

ECONOMIC DEVELOPMENT + COMMERCIAL ACTION

2022

REPORT

1,558 NEW JOBS
194.1 MILLION
IN NEW CAPITAL
INVESTMENT



STANLEY FRANK

Lifetime Achievement Award

DR. DONALD W. CAMERON and **EDWARD A. "TED" JOHNSON** are the 2008 recipients of the Stanley Frank Lifetime Achievement Award. The Stanley Frank award is given annually to members of the community who have given many years of dedicated service in support of building a better Greensboro and Guilford County. Both men embody the spirit of this award. Dr. Cameron has served as President of Guilford Technical Community College (GTCC) since 1991 where he has been a progressive force in education and streamlined the relationship between the college and the business community. GTCC is one of Guilford County's greatest assets. Ted Johnson has served as Executive Director of the Piedmont Triad Airport Authority since 1993. During his tenure, he has overseen massive improvements to the airport terminal and to the runway and road system in preparation for the FedEx Express hub. Ted has worked tirelessly for the economic improvement of Greensboro and the entire region. Both men exemplify the spirit of the Stanley Frank Lifetime Achievement Award and have made a tangible and lasting impact on Greensboro and Guilford County.



Mission Statement

Greensboro Economic Development Alliance's (GEDA) mission is to facilitate the creation of high quality jobs, attract new capital investment, retain and expand existing businesses, improve per capita income and generally improve the quality of life in Greensboro and Guilford County, North Carolina.

GEDA is dedicated to seeking out specific types of companies that would find a relationship with Greensboro to be mutually beneficial. We identify these companies and continually share with them the opportunities and benefits that Greensboro holds for their businesses as well as their employees. Ultimately, our goal is to promote economic growth and improve the quality of life in our community.

Message from the Chairman & President

Dear Investors:

We just concluded an excellent year for job creation and new capital investment. At the same time, we are also closing an outstanding five-year campaign, which has resulted in over 6,300 new jobs and \$819.6 million in new capital investment flowing into Guilford County. We met or exceeded all of our campaign goals, positively positioning Greensboro despite the global economic slowdown. 2008, in particular, was a successful year with which to end the campaign. With over 1,550 new jobs and \$194.1 million in new capital investment leveraged in Greensboro, it was one of our most rewarding years on record. The city welcomed new corporate citizens including Mack Trucks, Inc., FedEx Ground, Precor, Inc., and O'Reilly Automotive. Bonset America, Canplast, and Cessna, all existing companies, continued to invest locally.

After three years, our industry cluster strategy has gained traction. We actively partnered with Greensboro colleges and universities, leveraged existing industry contacts to meet with companies that might be interested in Greensboro, and developed relationships with site location consultants that focus on our industry clusters.

GEDA enhanced an already aggressive marketing plan. Our efforts included a transportation & logistics advertising campaign and visits to major markets to meet with site location consultants. We also entertained corporate prospects and consultants in Greensboro. A strong public relations effort was a major focus for GEDA staff as well.

Site Development continued to be a major focus for GEDA in 2008. Having attractive and available industrial sites enables Greensboro to compete more

aggressively on economic development projects.

This year, thanks to local developers, construction-ready sites for industrial buildings were completed at McConnell Center, Gallimore Dairy Road, and Triad Business Park. GEDA also worked with the City of Greensboro and Guilford County to get infrastructure in place that would open up key areas for industrial development, ensuring growth opportunities for years to come.

2008 was a watershed year and a pivotal end to a successful five-year campaign. Our work over the last five years has led the way to a more vibrant regional economy and has complemented downtown development, the formation of Gateway University Research Park, and the work to foster a more engaged and culturally diverse community. The future is uncertain in the midst of a deep recession, but our work over the past five years has helped position Greensboro to weather the downturn and continue positive growth in the future. Thank you for making this work possible, we appreciate your support and look forward to partnering with you in the future.

