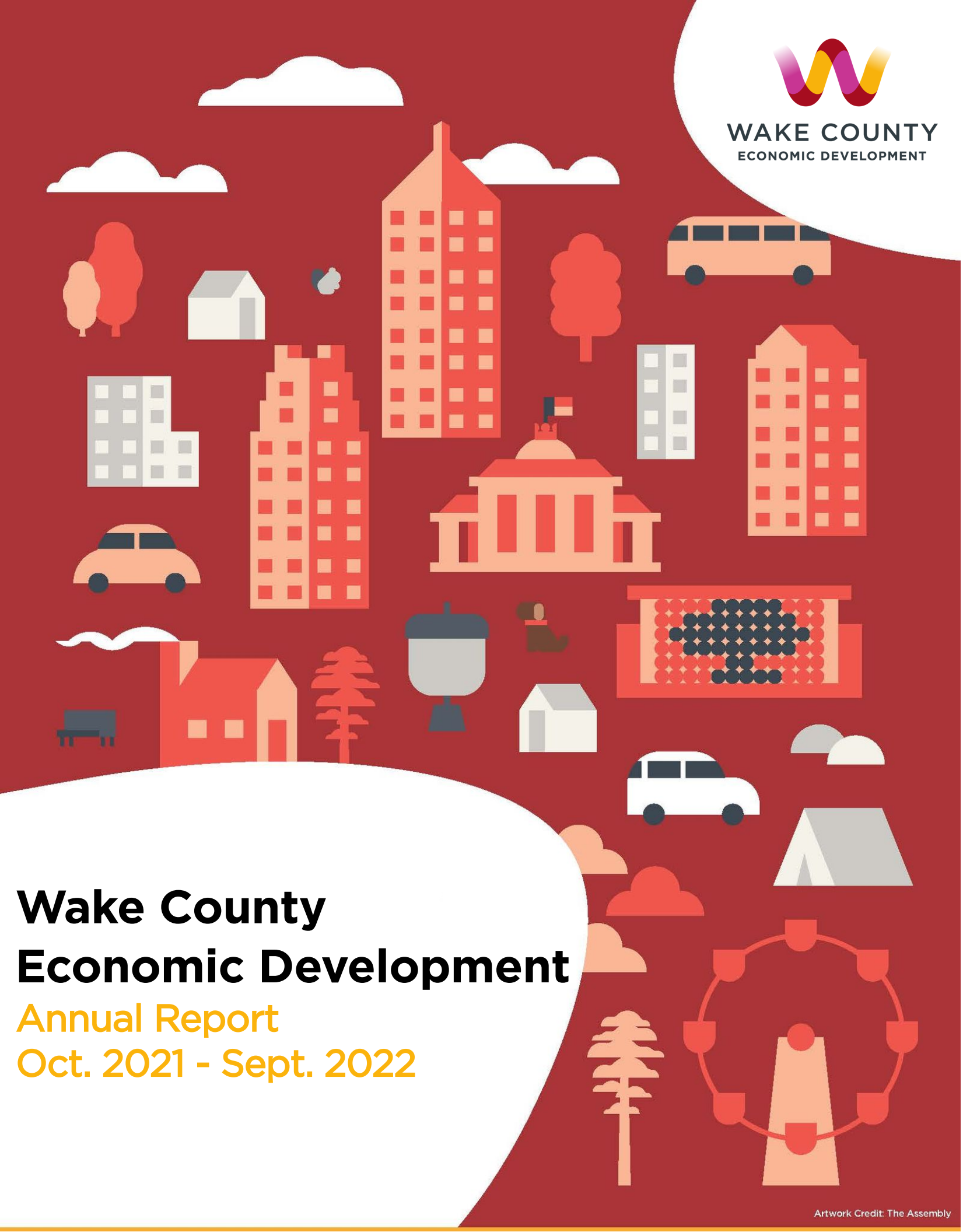




WAKE COUNTY
ECONOMIC DEVELOPMENT



Wake County **Economic Development** Annual Report Oct. 2021 - Sept. 2022

5 Pillars of Economic Development

Each year Wake County Economic Development, WCED with valuable input from private sector EDGE partners and public sector partners, creates a program of work and a set of Key Performance Indicators (KPIs). The program of work allows WCED to better align efforts and resources to address economic development opportunities. The KPIs allow WCED to better track and understand the impact of our economic development efforts. Our KPIs for FY 2021-2021 were organized into 5 Pillars.



