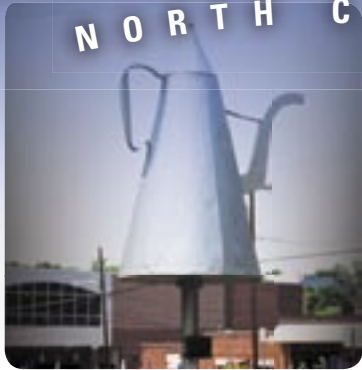
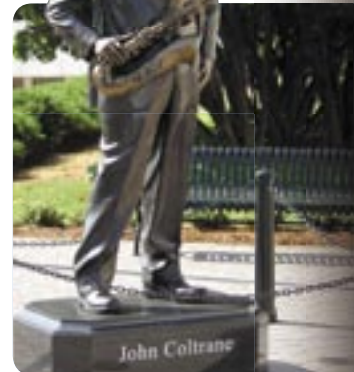


GREENSBORO HIGH POINT WINSTON-SALEM

NORTH CAROLINA



BUSINESS THRIVES HERE,
SO CAN YOU!



COMMUNITY PROFILE 2011-2012

"We were fortunate we found Greensboro, North Carolina. This is a place with long-term vision for economic growth and prosperity, and people who share our vision and values."

MICHIMASA FUJINO, PRESIDENT & CEO,
HONDA AIRCRAFT COMPANY, INC.

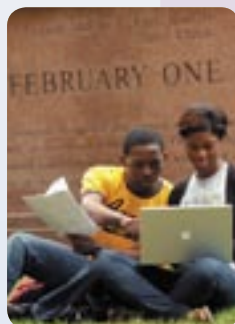
COMMUNITY PROFILE 2011-2012

THRIVING TOGETHER

Imagine the possibilities of living and working in an area where cutting-edge innovation thrives and a wealth of new discoveries surround you, from university-based research parks to historic landmarks. Picture a region that encourages creativity, boasting a rich entrepreneurial climate and vibrant downtown areas peppered with exotic restaurants and hip coffee shops.

Greensboro, High Point, and Winston-Salem are three diverse, dynamic cities that embody innovation, creativity, and culture, strategically located at the center of North Carolina's urban crescent midway between Raleigh and Charlotte. We are truly a region on the rise, bolstered by vibrant business clusters focusing on the future.

- ▶ A thriving life sciences and biotechnology sector is buoyed by growing research parks, a regional office for the North Carolina Biotechnology Center, and the renowned Wake Forest School of Medicine. The Wake Forest Institute for Regenerative Medicine (WFIRM) is an international leader in the use of regenerative medicine to repair or replace diseased tissues and organs. TransTech Pharma, Laboratory Corporation of America, and Solstas Lab Partners are three of many life sciences companies with major operations in the area.
- ▶ The Joint School of Nanoscience and Nanoengineering (JSNN), the flagship research institution at Gateway University Research Park, began classes in fall of 2010. JSNN offers master's and doctoral degrees in Nanoscience, a master's program in Nanoengineering, and will offer a doctoral program in Nanoengineering in the near future. Research activities are concentrated on emerging trends in nanobiology, nanomaterials, nanometrology, and nanobioelectronics.
- ▶ The magnitude of the region's furniture industry is remarkable, with an annual impact of more than \$8.25 billion and more than 69,000 local jobs.
- ▶ Guilford Technical Community College's Donald W. Cameron campus – currently under construction – will house the North Carolina Center for Global Logistics and the college's Business and Industry Division as well as a state-of-the-art warehouse, conference center, and classroom space for logistics and aviation courses.



POPULATION (2010 US Decennial Census)

Greensboro	269,666
Winston-Salem	229,617
High Point	104,371
Guilford County	488,406
Forsyth County	350,670
Piedmont Triad Region	1,640,717

WORKFORCE AND EDUCATION

Companies here draw from a regional labor force of nearly 800,000. Our young, well-educated workforce is our strongest asset, supported by a wealth of higher education options at area colleges and universities and focused training at Guilford Technical Community College and Forsyth Technical Community College.