Sincerely,



Chuck Cornelio, CHAIRMAN



Dan Lynch, PRESIDENT



O'Reilly Automotive

O'Reilly Automotive, Inc., one of the top five auto parts retailers in the United States, announced plans to open an East Coast distribution facility in Greensboro in 2009. The facility will be in a new 300,000 sq ft spec building in McConnell Center adjacent to I-40/85. O'Reilly's selection of Greensboro underscores the importance of having high-quality spec buildings ready to occupy for companies on a tight time schedule. O'Reilly will invest \$24.7 million over three years and create 360 new jobs paying an average wage of \$27,201 per year plus benefits.

"O'Reilly will be an important anchor in McConnell Center and will bring new investment and jobs in the eastern part of Guilford County," said Greensboro Economic Development Alliance Vice President, Kathi Dubel. "We are thrilled to partner with this company as they grow in Greensboro and offer new opportunities to our citizens."

"We are thrilled to partner with this company as they grow in Greensboro and offer new opportunities to our citizens."

The company chose the McConnell Center site for its proximity to I-40/85 and for Greensboro's central East Coast location. The skilled workforce in the region, many already experienced in distribution and logistics work, was also very attractive to O'Reilly.

The collaboration of the Greensboro City Council, the Guilford County Commissioners, the North Carolina Community College System, and the North Carolina Department of Transportation made the project possible. McConnell Center is being developed by Windsor Development.

FedEx Ground

As part of an ongoing national expansion plan, FedEx Ground, a subsidiary of FedEx Corp., chose a 125-acre site in western Guilford County to build a new east coast sort facility that will complement the operations of existing hubs in Atlanta, Charlotte, Nashville and Orlando. The company purchased a site that sits along I-40 in the Triad Business Park and will construct a 400,000 sq ft facility capable of sorting 45,000 packages per hour at full build out.

The FedEx Ground facility will open in 2011 with approximately 270 full-and part-time employees as well as about 200 independent contractors. The company will invest \$100 million in land, building construction, and new machinery and equipment.

This announcement came as FedEx Express is preparing to open a new \$300 million mid-Atlantic express hub at Piedmont Triad International Airport in Greensboro in late 2009 that will employ several hundred people.

Kirk Perkins, Guilford County Commissioner, commented on the significance of the FedEx Ground decision, "...its an exciting time for Guilford County and especially notable with the state of the US economy to have that kind of investment and future job growth potential being generated here by FedEx Ground."

"The economic impact of a new FedEx Ground sort hub is tremendous," commented Chuck Cornelio, Chairman of the Greensboro Economic Development Alliance. "FedEx is making another very substantial investment in Guilford County because they see the opportunity our workforce and community represent. We assembled a great team to work with Ground to fully understand their project needs and then brought the necessary resources together to accomplish the task."



FedEx Ground offers dependable business-to-business delivery and residential service for cost-effective, small-package ground shipping. With a network of more than 500 distribution hubs and local pickup-and-delivery terminals, FedEx Ground delivers over 3.5 million packages daily throughout the United States, Canada and Puerto Rico. The company reported annual revenue of \$6.7 billion in fiscal year 2008. Triad Park is being developed by Samet Corporation. Triad Commercial Property brokered the land transaction.





Mack Trucks, Inc.

Mack Trucks Inc., one of North America's largest producers of heavy-duty trucks, will relocate its headquarters and support functions to Greensboro. The company will create almost 500 high-paying jobs and invest \$17.7 million over the next three years. The decision was made to relocate the company's headquarters as part of a restructuring plan. Mack Trucks and Volvo Trucks North America, which is headquartered in Greensboro, are both members of the Sweden-based Volvo Group, the world's second-largest producer of heavy-duty trucks.

Mack's headquarters is currently located in Allentown, Pa., as are personnel and support functions – such as information technology, parts logistics, product

development and purchasing – that serve both Mack Trucks and Volvo Trucks North America. Relocating Mack's headquarters and other functions closer to the Volvo Greensboro headquarters is designed to boost the competitiveness of Mack Trucks and Volvo Trucks North America by improving the efficiency and effectiveness of the overall organization.

"This is a very exciting announcement for Greensboro and the Triad," commented Greensboro Economic Development Alliance President, Dan Lynch.

"The long-term effect of Mack's decision to locate in Greensboro adding close to 500 professional jobs will be tremendous."