Pillar 1 | Economic Prosperity

Increase economic prosperity and opportunity by supporting the growth of existing companies and attracting new high-quality jobs and investment, with an emphasis on headquarters.



Pillar 2 | Talent & Workforce Solutions

Expand the number of highly-skilled employees for existing and new companies in Wake County.



Pillar 3 | Marketing & Competitive Position

Increase Wake County's brand awareness and communicate competitive advantages through strategic marketing initiatives.



Pillar 4 | Innovation & Entrepreneurship

Promote the continued growth and development of the innovation and entrepreneurial ecosystem.



Pillar 5 | Regional Collaboration & Place Development

Support economic development, marketing initiatives, and infrastructure development for the Research Triangle region.

Project Activity

Oct. 1 2021 – Sept. 30 2022

**129 New Projects****34 Site Visits****66 New & Expanding
Companies****4,089 Jobs****\$44 M Investment**

ProtoLabs

Adv Mfg, Digital Mfg, E-Commerce, 3D Printing | Investment: \$8,000,000 | Jobs: 50

Protolabs, an established Cary company, has decided to expand their footprint. Protolabs is a leading provider of digital manufacturing services. The e-commerce-based company offers injection molding, CNC machining, 3D printing, and sheet metal fabrication to product developers, engineers, and supply chain teams across the globe. This facility will serve as an expansion of Protolabs' 3D printing space in the Raleigh area.

CCL Label

Adv Mfg, Shared Services | Investment: \$33,810,000 | Jobs: 150

CCL Label Inc. plans to construct a new manufacturing facility that will bring significant new capital investment and 150 new fulltime jobs to the community. The new facility would make pressure-sensitive labels and digitally and printed literature products for the pharmaceutical and health care markets.

AlgiKnit

HQ, R&D, Adv Mfg, Life Science, Biomaterials, Textiles

AlgiKnit, creator of an eco-conscious and renewable yarn made from kelp, will open a 15,000 square-foot headquarters location in Morrisville. "North Carolina, and the Research Triangle area in particular, has become a vibrant center for tech and life sciences companies," said Aleks Gosiewski, the company's COO and co-founder. "We are thrilled to become a part of this rapidly expanding ecosystem, and to tap into the diverse pool of talent in the area to build out our team."

Science 37, Inc.

HQ, R&D, Life Science, Tech | Investment: \$1,444,000 | Jobs: 250

Science 37, Inc. [NASDAQ: SNCE], the Agile Clinical Trial Operating System™, will relocate its corporate headquarters from California to North Carolina's Research Triangle region and create 250 jobs over five years in Wake County. The company will invest nearly \$1.5 million to establish operations in the Town of Morrisville. Science 37's mission is to enable universal access to clinical research—making it easier for patients and providers to participate from anywhere. Science 37's project in Wake County will transition the company's headquarters from Culver City, California and will create opportunities for administrative, legal, HR, and IT personnel, among other headquarters' functions.



Project Activity Continued

FUJIFILM Diosynth Biotechnologies

Biotech/Pharma, Life Science, R&D, Lab Expanding | Jobs: 145

FUJIFILM Diosynth Biotechnologies, a world-leading contract development and manufacturing organization with experience in the development and manufacture of recombinant biopharmaceuticals and viral gene therapies, announced an expansion of its BioProcess Innovation Center in Research Triangle Park (RTP). Through the expansion, FUJIFILM Diosynth Biotechnologies will add approximately 145 skilled positions including researchers and scientists to the RTP site by 2024. The expansion will double FUJIFILM Diosynth Biotechnologies' capacity to support Process Characterization programs.

Marrone Bio

HQ, Biotech/Pharma, Life Science (Ag Tech, Plant Sciences)| Jobs: 40

Marrone Bio Innovations, Inc. (NASDAQ: MBII), an international leader in sustainable bioprotection and plant health solutions, announced it has relocated its corporate headquarters from Davis, California, to Raleigh, North Carolina, to support the company's growing presence in markets outside the United States. The move predominantly affects corporate executive positions.

SpotIT

Software/IT, Cybersecurity | Jobs: 100

Belgium-based Spotit has selected Raleigh, NC for its first U.S. location, and has opened an office on North Carolina State University's Centennial Campus. Spotit, which offers a portfolio of cybersecurity technologies and services, will create more than 100 jobs over the next five years at an average wage of \$86,449. The company chose this location due to its mix of industry, academia and government sectors working together to solve challenges.

