



INTERNATIONAL BUSINESS AND FOREIGN DIRECT INVESTMENT IN THE CHARLOTTE REGION

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CHARLOTTE REGION

FDI: By the Numbers



More than
1,000
International
Businesses



More than
40
Countries



More than
80,000
People
employed by
foreign firms



\$1.9B
Of Investments
Since 2017



+15%
US Exports from
the Charlotte
Region
Since 2017

Source: Charlotte Regional Business Alliance & U.S. Census bureau, 2020



INTRODUCTION

The Charlotte Region is one of the leading global cities in the economic development, business, and innovation sphere. More than **1,000 international companies** representing more than **40 countries** and more than **274,000 foreign-born** individuals and families call the region home. The relocation and expansion of these businesses are contributing to the ever-increasing development of connections/ partnerships between foreign and domestic companies.

Foreign direct investment remains crucial for the prosperity of the Charlotte Region. The strategic location of the Charlotte Douglas International Airport coupled with regional airports, and direct intermodal systems from the ports of Wilmington and Charleston connect the region to major global business hubs including London, Munich, Frankfurt, Paris and Toronto.

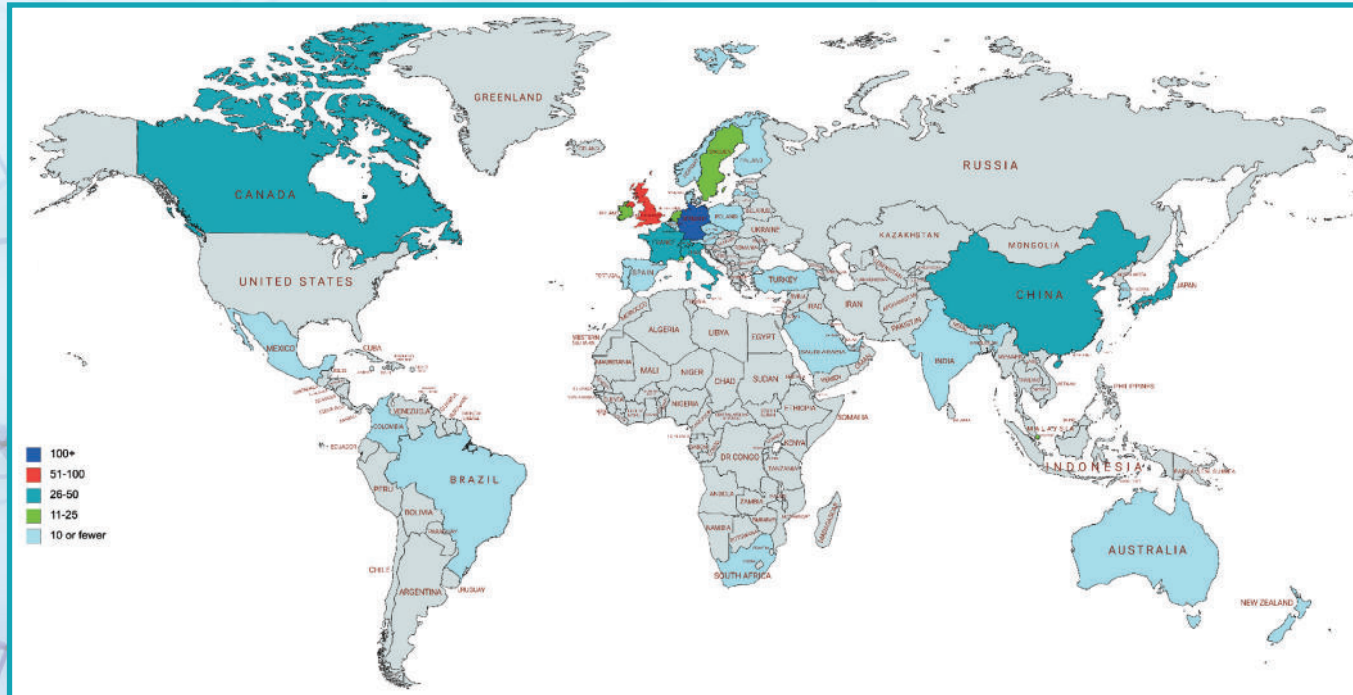
The Charlotte Region is ready to welcome more international companies for on-going global engagement and economic growth within a culturally diverse environment.

Sources: Charlotte Regional Business Alliance Analysis, CLT Airport, U.S Census Bureau, Brookings Institute, Forbes

INTERNATIONAL COMPANIES: REPRESENTATION IN THE WORLD

International companies in the Charlotte Region employ over **80,000** people, or nearly **6%** of total regional employment. Of the workforce employed by international businesses, more than **53,000** work in manufacturing, representing **36%** of the total regional manufacturing employment.

INTERNATIONAL FIRMS IN THE CHARLOTTE REGION



COUNTRY	# OF COMPANIES	TOTAL REGIONAL EMPLOYMENT
Germany	215	19,941
United Kingdom	121	7,914
Canada	98	4,735
Japan	88	8,683
Italy	61	2,432
Switzerland	60	4,073
France	56	4,049
China	49	2,784
The Netherlands	46	4,449
Sweden	37	3,462
Ireland	25	4,197
Other	174	13,574
TOTAL	1,030	80,533

Source: Charlotte Regional Business Alliance Analysis & JobsEQ, 2020

LOCATION OF INTERNATIONAL COMPANIES IN THE CLT REGION

International companies are located across the region in North and South Carolina counties. Diverse manufacturing operations, warehouses, and offices are concentrated along key transportation corridors in both urban and rural areas.

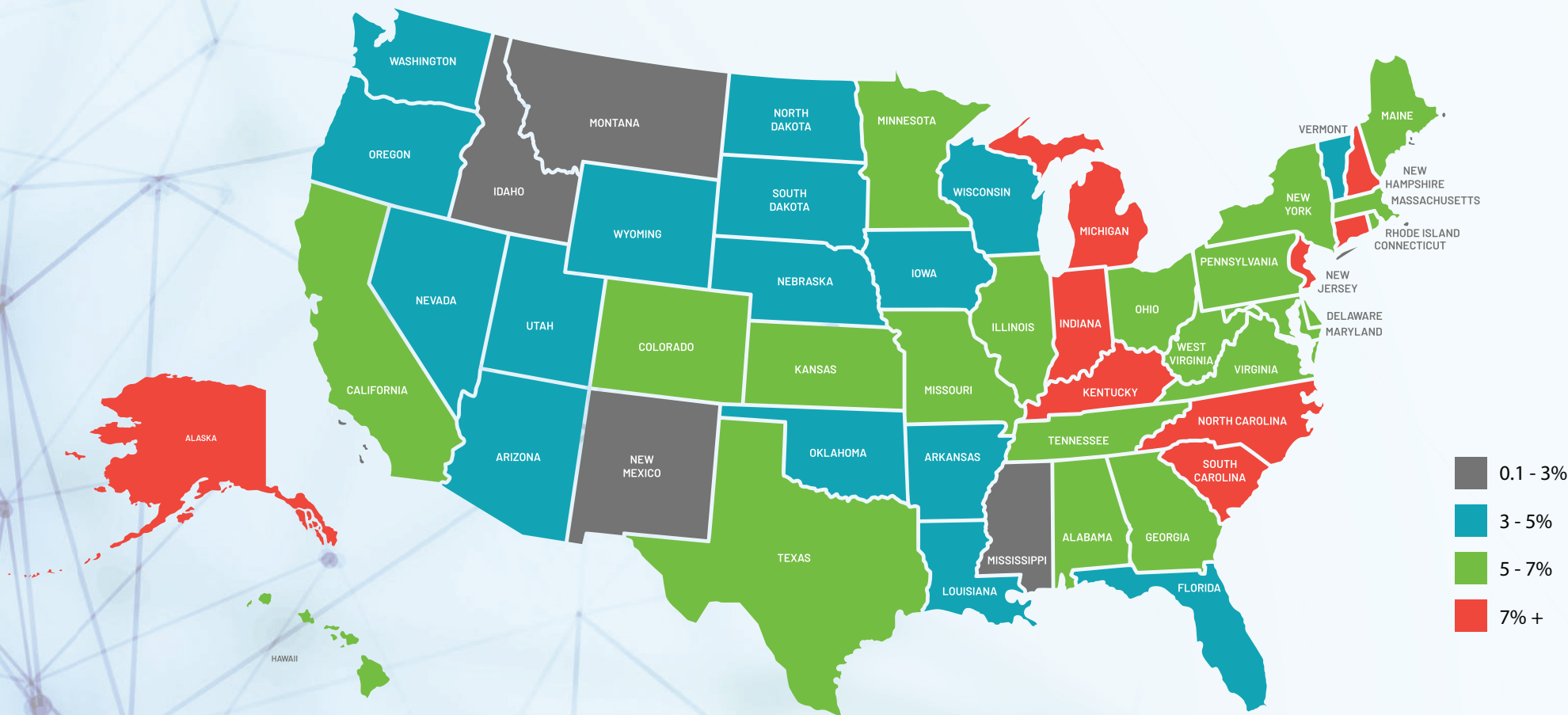
Industrial and commercial landscapes are available for companies planning to invest and expand their footprint in the region.