"Volvo Trucks North America is an outstanding corporate citizen and has had a huge impact on our community. With the addition of Mack Truck's corporate headquarters, their influence will only increase and that is very positive for the entire region. The long-term effect of Mack's decision to locate in Greensboro adding close to 500 professional jobs will be tremendous."

Precor, Inc.

Precor Incorporated, one of the most respected brands in fitness equipment, announced that they will open a new Southeast manufacturing, assembly and distribution facility at Rock Creek Center in Eastern Guilford County. The company will build a 225,000 sq ft LEED certified building to accommodate their operations and will invest \$26.2 million. Precor plans to hire approximately 142 employees by 2011. Those employees will receive an average wage of \$38,456. The facility will also be the headquarters for the Precor Strength Division.

Precor received an economic development incentive grant from Guilford County, which influenced their decision to locate a new facility here. "This is an exciting time for Greensboro," commented Guilford County Commission Chairman, Skip Alston, "we welcome Precor with open arms."

Rock Creek Center is a strategic location for Precor because of the easy access to I-40/85 that the site affords. Precor was also attracted by the excellent training opportunities in welding, machining, and upholstery available through Guilford Technical Community



College. "GTCC was such an integral partner in attracting Precor to the area," commented Greensboro Economic Development Alliance Chairman, Chuck Cornelio.

"Guilford County has so much to offer new companies and we did everything in our power to make their location decision process as seamless as possible. We are thrilled to have a new manufacturing, assembly, and distribution center as well as a new divisional headquarters."

Menlo Worldwide Logistics/Diebold



Menlo Worldwide Logistics, a premiere supplier of supply chain and logistics management services chose Greensboro for a new East Coast distribution hub for Diebold. Diebold is an Ohio-based manufacturer of ATM equipment. The company chose to operate in Bull Ridge I, the region's first LEED-certified warehouse located in Western Greensboro. The new operation will employ 40 people.

Greensboro's strategic location convinced the companies to open the new operation locally. Mike Jacobsen, spokesman for Diebold, said the distribution center will allow the company to supply parts, such as ATM or deposit box components, within 24 hours to its customers.



EXPANSION &

GEDA'S WORK WITH EXISTING COMPANIES



“We are a company’s first point of contact so we can access the right resource that will help that company stay healthy and able to expand in the future.”

As critical as recruiting new companies is to the economic growth of Greensboro and Guilford County, helping our existing industry base remain and grow here is equally as important. This is why GEDA began a business retention program in 2003 to build relationships with Guilford County companies, help them overcome obstacles to growth, resolve issues, and connect to community resources.

“We have been actively developing relationships with existing companies so they will know more about all the resources that are available to help them,” commented Vice President of Cluster Development and Retention Services, Helen Cauthen. “If GEDA already has a strong relationship with a company, they are more likely to reach out to our organization in every stage of their development,” continued Cauthen.

GEDA met with over 100 companies in 2008, working to connect them with community resources like customized, on-the-job training through Guilford Technical Community College or training grants through the Workforce Development Board. GEDA also runs interference with local or state government agencies on specific issues that may be affecting the company’s health such as environmental remediation, zoning regulations, or road construction issues. “We are a company’s first point of contact so we can access the right resource that will help that company stay healthy and able to expand in the future,” commented Cauthen.

GEDA worked with the following companies on expansion projects in 2008:

RETENTION:

Bonset America

Bonset America, the manufacturer of heat-shrinkable films, made a \$20 million investment to expand its facility in Browns Summit, NC to accommodate a new extrusion line in 2008.

The new line is the largest of its kind in the world and increased annual capacity by 20 million pounds, allowing Bonset America to address the growing global demand for heat shrinkable films. The company planned to hire 18-20 new employees as a part of the expansion.



“Bonset is an outstanding corporate citizen in Guilford County,” commented Helen Cauthen, Vice President of Cluster Development and Retention Services for Greensboro Economic Development

Alliance. “They have been steadily growing over the last several years, and provide high-quality jobs to over 100 area residents. We are thrilled about this expansion.”