MD Logistics

Logistics, Distribution, Warehouse, Life Science New | Jobs: 30

Third party logistics firm, MD Logistics, a Nippon Express Group Company, headquartered in Plainfield, Indiana, announced their expansion to Garner, North Carolina with the opening of their first warehouse in the area. MD Logistics is expanding to North Carolina to extend current client partnerships and better serve the greater life sciences and pharmaceutical industry on the east coast.

Blue Force

Adv Mfg, R&D, Aerospace Product and Parts Manufacturing | Investment: \$3,000,000 | Jobs:125

Morrisville-based Blue Force Technologies plans to invest \$3 million in a new integration facility in Wake Forest, NC and bring 125 new, high-paying, engineering & manufacturing jobs. Positions will pay average salaries of more than \$81,000, exceeding the Wake County average of just under \$64,000. Blue Force designs and manufactures airframes and components for small aircrafts. The Wake Forest facility will support its recent contract award for developing the unmanned Fury aircraft for the U.S. Air Force.

Equitable Economic Development

Equitable economic development unlocks the full potential of the local economy by dismantling barriers and expanding opportunities for lower-income citizens and communities. WCED has worked closely with Wake County Government to understand Wake County's most vulnerable communities and how to support and promote economic mobility for these targeted growth areas. WCED has recognized that as Wake County grows in terms of population and wealth, there are areas within the county that are not experiencing the benefits of this growth.

Equitable economic development is a necessary strategy to have in place as the surrounding community grows at a fast pace. All citizens must be given the opportunity to thrive as a result of growth, new jobs, and investment. The program of work efforts include:

- Inclusive Economic Mobility
- Talent and Workforce Development
- Small Business & Entrepreneurship Support



40 Small Business
Supported by the
Pathways Program

100+ Participants
in the Black and
Hispanic Business
Momentum
Program



200+ Attendees at
We Connect
Networking Events

750+ Participants
in Courageous
Conversations



1300+ Registrants
for 5th Annual DEI
Conference

Michael Haley, Executive Director of WCED,
Courtney White, Head of HR for BASF and
Dr. Torri Staton, Director of Equitable Economic
Development for WCED at the 2022 DEI Conference.



Reintroducing Work In The Triangle

When we first launched Work In The Triangle in 2012, we knew that the Triangle was an emerging spot for top talent across the workforce. Our population was growing year over year and Raleigh, Durham, Chapel Hill, and the surrounding areas were topping lifestyle lists left and right. We knew that the Triangle was the place to be, and we set out to spread the word.

Now 10 years later, global competition for the best and the brightest has only heightened. And as we work with new, relocating and expanding companies considering our region, we hear time and time again that our impressive talent pipeline continues to be a deciding factor.

Work In The Triangle features exciting interactive elements including:

- A robust jobs board that pulls open positions from 4 key industry sectors (Advanced Manufacturing, Technology, CleanTech, Life Sciences))
- An Integrated Twitter feed of weekly the #TriangleTuesday weekly virtual job fair.
- A Cost of living calculator to compare the Triangle lifestyle to metros all over the country.
- A “Life in the Triangle” quiz showcasing sample itineraries of exciting days in the region.
- A News & Media page to be regularly updated with the latest in company announcements and lifestyle stories from around the Triangle.