INTERNATIONAL COMPANIES' CONTRIBUTION TO REGIONAL EMPLOYMENT

International companies continue to be an important source of employment in the Charlotte Region and the Carolinas more broadly. North and South Carolina are two of only nine US states where employment in international businesses exceeds 7% of total employment.

South Carolina has the largest share of employment in international businesses (8.8%) in the nation, followed by Kentucky (8.4%), and Michigan (8.2%)



LARGEST INTERNATIONAL COMPANIES IN THE REGION

The companies highlighted here show the region's diversity in FDI.

DAIMLER TRUCKS NORTH AMERICA LLC/ MFG

Germany
5,000-10,000
Rowan, NC
Heavy Duty Truck Manufacturing

SIEMENS ENERGY, INC.

Germany
1,000-1,999
Mecklenburg
Turbine and Turbine Generator Set Units Manufacturing

SCHAEFFLER GROUP

Germany
1,000-1,999
York
Ball and Roller Bearing Manufacturing

MANN+HUMMEL FILTRATION TECHNOLOGY

Germany
1,000-1,999
Gaston
Other Motor Vehicle Parts Manufacturing

ELECTROLUX

Sweden
500-999
Mecklenburg
Electrical Appliance Manufacturing

NIPON ELECTRIC GLASS

Cleveland
500-999
Japan
Other Pressed and Blown Glass and Glassware Manufacturing

COMPASS GROUP NORTH AMERICA

United Kingdom
1,000-1,999
Mecklenburg
Caterers

GKN DRIVELINE

United Kingdom
500-999
Catawba
Motor Vehicle Transmission and Power Train Parts Manufacturing

GITI TIRE GROUP

Chester
1,000-1,999
Singapore
Tire Manufacturing

Source: Charlotte Regional Business Alliance, 2020

SELECTED FDI ANNOUNCEMENTS IN THE REGION

Despite the pandemic, FDI relocations and expansion continued to remain strong . In 2020, the Charlotte Region recorded **21 projects** representing **13 international** countries that invested a total of **\$389.1 M** in the economy and created **1,897 jobs** in the region. Recent FDI announcements in 2021 include MLILY USA from China, Arrival from the United Kingdom, and PoliKemi from Sweden.

POLIKEMI, INC.

Sweden

Gaston -40 jobs, \$9M

FITT USA

Italy

Iredell: New- 144 Jobs, \$25.6M

Pipes, Hoses & Conduits

ARRIVAL VEHICLES

United Kingdom

Mecklenburg & York: New- 640 Jobs, \$90.2M

Electric Buses

FUJI SEAL

Japan

Catawba: New- 101 Jobs, \$52M

Shrink-sleeve and self-adhesive labels, spouted pouches and packaging machinery

ZND US INC.

Netherlands

Gaston: Expansion- 43 Jobs, \$5.7M

Barricades and pedestrian barriers

TAIJI USA

China

Lincoln: Expansion- 374 Jobs, 15.6M

Masks and N95 Respirators

CONTINENTAL TIRE THE AMERICAS

Germany

Lancaster: Expansion- 200 Jobs, 2M

Automotive Manufacturing

CONBRACO INDUSTRIES

Netherlands

Chesterfield: Expansion- 65 Jobs, \$33M

Industrial valves

SAERTEX USA LLC

Germany

Charlotte-Mecklenburg: Expansion- 45 Jobs, \$25M

Multiaxial fabrics

NANOXPLORE GROUP INC

Canada

Catawba: Expansion- 49 Jobs, \$7M

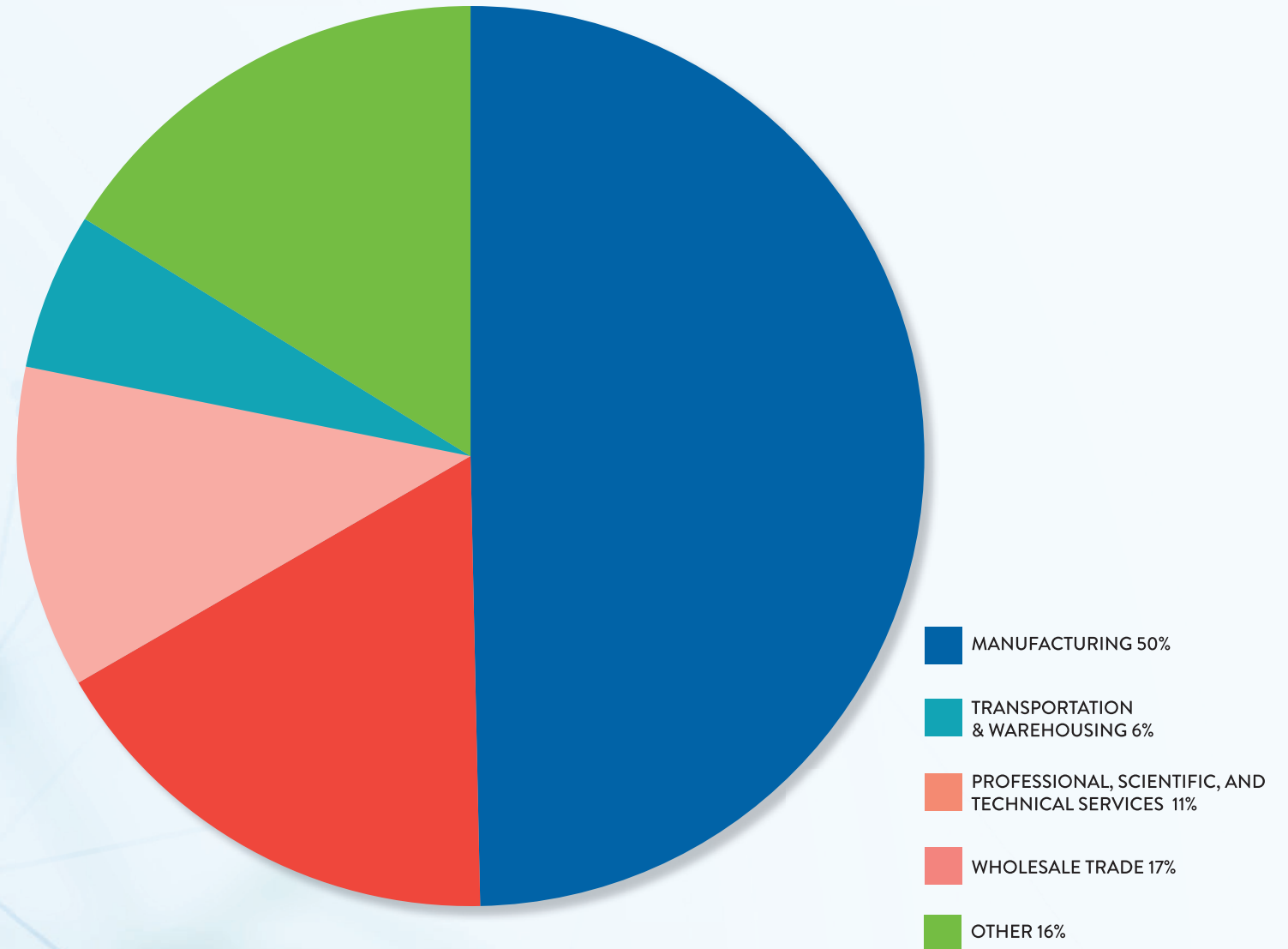
Graphene-enhanced plastics and composite products for industrial and transportation markets.