Bonset America Corporation is a subsidiary of C.I. Kasei Company, Ltd. of Tokyo, Japan. The Greensboro plant represents the first U.S. venture by any Japanese heat-shrinkable film manufacturer. Bonset America is recognized as a world leader in the production of heat shrinkable films designed for use in full body shrink sleeve labels, bundle packaging and tamper evident applications.

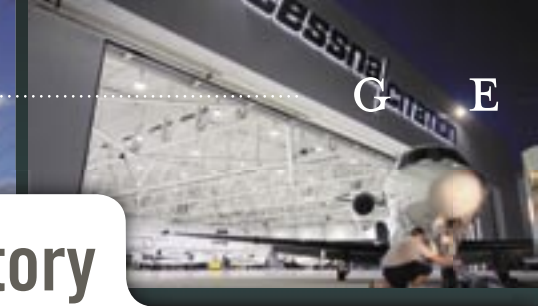
Toshio Awatsuji, President of Bonset, stated that, “we are pleased to announce this new line capacity. It is essential in fulfilling our responsibility as a global leader in the industry. The new line will be the world’s largest and will incorporate state-of-the-art technology to enable us to support our customers with improved quality and productivity.”

Canplast

Canplast, one of North America’s premier edgebanding suppliers to the furniture industry, also announced an expansion in 2008. The company planned to add 33 employees that will serve as Plastics Machinery Operators. Products include both polymer and paper edgebanding, as well as hot melt adhesives. Canplast is a subsidiary of the German company SURTECO. SURTECO’s North American edgebanding manufacturing locations are in Greensboro, Montreal, QC and Brampton, ON.

Tom Rieke, CEO of Canplast, commented, “we are pleased to expand our capacity in Greensboro so Canplast can offer new product lines. We need a well-trained workforce to succeed and we believe we have found it in Greensboro. This expansion will increase our ability to remain globally competitive and a leader in our industry.”





Telling Greensboro's Story

Our industry cluster strategy is a powerful concept for Greensboro. Clustering provides an enhanced globally competitive advantage for companies that have a significant flow of goods and services between them. These companies can take advantage of economies of scale, best practices, new technologies, and a trained labor force. GEDA saw the fruits of our cluster strategy in 2008 with announcements in transportation & logistics, advanced manufacturing, and aviation.

Aviation continued to be a major target within our cluster strategy in 2008. GEDA staff marketed Greensboro internationally at the Farnborough Air Show, the Airport Cities World Conference, and the National Business Aviation Association Conference. The organization also partnered with Guilford County Schools on the curriculum design for the new Aviation Academy. GEDA also worked intensively with GTCC by exploring how other communities structure aviation education at all levels. WXII Channel 12 News offered an excellent opportunity for GEDA collaboration. The station did a week-long focus on the continuum of aviation education and job opportunities offered in the region as a way to educate and prepare our future workforce.

The transportation and logistics industry cluster was also a focus for GEDA in 2008. With announcements from Mack Trucks, FedEx Ground, O'Reilly Automotive, and Menlo Logistics/Diebold, Greensboro's strengths in this industry sector were evident. To broaden connections between educational institutions with logistics curricula and the private sector, GEDA

facilitated meetings between NC A&T, UNCG, GTCC, and Guilford County Schools and supported the GTCC Logistics Institute concept. Greensboro was also aggressively promoted with an advertising campaign in supply chain and logistics publications.

Partnering with educational institutions was a major aspect of GEDA's industry cluster strategy in 2008 as well. Through the Technology Lead Group, a partnership of Gateway University Research Park, Piedmont Triad Research Park, the NC Biotechnology Center, and other economic development organizations, GEDA worked to generate life science leads that would benefit the entire region. The organization also supported NC A&T in the competition process for an Engineering Research Center (ERC) by the National Science Foundation. NC A&T was chosen for an ERC focused on Revolutionizing Metallic Biomaterials that will be a major asset for Greensboro for years to come. In addition, GEDA worked to promote Carolina Corporate Center as one of the best data center sites in the nation and refocused our financial services and data center cluster to be more centered on IT and data centers.