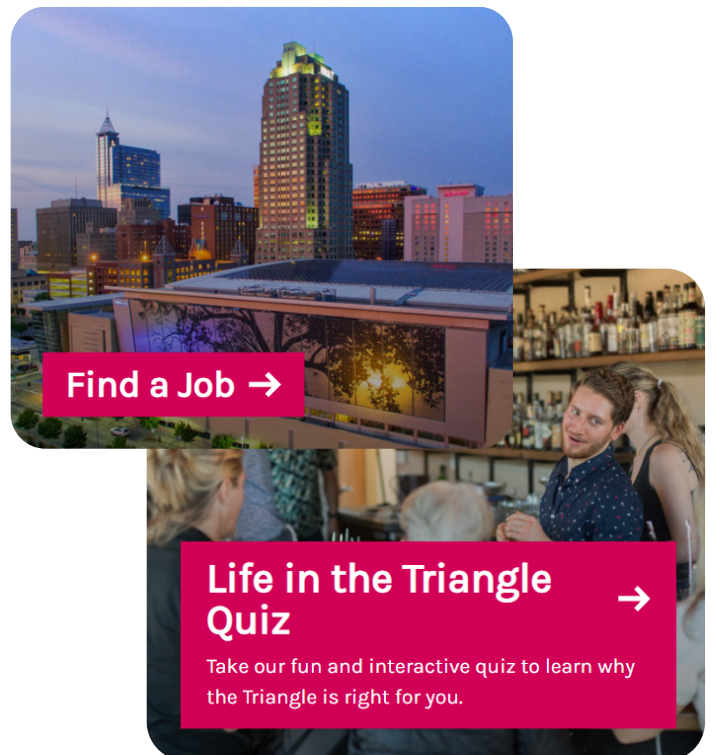
This website serves as an exciting foundation for a robust talent attraction marketing campaign to include digital advertising in target markets across the country, a new video series and a reinvigorated social media presence.

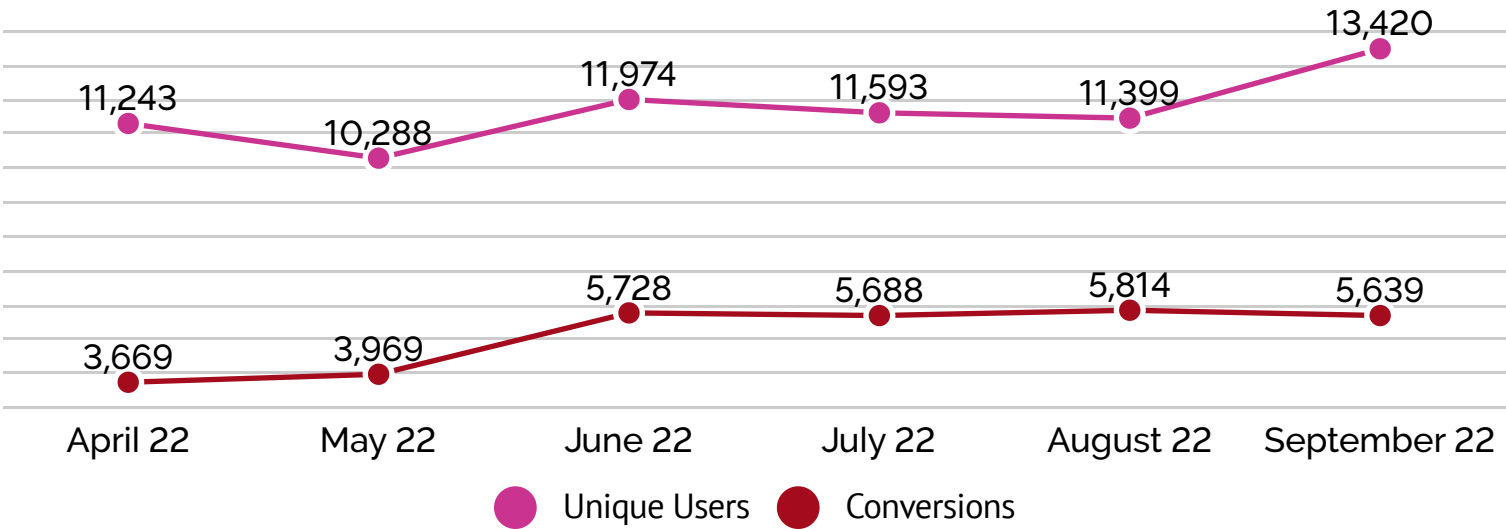
Cost of Living Calculator

MOVING FROM:	MOVING TO:	MY CURRENT SALARY:	
CA - San Francisco	NC Triangle	\$50,000.00	CALCULATE →