HIGHER EDUCATION

INSTITUTION	HIGHEST DEGREE	ENROLLMENT	DEGREES CONFERRED
<i>The University of North Carolina at Greensboro</i>	Doctorate	18,673	2,624
<i>North Carolina A&T State University</i>	Doctorate	10,719	1,161
<i>Wake Forest University</i>	Doctorate	7,162	1,645
<i>Winston-Salem State University</i>	Master's	6,425	1,308
<i>Elon University/Elon University School of Law</i>	Doctorate	5,700	1,295
<i>High Point University</i>	Master's	4,400	785
<i>Guilford College</i>	Bachelor's	2,828	534
<i>Laurel University</i>	Master's	1,500	200
<i>Greensboro College</i>	Master's	1,200	223
<i>University of North Carolina School of the Arts</i>	Post-Master's (Professional Artist Certificate)	1,151	333
<i>Salem College</i>	Master's	1,100	238
<i>Bennett College for Women</i>	Bachelor's	784	109
<i>Guilford Technical Community College</i>	Associates	44,500*	1,150
<i>Forsyth Technical Community College</i>	Associates	36,000*	1,100

* numbers include continuing education students

"We have enjoyed a great partnership with the City of High Point over the years. We expanded several times and have had great growth and opportunity, and we found this to be a wonderful place to do business."

GEORGE CLOPTON, VICE PRESIDENT OF DISTRIBUTION OPERATIONS, POLO RALPH LAUREN CORPORATION

CUTTING-EDGE RESEARCH

Critical resources are in place to ensure that innovation thrives here. Gateway University Research Park, a partnership between North Carolina A&T State University and The University of North Carolina at Greensboro, is located on two 75-acre campuses and provides state-of-the-art facilities for work in life sciences, physical sciences, engineering, technology, and other applied science areas.

Anchored by its first tenant, the Wake Forest School of Medicine's Department of Physiology and Pharmacology, the 200-acre Piedmont Triad Research Park currently offers 12 developed acres and 554,000 square feet of occupied space to life sciences-based companies. One of these is Targacept, which is developing therapies for nervous system diseases and disorders. The soon-to-be completed Wake Forest Biotech Place will add an additional 40,000+ square feet of Class A lab space.

In addition, scientists at the Wake Forest Institute for Regenerative Medicine (WFIRM) were the first in the world to successfully implant a laboratory-grown organ into a human and are currently working to grow more than 22 different organs and tissues.

FAVORABLE BUSINESS CLIMATE

Doing business here offers companies a competitive advantage. With lower construction costs than most major markets, very affordable utilities, and a competitive cost of living, this is a vibrant place for business. A variety of workforce training programs and opportunities for state and local incentives makes the area fertile ground for new business development.