Source: Charlotte Regional Business Alliance, 2020

INTERNATIONAL COMPANIES BY INDUSTRY

About half of international companies in the Charlotte Region are in manufacturing, the remainder cover a range of diverse sectors such as wholesale trade, construction, and food service. FDI is feeding and growing the manufacturing sector in the Charlotte Region. This mix of international companies is helping to grow domestic companies in the areas of distribution, technology and other goods and services.

Sources: Charlotte Regional Business Alliance Analysis, 2020



FDI IS A GROWTH BASE FOR ADVANCED MANUFACTURING AND ITS KEY CLUSTERS

Manufacturing is a critical industry that drives the region's FDI growth. The Charlotte Region's strategic location allows manufacturers to reach more than half the US population overnight. Industrial machinery equipment, automotive parts, and plastics manufacturing are highly concentrated clusters for FDI manufacturers.

REGIONAL STRENGTHS

Automotive Manufacturing

United Kingdom

- Arrival Automotive, 240 (announced) jobs, Electric Buses

Germany

- Daimler, 6,000+ jobs, Heavy Duty Truck Manufacturing

Japan

- Cataler North America Corp, 300 jobs, Catalysts for Catalytic Converters

Advanced Materials

Ireland

- Mafic, 100 jobs, Basalt products
- Hanwha Advanced Materials America, 31 jobs, Quality lightweight composite materials and auto parts

Industrial Machinery Equipment Manufacturing

Switzerland

- Max Daetwyler Corps, 70 jobs, Machining, blades for printing

Germany

- America Dornier Machinery Co., 30 jobs, Textile machinery equipment

Energy

Canada

- Liburdi Dimetrics Corp, 45 jobs, Turbine Generator Sets Manufacturing

Germany

- Siemens Energy, 1725 jobs, Motors & Generators

Plastics Manufacturing

Canada

- Samuel Strapping Systems, 90 jobs, Plastic Strappings

Sweden

- Polikemi Inc, 40 jobs, Plastics Compounding

EMERGING SEGMENTS

Surgical and Medical Supplies Manufacturing

Germany

- BSN Medical Inc, 290 jobs, Medical products
- Sarstedt, 180 jobs, Disposable Medical Devices

Adhesive Manufacturing

Germany

- Henkel Corporation, 200 jobs, Electronic and Industrial Adhesives
- Michael Weinig, 105 jobs, Adhesive Insulin Tapes,
- 3F North America, 100 jobs, Adhesive tapes, coatings and laminates



FDI: INTERNATIONAL TRADE IN THE REGION

(Exports & Import Trends)

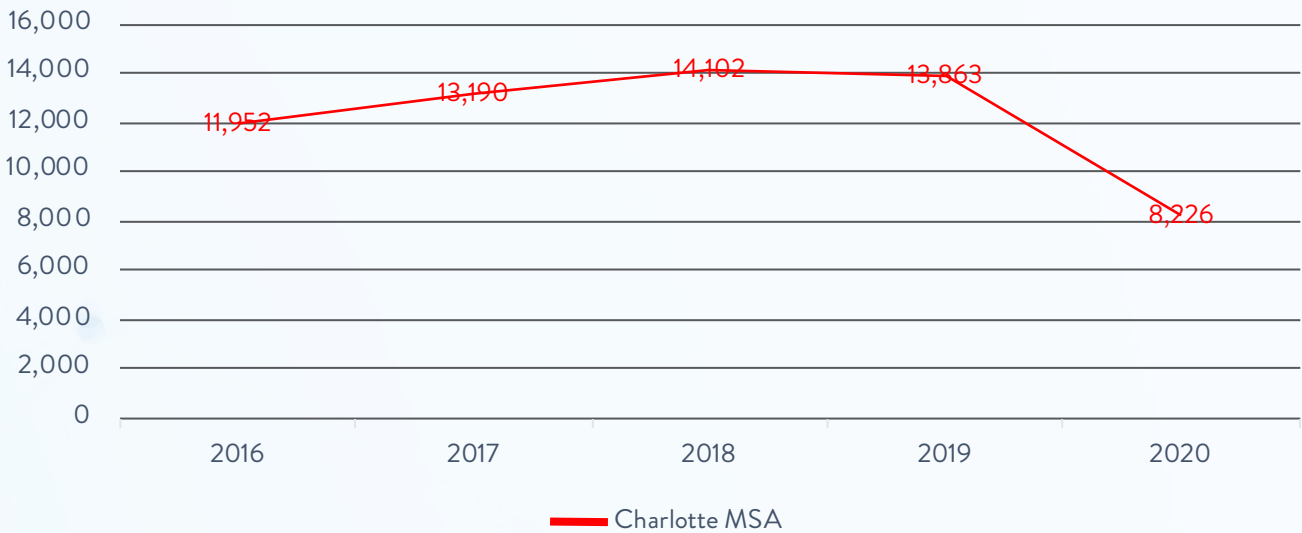
INTERNATIONAL EXPORTS IN CHARLOTTE MSA, 2016-2020

Total U.S. Exports in the Charlotte Metro area amount to \$61.3 Billion between 2016 and 2020.

As more international companies relocate and establish manufacturing plants, distribution and warehouse centers in the metro area, global trade activities have increased by nearly 16% between 2016 and 2019. With the pandemic affecting supply chain disruptions, manufacturing plants and workplaces shutting down, exports decreased significantly in 2020 but recovery is promising with new companies relocating and existing ones expanding operations.

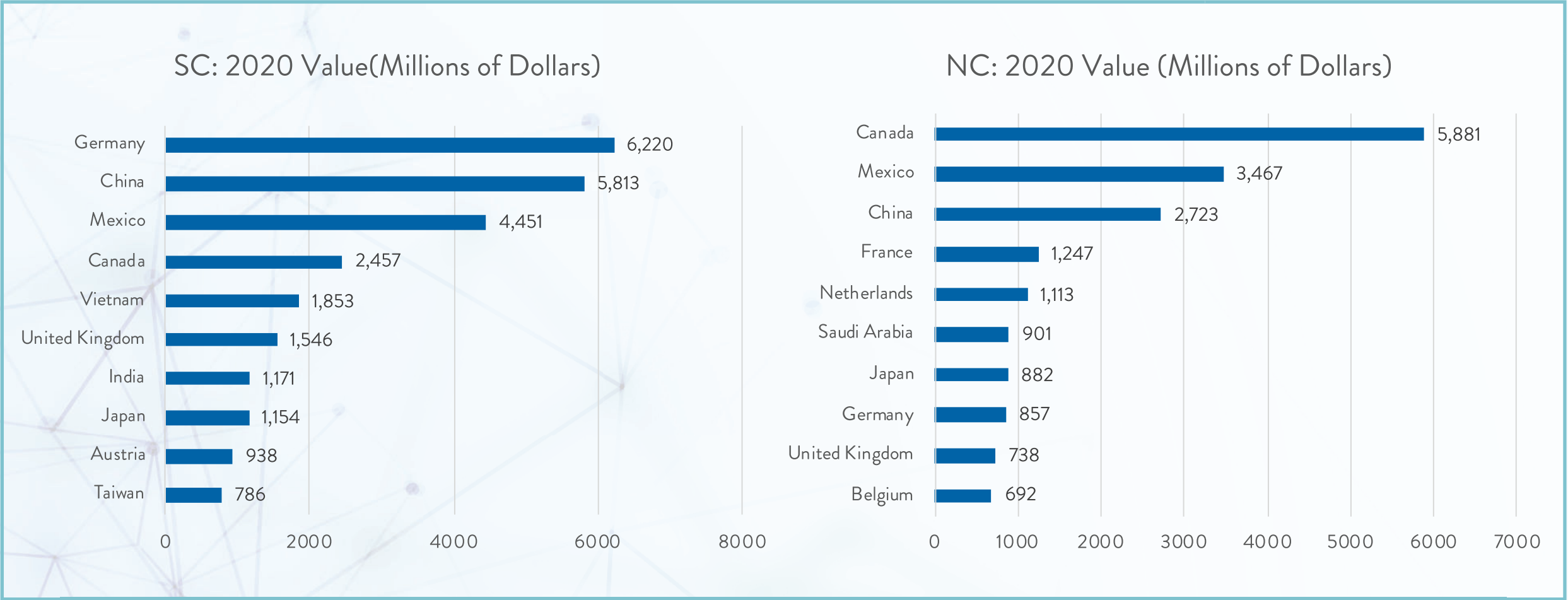
Countries including Germany, Canada, United Kingdom, China, Japan, France, Italy, China and many others among the top 25 exporters.