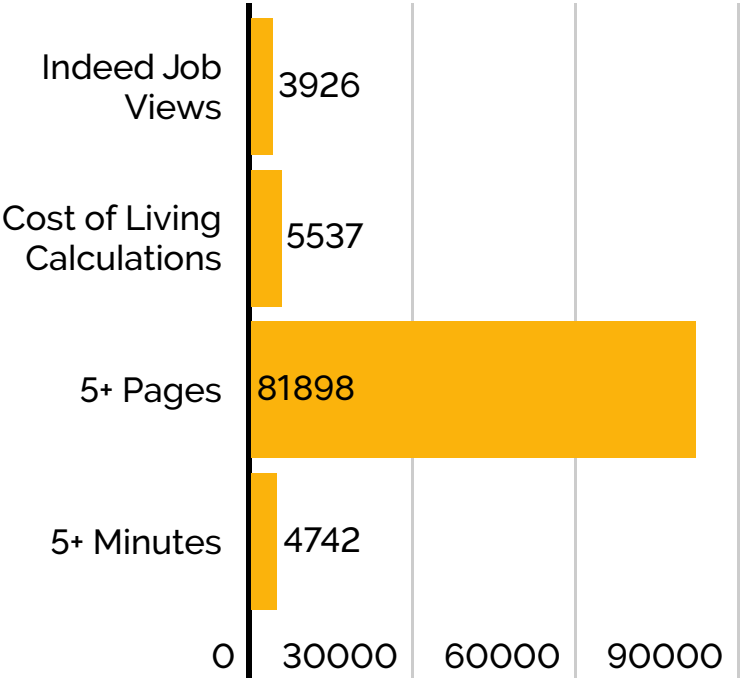
Your salary will go 49% further in the Triangle than San Francisco CA.

There's a reason we consistently show up in those "Best Places to Live" lists, with a regional cost of living index below the national average.





Top Metros	Sessions
Raleigh-Durham, NC	14,401
New York, NY	13,794
Washington, DC	4,224
Atlanta, GA	3,385
Chicago, IL	2,867
Boston, MA	2,846
Los Angeles, CA	2,581
Charlotte, NC	2,441
San Francisco	2,391
Philadelphia, PA	2,237



Digital Ad Performance



47,137 Link Clicks
4,736,657 Impressions
8.93% Conversion Rate



50,138 Ad Clicks
1,903,128 Impressions
41.06% Conversion Rate



Marketing Highlights



CNBC names North Carolina America's Top State for Business 2022.

For the first time, North Carolina has been named CNBC's America's Top State for Business. In recognizing the state's strengths, the CNBC notes that North Carolina is "powered by an economy that has hit its stride, and turbocharged by a long track record of innovation." North Carolina finished second in last year's rankings and "has always been a contender in CNBC's annual competitiveness rankings."

East Coast Made Easy

People and businesses choose Raleigh and Wake County because of a rare combination. Here, the world's most talented people can innovate and enjoy a high quality of life, while the companies that employ them can operate and grow at a low cost. Grow with us.



Raleigh & NC Top Business Facilities Annual Rankings Report

The 18th Annual Rankings Report by Business Facilities magazine highlights of a variety of metro, state and global rankings. The Raleigh metro and North Carolina landed near the top of more than 10 indexes. Business Facilities is an economic development trade publication directly connecting economic development organizations with senior-level corporate site selectors and location advisors. The magazine boasts 40,000 subscribers, while the website averages 52K+ impressions monthly, in addition to 18K+ newsletter subscribers.

WCED Featured in CEO Today Magazine

Wake County Economic Development was invited to contribute an article for the September edition of CEO Today Magazine as part of the US sector feature focus. CEO Today reaches an audience of over 430,000 subscribers across online and print platforms. The magazine distribution reaches businesses and executives across the world. The article focuses on the business advantages of our community, demographic growth, our industry clusters and how we are addressing the growing need for talent



Innovate Raleigh Highlights

INNOVATE RALEIGH

10th Annual Innovate Raleigh Summit

After holding last year's summit virtually due to the pandemic, Innovate Raleigh gathered on Friday, Oct. 29 to celebrate 10th annual summit. More than 300 people gathered to celebrate our region's entrepreneurial ecosystem. We welcomed back Innovate Raleigh Founders, Mayor MaryAnn Baldwin and Dr. Terri Lomax and enjoyed keynote addresses from Johnny Hackett Jr. of the Back Dollar Corp. and Mitchell Silver of McAdams.



Annual Leadership Conference

In November 2021, Innovate Raleigh was excited to participate in the Raleigh Chamber's Annual Leadership Conference in Wilmington. Clark, Interim Executive Director, several board members, and an engaged IR volunteer spoke on a panel about Innovation & Entrepreneurship in our region. The panel particularly focused on how we are creating the infrastructure (talent pipeline, access to capital, technology, etc.) to power the future growth of our ecosystem.