GEDA's industry cluster strategy is a very effective approach to economic development as evidenced by the number of jobs and investment leveraged in 2008. Collaboration is the core of this focused strategy. Partnerships with colleges, universities, industry, site location consultants, and many other entities make the critical connections Greensboro needs to create greater economic opportunity and a more robust quality of life.



AVIATION



ADVANCED MANUFACTURING & MATERIALS



TRANSPORTATION & LOGISTICS



LIFE SCIENCES



DATA CENTERS & INFORMATION TECHNOLOGY



North Carolina A&T State University has taken a quantum leap into the world of medical engineering research – a leap that promises good things for the city of Greensboro, as well.

During the fall of 2008, A&T received an \$18.5 million research grant from the National Science Foundation – with the likelihood of receiving a second grant of the same amount five years down the road – that will designate the university as one of the NSF’s Engineering Research Centers.

A&T’s research of biomaterials such as magnesium alloys will make that additional surgery unnecessary, he continued. “Our idea is that if we can somehow introduce biomaterials into it, they would structurally provide the scaffolding on which the real tissues can grow,” he explained.

The Engineering Research Center at A&T will also work to develop biomaterials that can be introduced as stents in the treatment of cardiovascular problems without corroding surrounding tissue.

Clearly, such revolutionary research is exciting news for A&T, but it’s also exciting news for Greensboro because it requires a major partnership with industry.

“This will not only engage industry in the medical device and technology fields, but will also engage and promote



Higher Education Drives Greensboro’s Growth

“This is a very prestigious award – the crown jewel of all NSF grants,” said Dr. N. Radhakrishnan, Vice Chancellor for Research at A&T. “These grants are generally awarded to only the largest universities, and it’s the first time for a smaller school like A&T.”

According to “Dr. Radha,” as he is known, the research done at the university’s Engineering Research Center (ERC) will revolutionize the field of biomedical engineering, ultimately leading to medical devices that will have the ability to adapt to the human body and “grow” with the body, then simply be absorbed into the bloodstream when their work is done.

“We can control these biomaterials – tell them when to be aggressive and when to go away,” Dr. Radha explained. “One of the most dramatic applications could be in craniofacial applications, especially in children. When a child is born with deformities in their face, for instance, we generally have to put in bolts and screws to change the bone structure inside. As the child grows, you’ve got to change those materials about once every five years, which of course will cost more money and will be more agony for the child, too.”

start-up operations,” said Wayne Szafranski, Industrial Liaison Officer for the ERC. “The potential here is to provide opportunities not only for these start-ups, but for other companies that will join the ERC and move to this area to be closer to the research that’s going to be taking place here. That will bring scientists, engineers and other high-paying jobs here.”

The news of the National Science Foundation grant is the latest development in the world of higher education that bodes well for Greensboro. Another exciting development is the creation of the Joint School of Nanoscience and Nanoengineering, a groundbreaking collaborative effort between N.C. A&T, the University of North Carolina at Greensboro, and the Greensboro business community.

Housed at Gateway University Research Park, and working hand in hand with industry, the school will prepare students to conduct basic and applied research in nanoscience and nanoengineering, and the research could be applied to technology for pharmaceutical, biotechnology and nanotechnology companies in North Carolina.



KEY INDUSTRIAL SITES AND BUILDINGS

Enterprise Park

30.5 developable acres
remaining in the park

120,000 sq ft spec building planned.

*117,500 sq ft remain in 418,000 sq ft
Class A Industrial Building*

Located less than one mile from
I-40 with close access to
Piedmont Triad International Airport

Construction-ready with all utilities



Bull Ridge Distribution Center

25-acre graded site

Can accommodate up to
a 341,000 sq ft building

Located one mile from I-40
with excellent access to
Piedmont Triad International Airport

Construction-ready with all utilities

Holden Corporate Center

Ideally suited for a corporate
campus or customer service center

Dual energy feeds and
excellent connectivity

Excellent access to I-85/I-40

125 developable acres

Construction-ready with all utilities





Reedy Fork Industrial Park

- 313 developable acres
- Zoned Heavy Industrial and Light Industrial
- Some rail served sites
- All environmental/soil reports complete
- Site is adjacent to the future I-785