INTERNATIONAL EXPORTS FROM THE CHARLOTTE METROPOLITAN AREA (\$B)



TOP EXPORTING COUNTRIES IN NORTH AND SOUTH CAROLINA

For both North and South Carolina, the top exporting countries are Germany, Canada, France, Netherlands, United Kingdom, Belgium, Mexico, China, Japan, Saudi Arabia, South Korea, and Taiwan.



TOP EXPORTING COMMODITIES IN NORTH AND SOUTH CAROLINA

The Carolinas' top exporting commodities show strengths of the region in automotive and aerospace manufacturing. In addition to these strengths, emerging industries like Healthcare manufacturing are driving some of the top export commodities.

TOP EXPORTING COMMODITIES IN NORTH CAROLINA	EXPORTING VALUE (2020, MILLIONS OF DOLLARS)
IMMUNOLOGICAL PRODUCTS	1,366
PHARMACEUTICAL DRUGS	1,017
ANTIBODIES BLOOD SERUM & OTHER BLOOD FACTIONS	993
CIVILIAN AIRCRAFT, ENGINES & PARTS	896
CHEMICAL WOODPULP, SODA OF SULFATE	718
PARTS OF AIRPLANES OR HELICOPTERS	492
SUPPORTED CATALYSTS WITH PRECIOUS METAL	491
COMPRESSION-IGNITION INTERNAL COMBUSTION	455
VACCINES FIR HUMAN MEDICIINE	446
FROZEN SWINE MEAT	352

TOP EXPORTING COMMODITIES IN SOUTH CAROLINA	EXPORTING VALUE (2020, MILLIONS OF DOLLARS)
CIVILIAN AIRCRAFT, ENGINES & PARTS	4,039
PASSENGER MOTOR VEHICLES WITH SPARK-IGNITION	3,936
PASSENGER MOTOR VEHICLES WITH COMPRESSION-IGNITION	2,401
MOTOR VEHICLES	1,934
NEW PNEUMATIC RUBBER TIRES	895
PASSENGER MOTOR VEHICLES	729
PASSENGER MOTOR VEHICLES WITH INTERNAL COMPRESSION	589
PARTS AND ACCESSORIES OF BODIES (INCLUDING CABS)	508
GEAR BOXES FOR MOTOR VEHICLES	377
PARTS OF MACHINES & MECHANICAL APPLIANCES	353

Source: U.S. Census Bureau, NC and SC State Exports, 2019

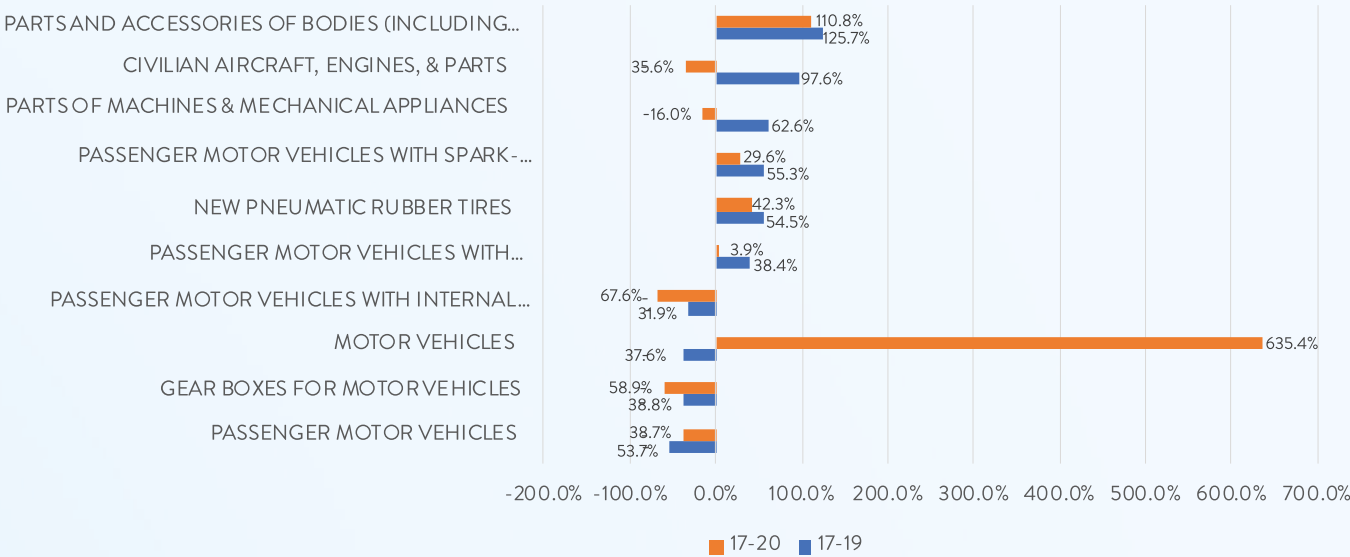
YEAR OVER YEAR PERCENT CHANGE FOR TOP EXPORTING COMMODITIES IN NORTH AND SOUTH CAROLINA

Growth changes in automotive and healthcare exporting commodities are not significant between 2017 - 2019 or 2017 - 2020. Although the automotive sector was affected more than other industries, decline in exports remains relatively low. The pandemic being a healthcare crises brought more stability to the healthcare sector especially with the production of COVID-19 vaccines to control the spread of the coronavirus.