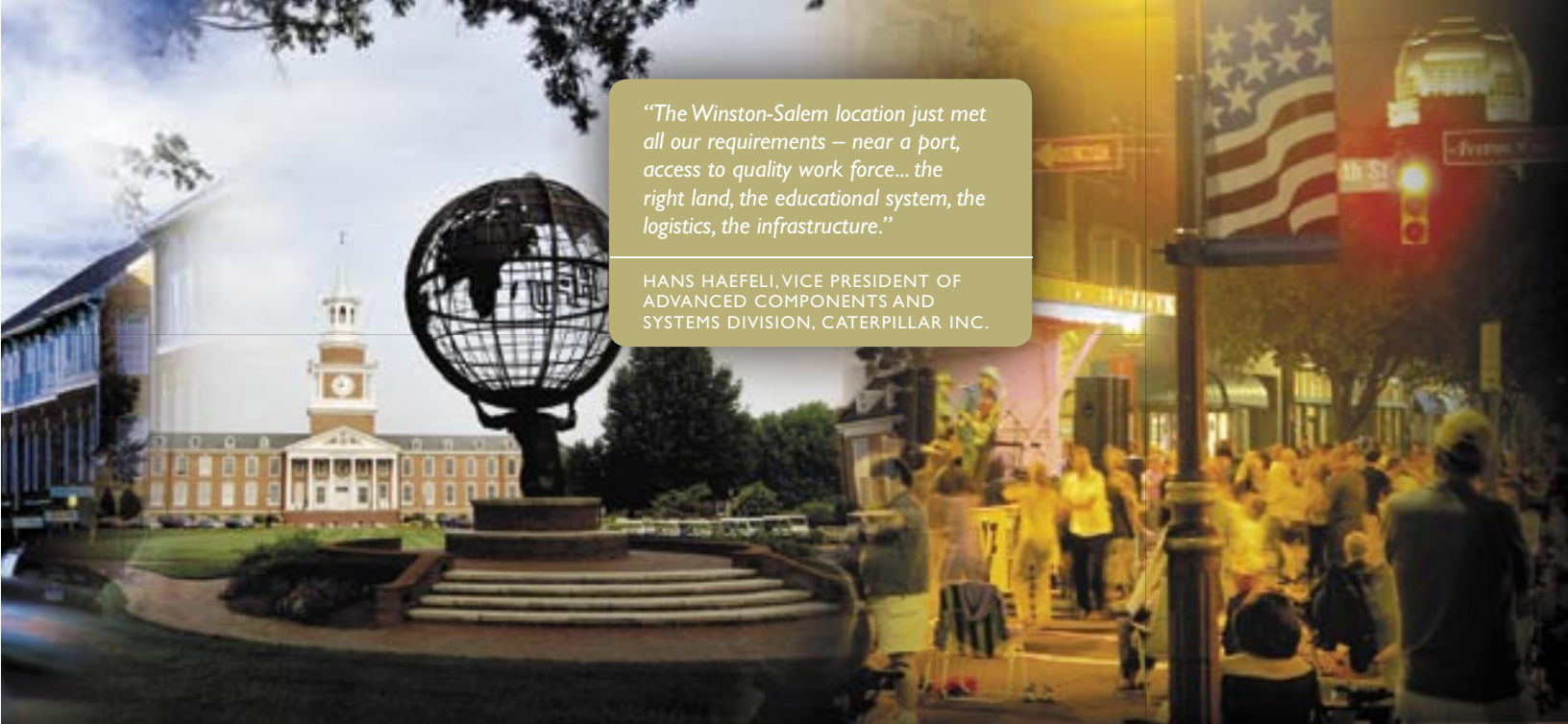
STATE TAX INFORMATION

Corporate Tax	The corporate income tax rate is 6.9%
Franchise Tax	The franchise tax rate is \$1.50 per \$1,000
Individual Income Tax	Depending on filing status and taxable income, the North Carolina tax rate ranges from 6% to 7.75%.
Inventory Tax	North Carolina has no inventory tax.
Sales Tax	The sales tax rate is 6.75% (4.75% state tax, 2% local sales and use rate) for most items. Some items (like liquor and telecommunications) are 7%.

LOCAL REAL ESTATE & PROPERTY TAX INFORMATION

(Per \$100 value)

High Point	City rate - .662 County rate (depending on location) Guilford - .7824; Randolph - .586; Davidson - .540; or Forsyth - .674
Greensboro	City rate - .6325
Winston-Salem	City rate - .475
Kernersville	City rate - .4975
Guilford County	County rate - .7824
Forsyth County	County rate - .674



“The Winston-Salem location just met all our requirements – near a port, access to quality work force... the right land, the educational system, the logistics, the infrastructure.”

HANS HAEFELI, VICE PRESIDENT OF ADVANCED COMPONENTS AND SYSTEMS DIVISION, CATERPILLAR INC.

STRATEGIC LOCATION AND INFRASTRUCTURE

HIGHWAYS

Situated at the intersection of five interstates and a number of major highways, our Mid-Atlantic location – within 650 miles of more than half of the U.S. population and most major markets – is paramount to our role as an East Coast manufacturing center and hub for logistics and transportation operations.

We offer direct access to Interstate 40, I-85, I-73, I-74, and I-77. US 311, US 29, US 220, and US 421 provide excellent connectivity throughout the state. Among the three cities, we have one of the largest concentrations of trucking companies on the East Coast. FedEx Ground and UPS Ground both maintain regional sorting hubs here.

AIR

There are approximately 60 daily direct flights on major carriers to large U.S. cities out of Piedmont Triad International Airport. PTIA’s central location and state-of-the-art facilities have made it a catalyst for commercial and industrial development. The 4,000-acre campus is home to more than 50 companies, including two fixed-base operators, and has an estimated annual economic impact on the region of \$1 billion.

The FedEx Express Mid-Atlantic Air Hub opened in 2009 at PTIA, providing strategic overnight delivery services and a competitive advantage for local companies.