Triad Business Park

- 248 developable acres
- 196,000 sq ft spec building available 3rd Qtr 2009, expandable to 300,000 sq ft
- 26' ceiling heights
- 530' x 370'
- 24 dock doors and 4 knock-out panels for additional dock doors
- Contiguous to the future FedEx Ground facility
- Located less than one mile from I-40 and 5 miles from Piedmont Triad International Airport
- All utilities

McConnell Center

- 80 developable acres remain in the park
- 300,000 sq ft spec building available
- 500' x 600'
- 30' clear ceiling heights
- Cross dock configuration with 50 loading docks
- Additional graded pad for another 300,000 sq ft building expandable to 750,000 sq ft
- Adjacent to the Greensboro Urban Loop and I-85/40
- All utilities



Rock Creek Center

- 550 developable acres remain
- 272,000 sq ft spec building
- 340' x 800'
- 2 miles of interstate frontage with excellent access to I-40 & I-85
- All utilities



2008 SUMMARY

Business Recruitment

- Attracted 1,505 new jobs
- Leveraged \$170.6 million in new capital investment
- Facilitated the absorption of 565,000 square feet of office and industrial space
- GEDA prepared over 350 marketing packages for RFPs, company visits, site visits, and general inquiries

Business Retention & Expansion

- Partnered with companies to create 53 new jobs
- Generated \$23.5 million in new capital investment
- Conducted 106 business calls and visits to existing companies
- Generated 10 leads for new business recruitment from existing companies and cluster-related conferences

Marketing

- Attended Farnborough Air Show, Airport Cities World Conference, NBAA, Aerospace Executive Forum, NC Nanotechnology Conference, SEUS, 7 x 24 Exchange, and the Journal of Commerce Logistics Forum
- Consultant trips to Toronto, Canada, Chicago, New York, Atlanta
- Hosted site location consultants for the Wyndham Championship
- Sent Chronicle mailing and Our State December issue to 270 consultants.
- Placed 7 ads in Global Logistics and Supply Chain Management, InBound Logistics, and Southern Business and Development Magazines. Placed 1 web ad with InBound Logistics and one eblast ad with Global Logistics.
- Placed articles in Site Selection Magazine and Business Facilities Magazine to promote Greensboro and announcements.

Infrastructure Development

- Graded pads for industrial buildings were completed at McConnell Center, Gallimore Dairy Road, and Triad Business Park
- A 300,000 sq ft spec building was completed at McConnell Center

RECAP

- Announced 1,558 new job opportunities
- Generated \$194.1 million in new capital investment
- Facilitated the absorption of 565,000 square feet industrial and office space
- Incentives Secured: Local, State, Duke Energy
(Local: \$2,045,813 • State (One NC): \$142,000 • Duke Energy: \$45,000)

	New Jobs	Investments	Absorption (Sq Ft)	New Space (Sq Ft)
Attraction/Recruitment				
O'Reilly Automotive	360	24,700,000	300,000	300,000
Menlo/Diebold	40	2,000,000	265,000	
Mack Trucks, Inc.	493	17,700,000	TBD	
FedEx Ground	470	100,000,000		400,000
Precor, Inc.	142	26,200,000		225,000
Attraction/Recruitment Totals	1,505	\$170,600,000	565,000	925,000
Retention/Expansion				
Bonset	20	20,000,000		
Canplast	33	1,500,000		
Cessna Aircraft Company	N/A	2,000,000		
Retention/Expansion Totals	53	23,500,000	N/A	N/A
OVERALL TOTAL	1,558	\$194,100,000	565,000	925,000