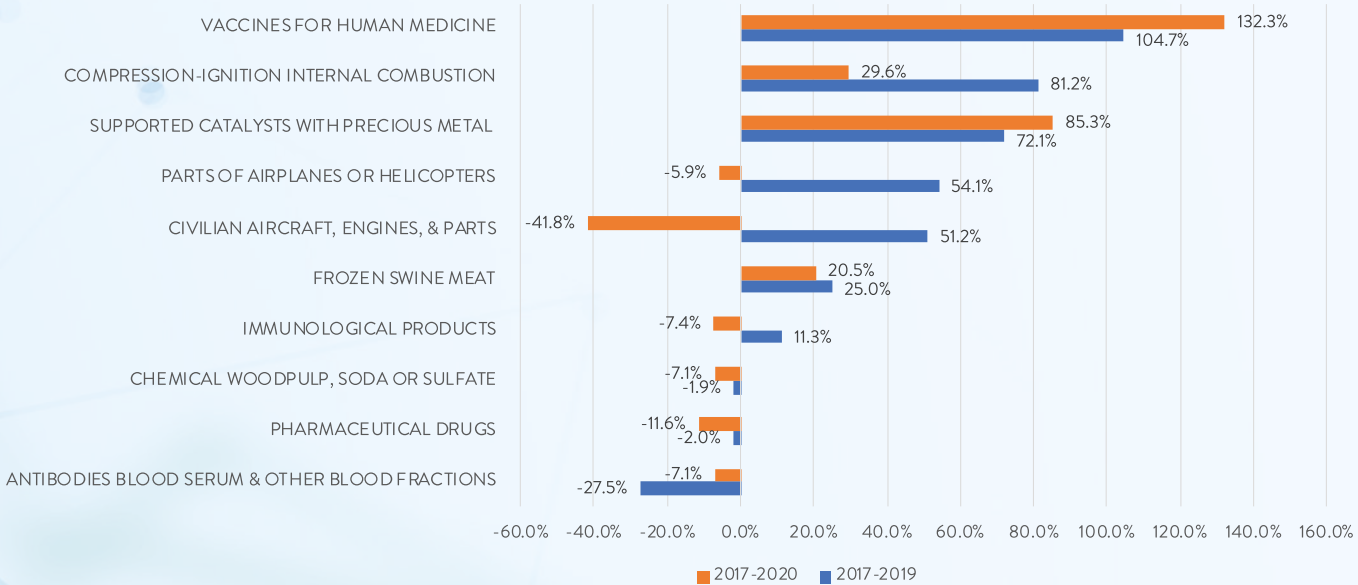
With technologies needed more than ever, FDI will continue to evolve, creating growth in some industries and exported products, while fostering an environment for new industries to emerge.

Source: U.S. Census Bureau, NC and SC State Exports, 2020

SC TOP EXPORTING COMMODITIES: YEAR OVER YEAR PERCENT CHANGE COMPARISON IN EXPORTING VALUE

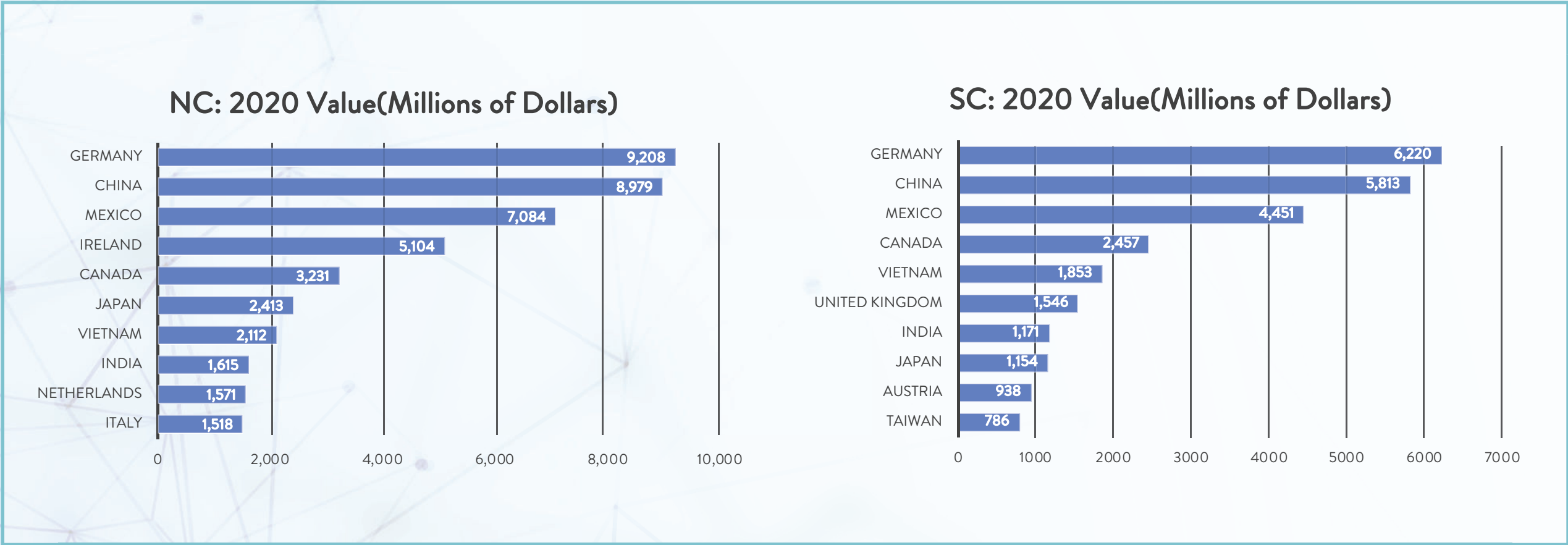


NC TOP EXPORTING COMMODITIES: YEAR OVER YEAR PERCENT CHANGE COMPARISON IN EXPORTING VALUE



TOP IMPORTING COUNTRIES IN NORTH AND SOUTH CAROLINA

For both North and South Carolinas, the top three importing countries are Germany, China , and Mexico. Accounting for 62% of all imports in the region.



TOP IMPORTING COMMODITIES IN NORTH AND SOUTH CAROLINA

The Carolinas' top importing commodities show strengths of the region in textile and healthcare manufacturing in North Carolina and automotive manufacturing in South Carolina, which represent legacy and emerging industry clusters in the region. Both states show strengths in electrical manufacturing products.

TOP IMPORTING COMMODITIES IN NORTH CAROLINA	IMPORTING VALUE (2020, MILLIONS OF DOLLARS)
IMMUNOLOGICAL PRODUCTS	6,461
DIGITAL PROCESSING UNITS	1,965
PHARMACEUTICAL DRUGS	1,672
PORTABLE DIGITAL AUTOMATICS DATA PROCESSING MACHINES	1,639
PARTS OF TURBOJETS	1,159
CARBON & ATOM COMPOUNDS WITH OXYGEN	785
TEXTILE ARTICLES	704
T-SHIRTS, SINGLETS, TANK TOPS & SIMILAR GARMENTS	636
COMPOUNDS DERIVED FROM HYDROCARBONS	587
SWEATERS, PULLOVERS, SWEATSHIRTS, & VESTS	571

TOP IMPORTING COMMODITIES IN SOUTH CAROLINA	IMPORTING VALUE (2020, MILLIONS OF DOLLARS)
URANIUM & COMPOUNDS	935
SELF-CONTAINED TOOLS	889
SPARK-IGNITION RECIPROCATING PISTON ENGINES	876
PARTS & ACCESSORIES FOR MOTOR VEHICLES	825
PARTS & ACCESSORIES OF AUTO BODIES	768
WASTE & SCRAP OF PRECIOUS METAL	707
GEAR BOXES FROM MOTOR VEHICLES	610
BOARD, PANELS, CONSOLES, ETC. WITH ELECTRICAL APP	555
PHOTOSENSITIVE SEMICONDUCTOR DEVICES	526
NEW PNEUMATIC RUBBER TIRES	513