Innovate Raleigh Convenes Panel on State of Entrepreneurial Ecosystem

Innovate Raleigh gathered a group of thought leaders who are actively working on building Raleigh's entrepreneurial ecosystem. Dr. Sarah Glova, Innovate Raleigh board member and Founder & CEO of Reify media, Derrick Minor, Innovate Raleigh Board Member and Director of Consulting Solutions, HR & People Operations at Vaco, and Johnny Hackett Jr. CEO of The Black Dollar Corp all shared a glimpse into their own paths as entrepreneurs, as well as their insights on the future of innovation in Raleigh.

Site Selection Consultant Engagement

Wake County Economic Development and Raleigh Economic Development have once again been traveling more frequently to meet with site selection consultants. These visits are opportunities for us to connect with site selection consultants with whom we've done a considerable number of projects and provide updates on all that is happening in Wake County.

Area Development Consultants Forum in Raleigh | Wake County Economic Development served as a host sponsor for Area Development's Consultants Forum at the StateView Hotel on NC State's campus. The interactive program provided the opportunity to hear from 19 leading site consultants from across the country.



Atlanta, GA | Kathleen Henry joined the Research Triangle Regional Partnership for a site selection consultant visit to Atlanta. During the visit, the Triangle delegation met with over 30 representatives of the international business and trade community, including 10 Consuls General representing the Southeastern United States for Germany, Switzerland, Canada, France, Japan, India, Ireland, United Kingdom, Israel and the Netherlands. The group also visited with various site selection consultants representing major economic development projects around the world.

Alexandria, VA | Kyle Touchstone participated in the Site Selectors Guild's Tech Conference in Alexandria, Virginia, which allowed for one-on-one interaction with leading technology sector focused site selection consultants. During the event, site selectors shared insights related to their clients' return to work initiatives, communities' incentive revisions to account for remote workers, and leading ESG and DEI initiatives being implemented within companies and communities.

San Diego, CA | Ashley Cagle and Albert Alwang attended Bio International Convention in San Diego, CA. Bio International is the largest life science conference in the world with large multinational companies and small start-ups coming together to develop connection with industry partners. Ashley and Albert were able to connect with Wake County companies including FUJIFILM Diosynth Biotechnologies, Amgen, Gene Suites and more. Additionally, they met with prospective companies that are growing. Finally, Ashley was able to participate on a life science workforce panel for the Association of University Research Parks during the trip.

NYC | Ashley Cagle, Kyle Touchstone, and Sam Rauf met with three site selectors while in New York. They heard consistent themes from each consultant that office-related projects are slowing while companies continue to adapt to the hybrid work environment and waiting to see how economic conditions play out. Manufacturing, life science, and warehouse and distribution remain as strong, which reflects in our current project pipeline. ESG and DEI efforts are now crucial elements that businesses are focusing on when evaluating communities. The team heard concerns around the growing pains the region is experiencing such as parking in downtown, affordability, etc. – which the team will take as elements to emphasize in future site visits and projects.



Recognitions

Kathleen Henry Selected as One of North America's Top 50 Economic Developers by Consultant Connect |

Kathleen Henry, former Economic Development Director of WCED, was selected as one of North America's Top 50 Economic Developers of 2022 by Consultant Connect. The economic development professionals selected for this list were nominated by their colleagues in both the economic development industry and the site location consulting industry for excellent practices, innovation and success in building the communities they serve.

WCED Welcomes New Team Members | This fiscal year, we welcomed several new teammates! Dr. Torri Staton joined as Vice President of DE&I for the Raleigh Chamber and Director of Equitable Economic Development for WCED. Sam Rauf Joined the team as Senior Economic Development Manager. Jordan Deshazor was hired as Project Coordinator. Last but not least, Serenia Fulcher is our new Diversity, Equity and Inclusivity Program Coordinator.

Albert Alwang Promoted to Economic Development Director | Since Albert joined the team in April 2019, Wake County Economic Development has announced 29 projects, totaling \$4B in capital investment and 9,780 new jobs. In addition to attracting new projects to the region, Albert also leads WCED's existing industry program. Through this program, he communicates with businesses of all sizes across the county to understand the challenges they face and creates opportunities to connect businesses to their peers and other resources in the community.