Smith Reynolds Airport provides an effective base of operations for corporate aircraft, air charter services, general aviation, and air cargo. Smith Reynolds Airport’s facilities are ideally suited for aircraft maintenance, repair and overhaul (MRO) operations and a variety of aviation-related industrial and commercial development.

RAIL

Local freight service is provided by Norfolk Southern and CSX. Amtrak passenger service is also available, with depots in all three cities.

PORTS

Wilmington, NC	203 Miles
Morehead City, NC	219 Miles
Charleston, SC	301 Miles
Norfolk, VA	247 Miles
Savannah, GA	346 Miles



GLOBAL BUSINESS CONNECTIONS

The Piedmont Triad region is home to more than 200 foreign-owned firms. The U.S. Department of Commerce maintains a local export office, there is a U.S. Customs Service Port of Entry office at PTIA, and Foreign Trade Zone 230 provides companies a wide variety of import/export benefits.

High Point has earned its nickname as “Home Furnishings Capital of the World™” with more than 70 internationally-headquartered companies. High Point’s International Home Furnishings Market is the largest home furnishings trade show in the world, with an annual impact of \$1.14 billion. The Market brings approximately 14,000 foreign visitors representing 110 countries to the region each year.

TECHNOLOGY INFRASTRUCTURE

- ▶ Excellent power reliability and dual feed capacity
- ▶ Low utility costs
- ▶ SONET/DWDM ring technology
- ▶ Multiple fiber network/communications providers

CORPORATE LEADERS

The three cities are home to global companies that have chosen the area for future growth.

Aetna Healthcare Insurance Services
AIG United Guaranty Mortgage Insurance Services
American Express Financial Services
Ameritox, Ltd. Pain Prescription Monitoring Solutions
AT&T Telecommunications
Baltek Composite Products
Bank of America Financial Services
Banner Pharmacaps Pharmaceutical Manufacturing
BB&T Financial Services
Citi Cards Credit Card Services
Epes Carriers, Inc. Transportation, Freight & Logistics
Daimler Buses North America North American Corporate HQ
FedEx Express Mid-Atlantic Air Hub
FedEx Ground Regional Logistics Hub
Gilbarco Veeder-Root Fuel Dispensing Technology
GMAC Insurance Insurance Services
Hanesbrands, Inc. Apparel HQ
Harland Clarke Financial Document Manufacturing
Honda Aircraft Company, Inc. World HQ, Aircraft Manufacturing, R&D
Laboratory Corporation of America Billing Operations
Lenovo Computer Assembly and Distribution
Lincoln Financial Group Financial Services
Lorillard, Inc. Corporate HQ, Tobacco Products
Lowe's Foods Grocery HQ
New Breed Logistics Third-Party Logistics
NCO Group Customer Service for UPS
Novant Health Healthcare
Old Dominion Freight Line, Inc. Transportation, Freight, & Logistics
Pepsi Bottling Company Bottling & Customer Service
Polo Ralph Lauren Corporation Distribution, Customer Fulfillment, R&D, Technical Support
Precor, Inc. Exercise Equipment Manufacturing & Distribution
Procter & Gamble Consumer Products Manufacturing
Replacements, Ltd. China & Collectibles, Specialty Retail
Reynolds American, Inc. Tobacco Products HQ
RFMD Microchips & Integrated Circuits
Solstas Lab Partners Laboratory Services
Sears Operations Center Customer Service
TE Connectivity (formerly Tyco Electronics) Electronic Components
The Volvo Group/Mack Trucks, Inc. HQ, R&D
Thomas Built Buses/Daimler Trucks NA Bus Manufacturer
TIMCO Aviation Services, Inc. Corporate HQ, Aviation Maintenance
UnitedHealth Group Insurance Claims Processing
Unifi, Inc. Textile Manufacturing
UPS Ground Regional Logistics Hub
US Airways Customer Service
Valspar Corporation Coatings Manufacturer
VF Corporation Branded Apparel
Wells Fargo Financial Services



RECENT LOCATIONS AND EXPANSIONS

In March 2011, Site Selection Magazine announced that for the fourth year in a row the Greensboro/High Point Metropolitan Statistical Area earned a Top 10 national ranking for attracting new industry among similar-sized cities. The region impressively ranked #7 in the nation based on the number of corporate real estate projects of \$1 million or greater announced in the metro area in 2010.