2008 RESULTS

5 Year SUMMARY

5-Year Campaign Results

	5 YEAR GOALS	2004	2005	2006	2007	2008	% OF TOTAL	TOTAL
NEW PRIMARY JOBS	6,000+	2,063	688	1,245	753	1,558	105%	6,307
NEW SECONDARY JOBS	10,000+	4,035+	423	1,590	1,169	2,479	97%	9,696
NEW CAPITAL INVESTMENT	\$763 MILLION	\$155.7 MILLION	\$66.2 MILLION	\$143.6 MILLION	\$260 MILLION	\$194.1 MILLION	107%	\$819.7 MILLION
NEW PAYROLL	\$491 MILLION	\$205.3 MILLION	\$39.8 MILLION	\$119.9 MILLION	\$81.8 MILLION	\$177.7 MILLION	127%	\$624.5 MILLION
PERSONAL CONSUMPTION EXPENDITURES	\$271 MILLION	\$147.4 MILLION	\$28.7 MILLION	\$86.3 MILLION	\$59.1 MILLION	\$127.2 MILLION	165%	\$449.3 MILLION
DEPOSIT POTENTIAL FOR LOCAL BANKS	\$48 MILLION	\$57 MILLION	\$13.4 MILLION	\$40.7 MILLION	\$28 MILLION	\$47.2 MILLION	388%	\$186.3 MILLION
WORK WITH LOCAL COMPANIES	500 (100/YEAR)	80	143	105	104	106	108%	538

Project Totals Over 5 Years

Recruitment	27
Retention/Expansion	34
Site Development	6
5-Year Project Total	67

Other Highlights

- Implemented Industry Cluster Strategy
- Worked to secure an ample supply of construction-ready sites: Enterprise Park, Bull Ridge, McConnell Center, Holden Corporate Center, Rock Creek Center, and Reedy Fork Industrial Park
- Cluster focused marketing strategy including website redesign, customized marketing pieces promoting the clusters, updates to our community profile and Greensboro Chronicle mailer, as well as an advertising campaign centered around the FedEx Express hub called, “Land in Greensboro”.
- Completed 538 Business Calls

D. Ford Bowers BB&T

Spence Broadhurst SUNTRUST

James H. Bryant III

Michael F. Bumpass GMA/FIRST POINT

Dr. Donald W. Cameron GUILFORD TECHNICAL
COMMUNITY COLLEGE

Sue Cole GRANVILLE CAPITAL, INC.

Charles Cornelio, Chair LINCOLN FINANCIAL GROUP

Sandra Anderson-Groat GREENSBORO CITY COUNCIL

J. Dale Hall BANK OF AMERICA

R. Paul Kress Jr. RBC CENTURA

Charles E. Melvin, Jr. SMITH MOORE LLP

Lily Kelly-Radford LEAP LEADERSHIP

Pressley Ridgill NEWBRIDGE BANCORP

Arthur Samet SAMET CORPORATION

Linda O. Shaw GUILFORD COUNTY BOARD OF COMMISSIONERS

Stephen D. Showfety KOURY CORPORATION

EX-OFFICIO'S

J. Patrick Danahy GREENSBORO PARTNERSHIP

Daniel A. Lynch GEDA

Daniel A. Lynch
PRESIDENT

Helen Cauthen
VICE PRESIDENT, CLUSTER DEVELOPMENT AND RETENTION SERVICES

Kathi Dubel
VICE PRESIDENT, NEW BUSINESS DEVELOPMENT & EXPANSION SERVICES

Andrea Miller
DIRECTOR, MARKETING AND COMMUNICATIONS

Beverly Brewer
MANAGER, WEB AND INFORMATION SERVICES

Ingrid Hopper
MANAGER, INVESTOR RELATIONS

Gail Bartunek
MANAGER, NEW BUSINESS DEVELOPMENT AND EXPANSION SERVICES

Stephanie Ashton
MANAGER, CLUSTER DEVELOPMENT AND RETENTION SERVICES

INVESTORS

AdColor

AIG United Guaranty Corporation

Aladdin Travel & Meeting Planners

Allen Tate Realty

American Express

Associated Sprinkler Co., LLC

AT&T North Carolina

Baker and Associates

Bank of America

Bank of North Carolina

Bank of Oak Ridge

BB&T

Bernard Robinson & Co., LLP

Bessemer Improvement Co.

Bill Black Automotive, Inc.

Blue Ridge Capital Holdings, LLC

Borum, Wade & Associates, PA

Bouvier Kelly, Inc.