Three Wake County Leaders Honored at Annual NCEDA Conference | The North Carolina Economic Development Association hosted their annual conference recently, gathering economic development professionals from across the state for education, networking and celebration. During the conference, NCEDA recognized several leaders for their accomplishments over the past year. Our own **Sam Rauf, Senior Economic Development Manager**, was named the 2022 Emerging Leader of the Year. Prior to joining the WCED team, Sam worked for the Chatham County Economic Development Corporation, helping to secure historic VinFast project, among others.

NCEDA introduced a new award category, Deal of the Year, that seeks to recognize outstanding projects announced in 2021. The award acknowledges the project leader, but also the supporting team members and organizations that contributed to the success of the project. **WCED Assistant Executive Director Ashley Cagle** took home the honor for Large Market Deal of the Year for the **Apple** Project.



Irena Krstanovic, Director of Economic Development for the Town of Holly Springs, and a close partner of Wake County Economic Development was recognized as Economic Developer of the Year. 2021 was a huge year for Holly Springs, solidifying the town's position as a leading hub for the life science industry. In March 2021, **FUJIFILM Diosynth Biotechnologies** announced 725 jobs and a \$2B investment. In July, **Amgen** followed up with the announcement of 350 jobs and an investment of \$550M.



Wake County Economic Development is funded through investment from the private and public sectors through the Raleigh Chamber's EDGE program. Since its establishment in 1995, the Raleigh Chamber's EDGE program has spearheaded economic development for Raleigh, Wake County, and the region. Managed in five-year campaigns, the EDGE program plays a critically important role in the growth of the region.

Diamond



Platinum

Bank of America
Duke Health
Truist
Wells Fargo

Gold

Credit Suisse
Fred Smith Company Construction
Gregory Poole Equipment Co.
Lenovo (United States) Inc.
MetLife
SAS Institute, Inc.

Silver

Capitol Broadcasting Co., Inc.
First Citizens Bank
Martin Marietta
Nationwide Insurance
NC State University
Red Hat, Inc.
UNC Rex Healthcare
WakeMed Health & Hospitals
Womble Bond Dickinson (US) LLP

Copper

Berkshire Hathaway Home Services Carolinas Realty
Blue Cross and Blue Shield of North Carolina
Brady
Carolina Hurricanes
Clancy & Theys Construction Company
Coastal Federal Credit Union
Coldwell Banker Howard Perry and Walston
First National Bank
Greene Resources
Highwoods Properties, Inc.
John Deere - Agriculture & Turf Division

Copper cont.

Kane Realty Corporation
Kilpatrick Townsend & Stockton LLP
KPMG LLP
North State Bank
Parker Poe Adams & Bernstein LLP
Pinnacle Financial Partners
RTI International
Smith Anderson Law Firm
Triumvirate Environmental
Trinity Capital Advisors

Bronze

Alfred Williams & Company
Allen Tate Realtors
Amazon
AT&T North Carolina
Barnhill Contracting Co., Inc.
Barringer Construction
Bobbitt Construction
Brasfield & Gorrie LLC
Brookfield Properties Development
Brooks Pierce
Capital Associates
CBRE | Raleigh
Chapel Hill Solutions, Inc
Citrix
Clark Nexsen
Curi
DiLeone Law Group, P.C.
Draper Aden Associates
ECS Carolinas, LLP
Ernst & Young LLP
First Bank
First Horizon
Fonville Morisey Realty, Inc.
Frankel Staffing Partners
GBA

Bronze cont.

Globant Technologies
IBM Corporation
JLL
Liaison Design Group
Lincoln Harris
Longleaf Law Partners
LS3P Associates, Ltd.
Mack Real Estate Development
McAdams
McDonald York Building Company
McGuireWoods LLP
Mercer
Nexsen Pruet, PLLC
North Carolina Railroad Company
O'Brien Atkins Associates, PA
Pepsi Bottling Ventures
Poyner Spruill LLP
Premiere Communications & Consulting, Inc.
RATIO
Roundrock Technology
S&ME, Inc.
Shelco, LLC
SIVIK Communities
Skanska USA Building, Inc.
S&P Global
Spherion Recruiting & Staffing
Stewart
Terracon
The Fallon Company
The Nautical Group
TowneBank
Tri Properties | NAI Carolantic
Vaco Raleigh, LLC
Wake Technical Community College
Williams Mullen
Wyrick Robbins Yates & Ponton LLP
York Properties, Inc.