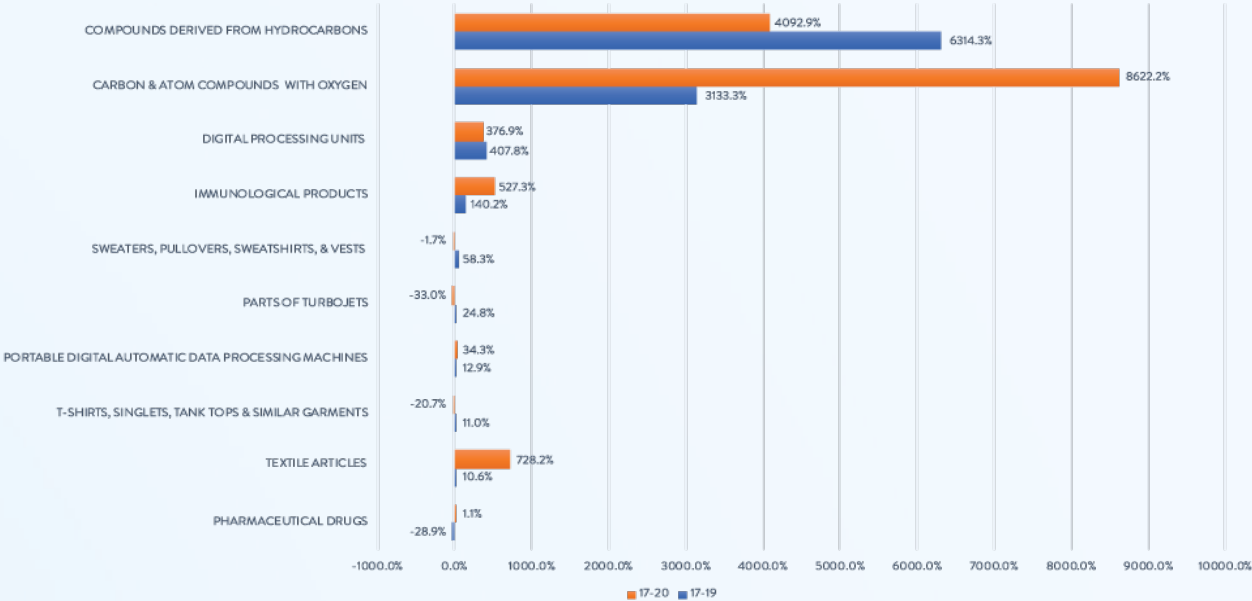
Source: U.S. Census Bureau, NC and SC State Exports, 2019

YEAR OVER YEAR PERCENT CHANGE FOR TOP IMPORTING COMMODITIES IN NORTH AND SOUTH CAROLINA

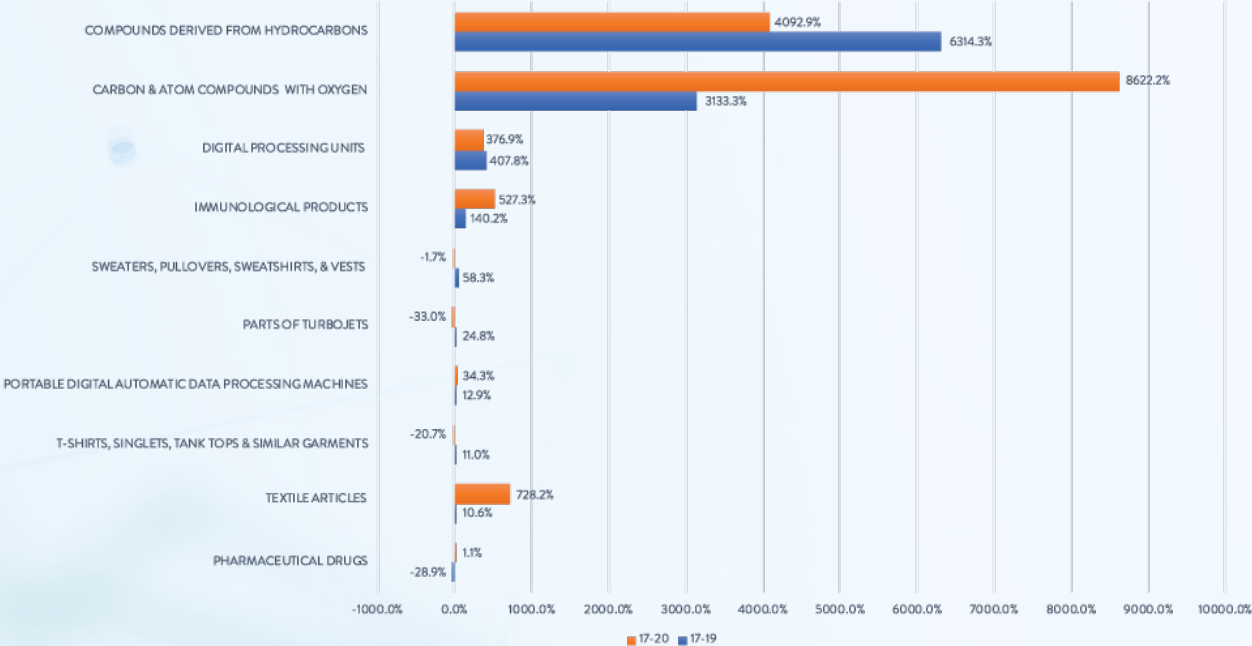
Growth in importing values of all commodities remains in the Carolinas relatively steady and high across the years.

Automotive components and parts remain the top commodities and are driving growth in imports in South Carolina, whereas healthcare products international trade is increasing in North Carolina despite the effects of the pandemic, creating innovation and contributing to the economy.

NC TOP IMPORTING COMMODITIES: YEAR OVER YEAR PERCENT CHANGE COMPARISON IN IMPORTING VALUE



NC TOP IMPORTING COMMODITIES: YEAR OVER YEAR PERCENT CHANGE COMPARISON IN IMPORTING VALUE





FDI: SECTOR RISK ASSESSMENT & SUPPLY CHAIN TRENDS

GROWTH AND DECLINE TRENDS IN FDI

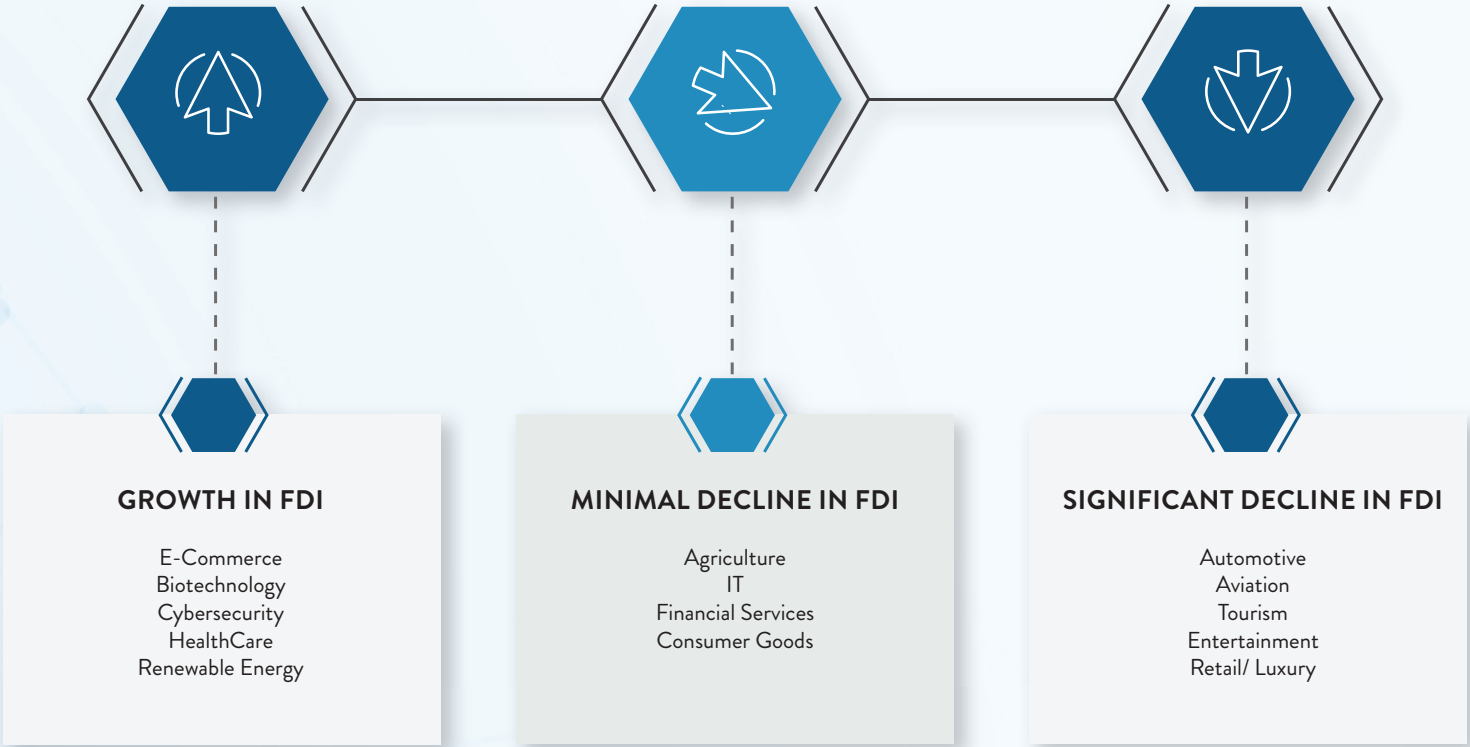
A risk assessment of industry clusters for FDI shows significant growth in diverse sectors including biotech and decline in others such as automotive and tourism.