Box Board Products, Inc.

Brady Services, Inc.

Brooks Pierce McLendon Humphrey & Leonard, LLP

Brown Investment Properties

Carolina Bank

Carolina Cookie Company

Carolina Tractor

City of Greensboro

Councilman, Farlow & Co., LLP

Craft Insurance Group

Cunningham & Company

D. H. Griffin Wrecking Company, Inc.

DeJas Management, DBA McDonald's
DMJ, LLP

Dow Corning Corporation

DSC Logistics

Duke Energy

Edwina W. Webster, CPA

Electric Supply & Equipment Co., Inc.

Engineering Consulting Services, Ltd.

Epes Carriers, Inc.

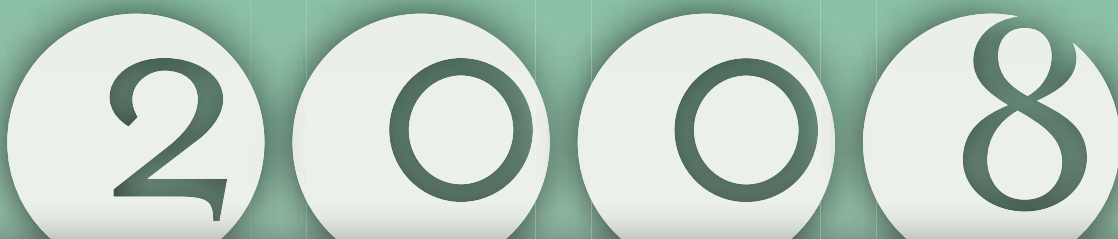
Ernst & Young LLP

Evans Engineering

First Citizens Bank

Fleet-Plummer

Flow Companies



- Gate City Motors, Inc.
 G Graphics, Inc.
 Grant Thornton, LLP
 Graphic Visual Solutions
 Greater Greensboro Merchants Association
 Greensboro Industrial Platers
 Greensboro Radiology, PA
 Greensboro Regional REALTORS Association
 Greensboro Veterinary Hospital, Inc.
 GRRR REALTORS Commercial Alliance
 Guilford County
 Guilford Mills Foundation
 Hagan Properties, Inc.
 Hanes-Lineberry Funeral Service
 Highwoods Properties
 Hill Evans Duncan Jordan & Beatty
 Hoffman & Hoffman, Inc.
 I. H. Caffey Distributing Co., Inc.
 International Textile Group
 J. Hyatt Hammond Associates, Inc.
 John Kavanagh Company
 John S. Clark Co., Inc.
 K Hovnanian Homes
 Key Resources, Inc.
 Kirkland, Inc.
 Koury Corporation
 KPMG
 Liberty Property Trust
 Lincoln Financial Group
 Dan and Jenni Lynch
 MacThrift Office Furniture
 Milton Kern & Co., Inc.
 Moser Mayer Phoenix Associates, PA
 Moses Cone Health System
 NAI Piedmont Triad
 NewBridge Bank
 News & Record
 Nexsen Pruet Adams Kleemeier, PLLC
 Our State North Carolina
 Piedmont Natural Gas
 Pierce Homes of Carolina
 Pricewaterhouse Coopers, LLP
 Prudential Carolinas Realty
 Purolator Facet, Inc.
- Quaintance-Weaver Restaurants and Hotels
(Green Valley Grill, Lucky 32, O. Henry Hotel)
 RBC Centura
 Rentenbach Constructors, Inc.
 Replacements, Ltd.
 Richardson Properties
 Roach Realty, Inc.
 RSM McGladrey
 Samet Corporation
 Schell, Bray, Aycock, Abel & Livingston, PLLC
 Security National Properties
 Senn Dunn Marsh Roland, LLC
 Shelco, Inc.
 Simpson Schulman & Beard
 Sleep Inn Airport
 Smith Moore Leatherwood, LLP
 Southeast Fuels, Inc.
 Stanley & Dorothy Frank Family Foundation
 Stantec
 Starmount Company
 Steven D. Bell & Co.
 SunTrust Bank, Inc.
 The Business Journal
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