AETNA

A subsidiary of Aetna added 60 employees, bringing the company's local workforce up to 852. The new healthcare insurance division will be working with the state's health plan for teachers and state employees.

AMERITOX, LTD.

Ameritox, Ltd., the nation's leader in pain prescription monitoring, opened a new laboratory and material analysis facility in 2010. The company upfit an existing building to accommodate their operations and is hiring 228 employees.

BALTEK

Baltek relocated its US divisional headquarters and light manufacturing operations to the area, adding 68 jobs locally. The company is involved in the manufacturing and distribution of composite products using balsa and foam for wind energy, military, marine, mass transit, and other industrial applications. Baltek is part of 3AComposites, which is a division of Schweiter Technologies, headquartered in Switzerland.

BEVERAGE-AIR

Beverage-Air, a leading manufacturer of commercial refrigeration equipment for the food service and beverage industries, moved its headquarters operation here in 2010, adding 40 jobs.

CATERPILLAR, INC.

Caterpillar, Inc., one of the world's top manufacturers of heavy construction equipment, announced plans to construct an 850,000 square foot facility on 100 acres for the production of axles for large mining machines. The company will hire more than 450 new employees and invest approximately \$426 million in new capital investment.

FEDEX GROUND

FedEx Ground, a leader in small package ground shipping, built its new southeast sort facility in Guilford County. The new 400,000 square foot facility is expected to open in 2011 and will be capable of sorting 45,000 packages per hour at full build-out. FedEx Ground will employ about 470 people in full-time, part-time, and independent contractor positions.

HARLAND CLARKE CORPORATION

Harland Clarke Corporation recently added 150 jobs, bringing its local workforce to 350. To accommodate its growth, this manufacturer of checks and other financial documents more than doubled its square footage when it moved into a new 135,000 square foot building.

HONDA AIRCRAFT COMPANY, INC.

This newly created subsidiary of Honda Motor Company constructed its world headquarters and its certification and testing facility at Piedmont Triad International Airport. The company's 257,877 square foot airframe manufacturing facility was completed in 2011 for the production of the new HondaJet light business aircraft.

LABORATORY CORPORATION OF AMERICA

LabCorp, a national provider of medical laboratory testing services, opened a new billing operations office in 2010. The company created 373 jobs and invested \$4 million.

NS AVIATION

NS Aviation, a provider of aircraft maintenance and repair services, announced in 2011 that it will locate in Winston-Salem and add up to 308 jobs over the next four years.

MACHINE SPECIALTIES, INC.

Machine Specialties, Inc., a leading full-service contract machining and metal finishing specialist primarily serving the aerospace, defense, and medical industries, moved into a new facility and plans to add 145 new employees by 2015. This expansion represents about \$5 million in new capital investment for machinery, equipment, and building upfit.

MACK TRUCKS, INC.

Mack Trucks, one of the largest producers of heavy-duty trucks in North America, relocated its global headquarters and support functions, bringing 493 jobs and investing \$18 million.

PEPSI BOTTLING COMPANY

Pepsi, the premier producer of refreshment beverages and juices, announced plans to expand its local customer service center by 195 employees, bringing its total employment at the center to approximately 1070.

POLO RALPH LAUREN CORPORATION

Polo Ralph Lauren opened its third major local distribution/logistics facility, giving it approximately 1.9 million square feet of space. The company will be adding 400 jobs to its current workforce of 1,222 full-time-equivalent employees. Since 1991, the company has had a major apparel distribution center, office, and technical facility here which serves retail and wholesale operations in the U.S. Since 2007, the company's RalphLauren.com division has operated an apparel/contact center facility here for individual shoppers.

PRECOR, INC.

Precor, one of the most respected brands in fitness equipment, opened a new Southeast manufacturing, assembly, and distribution facility at Rock Creek Center. The company invested \$26 million and built a 225,000 square foot LEED-certified building to accommodate its operations.

SOLSTAS LAB PARTNERS

Solstas Lab Partners, formerly Carilion-Spectrum, recently added 106 jobs, bringing its local workforce to 621 full-time-equivalent employees. Recently, Spectrum Laboratory Network and Carilion Labs merged to form one of the nation's top 5 laboratory companies. Solstas Lab Partners offers comprehensive clinical, anatomic pathology, and esoteric testing services.