The supply chain disruption caused by the COVID-19 pandemic and subsequent economic crisis is impacting FDI and investment prospects in all countries throughout the world. Prior to the outbreak, the United Nations Conference on Trade and Development (UNCTAD) projected a potential increase of 5% in FDI for 2020-2021. Recent FDI data released by UNCTAD in January 2021 indicated that global FDI flows were down by 42% through 2020. However, recovery is projected to occur by the end of 2021 and into 2022.

Industries that will experience the most significant decline in FDI include automotive, airlines and energy and basic materials industries. With the slow return of activities in production, the growth gap will slowly close. Despite these challenges, the Charlotte Region is seeing growth in international manufacturing as this industry has relocated or expanded their footprint in the region over the past year.

Arrival, a United Kingdom manufacturer of electric vehicles, announced the establishment of its manufacturing operations in York County, and will create 240 jobs with an investment of \$46 million, their North American headquarters in Mecklenburg County in Historic South End of Charlotte, and an electric bus microfactory in the West Charlotte community of Mecklenburg County. Fuji Seal, a shrink-sleeve and self-adhesive labels, spouted patches and packaging machinery manufacturer from Japan, will create 101 jobs and invest \$52 million in Catawba county. Both companies made their investment official at the end of 2020 amidst the pandemic challenges.

Sources: Wavteq Intelligence, UNCTAD, Charlotte Regional Business Alliance, 2020



SUPPLY CHAIN TRENDS: SC & NC PORTS TEU SHIPMENTS

TOTAL TEU SHIPMENTS FOR NC & SC

January 2021: **237,690**

January 2020: **239,727**

TOTAL RAIL TEU SHIPMENTS FOR NC & SC

January 2021: **53,076**

January 2020: **53,104**

North and South Carolina's Port Authorities oversaw a total of 237,690 in TEUs (twenty-foot equivalent unit) in January 2021. TEUs operated through rail services accounted for 22.3% of the total capacity for a total of 53,076 for both ports. This is only a -0.8% decrease of total TEUs from last year, showing recovery in shipments to the Charlotte Region is progressing. This shows a promising restart of international and domestic flow of goods and supply chain activities in the Charlotte Region.

Source: NC & SC Ports Authority, Charlotte Regional Business Alliance, 2021



FDI: OPPORTUNITIES



FDI AS A GROWTH BASE FOR RESEARCH & DEVELOPMENT INITIATIVES:

FACT: **52%** Growth in R&D in **Biotechnology, Physical, Engineering & Life & Sciences** in the Charlotte Region

Many companies are implementing research and development initiatives through the integration of R&D facilities in addition to production operations. This calls for government and private sector organizations to create opportunities for additional R&D incentives, and attract international companies.

Oerlikon, a German advanced additive manufacturer and global provider of surface solutions, equipment, advanced materials and materials processing, has grown its presence in the region with its new 125,000 square foot research and development facility in Huntersville, North Carolina.

Prinston Pharmaceuticals, a Chinese bioscience company, established its laboratory site on the North Carolina Research Campus in addition to its business operations facilities. The company, a generic drug manufacturer, announced the creation of 127 jobs and an investment of \$3 million in 2018.

Biotechnology is one of the healthcare and R&D clusters that is experiencing a surge in the national and international economy. Lundbeck, a Danish pharmaceutical company in the biotechnology field, employs 25 people in the region.

COMPANIES WITH R&D PRESENCE IN THE REGION

AUSTRIA: Greiner Bio-One North America Inc, BioScience products (Union County)

CANADA: CSA Group, Standards development in electronic communications, environmental, construction, & safety fields (Mecklenburg County)

CHINA: Bluestar Silicones USA Corp (Elkem) R&D-Integrated silicones (York County)

FRANCE: Roll-Tech Inc, Plastic casters/wheels - rubberized pavers (Catawba County)

GERMANY: BASF Corp / R&D, R&D & technical services (Mecklenburg County)

GERMANY: Klingspor Abrasives Inc, Abrasives for wood and metal products finishing and handtool manufacturing (Catawba County)

ITALY: Prysmian Group/ Draka, Fiber Optic Cable (Catawba County)

JAPAN: US Conec Ltd., End ferrules (connectors) for fiber optic cables (Catawba County)

SWITZERLAND: Clariant Corp USA, Chemicals (Mecklenburg County)

FDI AS A GROWTH BASE FOR RESEARCH & DEVELOPMENT INITIATIVES:

Apprenticeship Highlights:

- Programs last anywhere from 1-5 years
- In addition to apprenticeship programs, community colleges and universities provide customized training programs to insure workers have the skills they need.
- Programs are geared towards development of hands-on technical skills applicable to advanced manufacturing professional skill sets