THE VOLVO GROUP

The Volvo Group recently expanded its technical center by 40,000 square feet, representing an investment of \$8 million. The expansion will provide additional space for testing equipment, eight new truck bays, and a larger design studio.

ZIEHL-ABEGG

This global leader in industrial fans, drives, and control technology announced plans to establish manufacturing operations here along with its existing North American headquarters. The company invested approximately \$2.5 million to move from its former 50,000 square foot facility to a new 100,000 square foot location and will add 52 new jobs over the next five years.

CULTURE & RECREATION SHORT LIST

Here is a sampling of what gives our area such a rich quality of life:

- ▶ The Atlantic Coast Conference (ACC) Hall of Champions
- ▶ The High Point Theater, Carolina Theatre, Aycock Auditorium, and War Memorial Auditorium
- ▶ Two minor league baseball teams: the Winston-Salem Dash (who play at BB&T Ballpark) and the Greensboro Grasshoppers (who play at NewBridge Bank Park)
- ▶ Two major sports and entertainment venues: the 23,000-seat Greensboro Coliseum and the 12,000-seat Lawrence Joel Veterans Memorial Coliseum
- ▶ International Civil Rights Center and Museum
- ▶ The Wyndham Championship PGA Tournament
- ▶ The Annual RiverRun International Film Festival and biennial National Black Theatre Festival
- ▶ The North Carolina Shakespeare Festival
- ▶ Historic Old Salem preserves the past in a “living” museum
- ▶ The High Point Museum, Greensboro Historical Museum, and Greensboro Children’s Museum
- ▶ The Downtown Arts District at Sixth and Trade Streets in Winston-Salem is a growing community of eclectic galleries and craft shops.
- ▶ The Eastern Music Festival, which is an internationally acclaimed music festival
- ▶ Piedmont Environmental Center
- ▶ The NC Zoological Park, the nation’s largest natural-habitat zoo, is a quick drive away in Asheboro, NC
- ▶ Doll & Miniature Museum of High Point
- ▶ The Greensboro Symphony Orchestra
- ▶ The Natural Science Center of Greensboro
- ▶ Greensboro Aquatic Center
- ▶ 27 golf clubs and courses in Guilford County and 15 public and private courses in Forsyth County
- ▶ 101 parks and 137 miles of trails in Guilford County, and 5,000 acres of parkland in Forsyth County





Greensboro Economic Development Alliance is a private non-profit organization. Our mission is to serve as the principal economic and community development organization in Greensboro, NC. Our goal is to strategically develop a vibrant community that creates, expands, and attracts business while advancing the quality of life for all. We provide a broad range of services to new and existing companies in Greensboro and unincorporated Guilford County.

For more information, please contact us at 1-888-693-6939 or visit us online at www.greensboroeda.com.



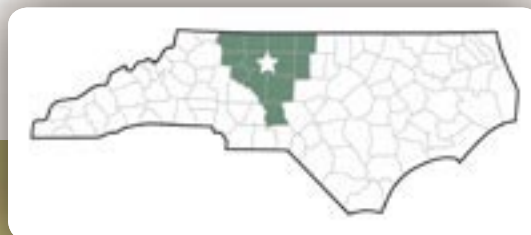
The High Point Economic Development Corporation is a public-private organization whose mission is to work to retain existing businesses and industry in the City of High Point, assist local companies in expanding, attract new businesses to locate in High Point, and encourage the creation of head-of-household jobs for Piedmont Triad residents. We provide assistance for companies in the current and future city limits of High Point.

For more information, please contact us at 336-883-3116 or visit us online at www.highpointedc.com.



Winston-Salem Business, Inc. (WSBI) is a non-profit agency that promotes Winston-Salem and Forsyth County as an excellent business location and provides unparalleled customer service to clients and consultants interested in locating businesses in our community. From manufacturing to information technologies, WSBI focuses on bringing new companies and their latest technologies to our area.

For more information, please contact us at 336-723-8955 or visit us online at www.wsbusinessinc.com.



NORTH CAROLINA'S PIEDMONT TRIAD