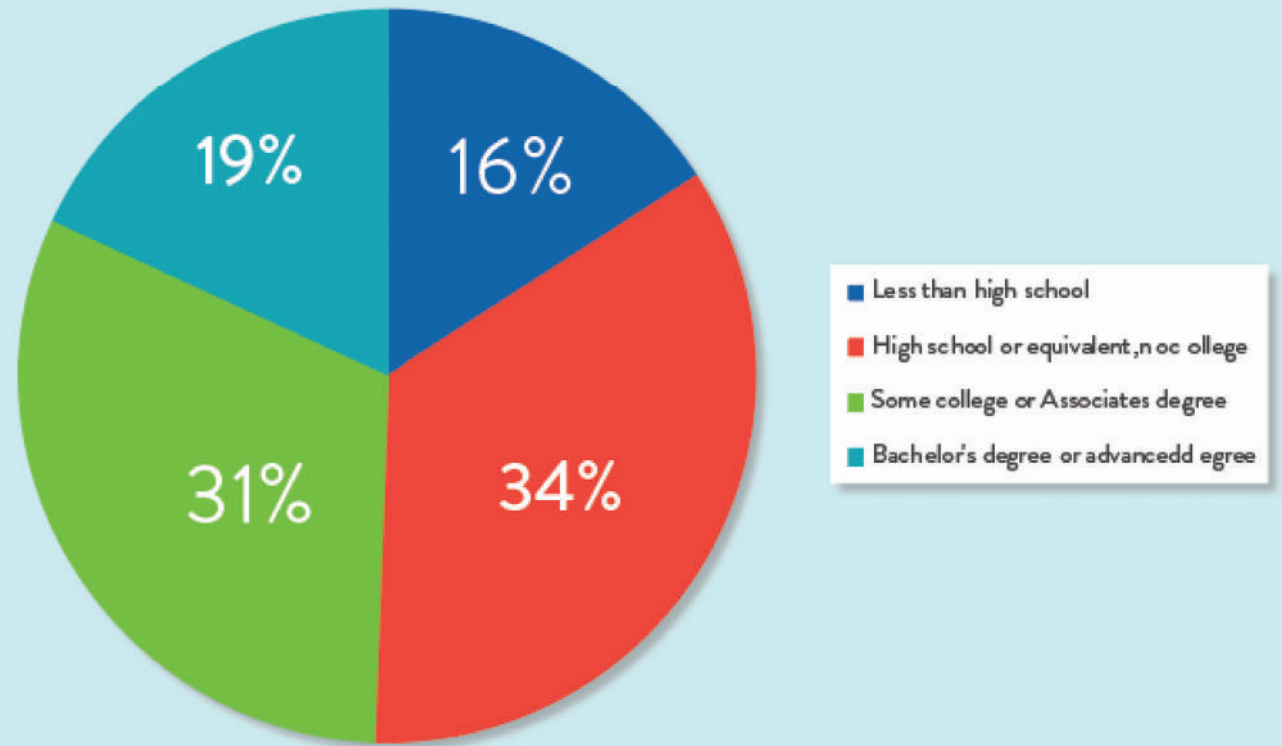


BEING A PARTNER EMPLOYER
WITHIN THESE PROGRAMS
CAN PROVIDE A
DIRECT PIPELINE
OF **STRONG TALENT**
TO THE COMPANY

EMPLOYERS ARE ABLE TO
PROGRAM
& **MANAGE**
THEIR OWN CURRICULUM TO
BEST FIT THE NEEDS
OF THEIR COMPANY



MANUFACTURING WORKFORCE EDUCATIONAL ATTAINMENT FOR 25 YEARS AND OLDER



BUILDING SKILLED TALENT IN THE REGION: THE GERMAN SWISS & THE CHINESE TEACHER-STUDENT APPRENTICESHIP MODELS

The German-Swiss Apprenticeship Model

Many German-based FDI companies introduce the German-Swiss apprenticeships in their talent recruitment and business operations practices. This model continues to foster collaboration between international manufacturing companies and educational institutions.

In this model, job seekers and graduates are integrated in the apprenticeship programs upon receiving employment offers from companies. Employers have the flexibility to customize courses that required specific skills for the job thus increasing upskilling/ reskilling, learning opportunities, on-the-job training and job security.

In the Charlotte Region, educational institutions including Central Piedmont Community College, Gaston, Catawba, and Rowan-Cabarrus community colleges, offer several apprenticeships in support of this model.

The Chinese Teacher-Student Apprenticeship Model

The Charlotte Region is a global business hub for Asian companies across multiple industries. The Chinese teacher-student model is steadily integrating into the region's skilled talent pool with the presence of 49 Chinese companies in the market.

With the Chinese model, technical schools train skilled workers for specialized occupations in manufacturing or finance. A skilled workers school offers full-time, school-based training including theoretical content and a practical training phase in a training workshop. Training normally lasts 3 years, and students leave as skilled workers with good occupation-specific skills who can be deployed rapidly in production.

The model is an order system training resulting from the school-enterprise cooperation in some vocational colleges with good student resources. These colleges sign order-training agreements with partnering companies. After graduation, students are directly assigned to work with those companies.

Existing and newly relocated international businesses use the apprenticeship system to foster and create strategic partnerships with local institutions in the region. This approach facilitates easy and better access to skilled talent, customized training and better quality of life. Prospective international companies are encouraged to implement this cost-efficient workforce development system to access local talent in our communities.

TOP 20 H1-B OCCUPATIONS

Top H1-B occupations certified in the region in 2019 and 2020 include tech and engineering occupations. H1-B visas holders and their families are part of the international community and contribute to talent development and the economy in the region. The presence of H1-B workers contribute to lower unemployment rates and salary growth in the experienced and recent college graduate population. It increases the likelihood that U.S.-born young college graduates can obtain a job closely related to their major (National Foundation for American Policy, May 2020).

OCCUPATION	REGIONAL EMPLOYMENT	AVERAGE WAGES
Software Developers	16,799	\$98,202
Computer Systems Engineers/Architects	13,465	\$101,147
Software Quality Assurance Engineers and Testers	12,745	\$103,500
Data Warehousing Specialists	10,854	\$93,972
Business Intelligence Analysts	9,434	\$92,458
Computer Systems Analysts	8,247	\$96,400
Financial Analysts	5,490	\$93,800
Computer and Information Systems Managers	4,473	\$142,100
Database Administrators	3,886	\$85,400
Industrial Engineers	3,029	\$84,400
Mechanical Engineers	2,863	\$85,700
Information Technology Project Managers	1,906	\$87,963
Computer Programmers	1,831	\$94,000
Database Architects	1,531	\$113,900
Electrical Engineers	1,405	\$103,100
Operations Research Analysts	1,033	\$91,600
Statisticians	327	\$82,100
Biochemists and Biophysicists	134	\$98,200
Computer and Information Research Scientists	88	\$122,700
Source: JobsEQ, EMSI, 2020		

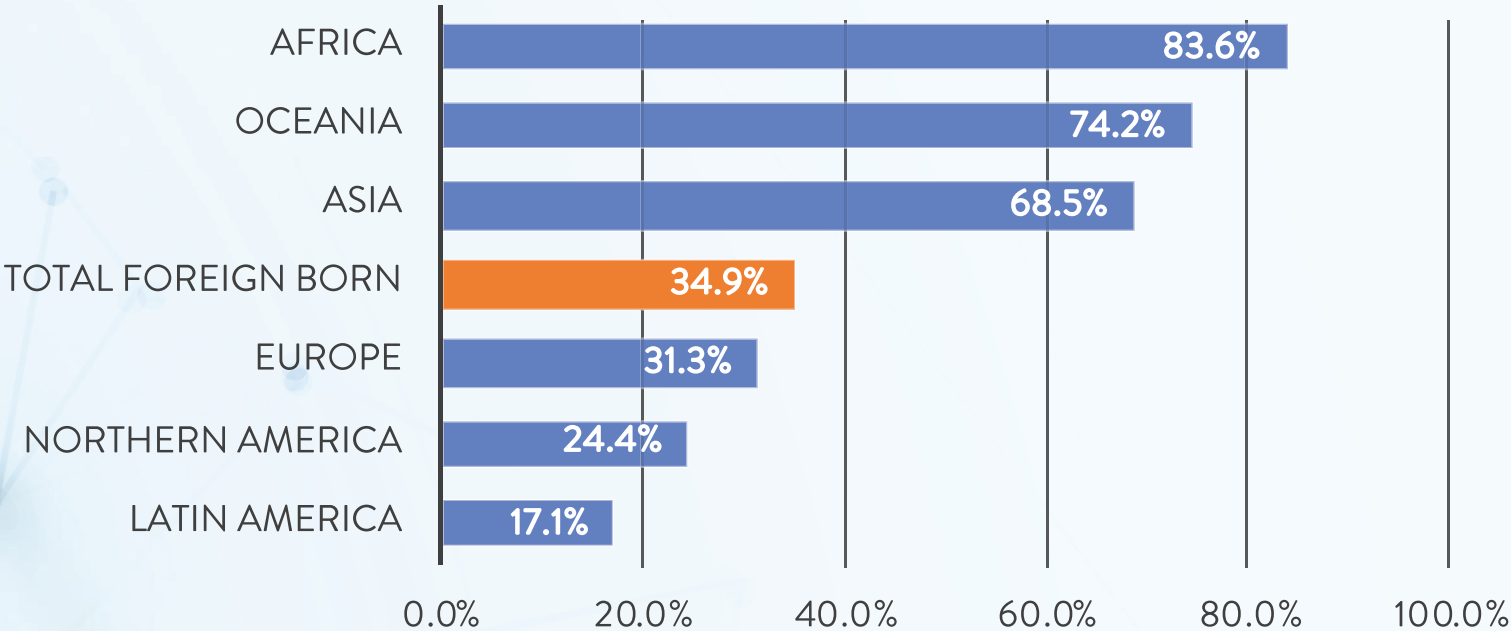


FDI: INTERNATIONAL COMMUNITY IN THE REGION

FAST GROWTH WITHIN THE INTERNATIONAL COMMUNITY POPULATION

With more international businesses choosing the region for their operations, more individuals and families are calling the region home. More than 274,000 foreign-born people or immigrants live in the Charlotte Region. The total foreign-born population increased by nearly 35% these past five years, from 203,755 to 274,807 people. Africans, Asians, and Oceanians recorded the fastest growth in the international community between 2010 and 2019, thus increasing diversity and encouraging more foreigners or immigrants to establish residence and create more immigrant-based and international businesses in the region.

Foreign-Population Growth (2010-2019)

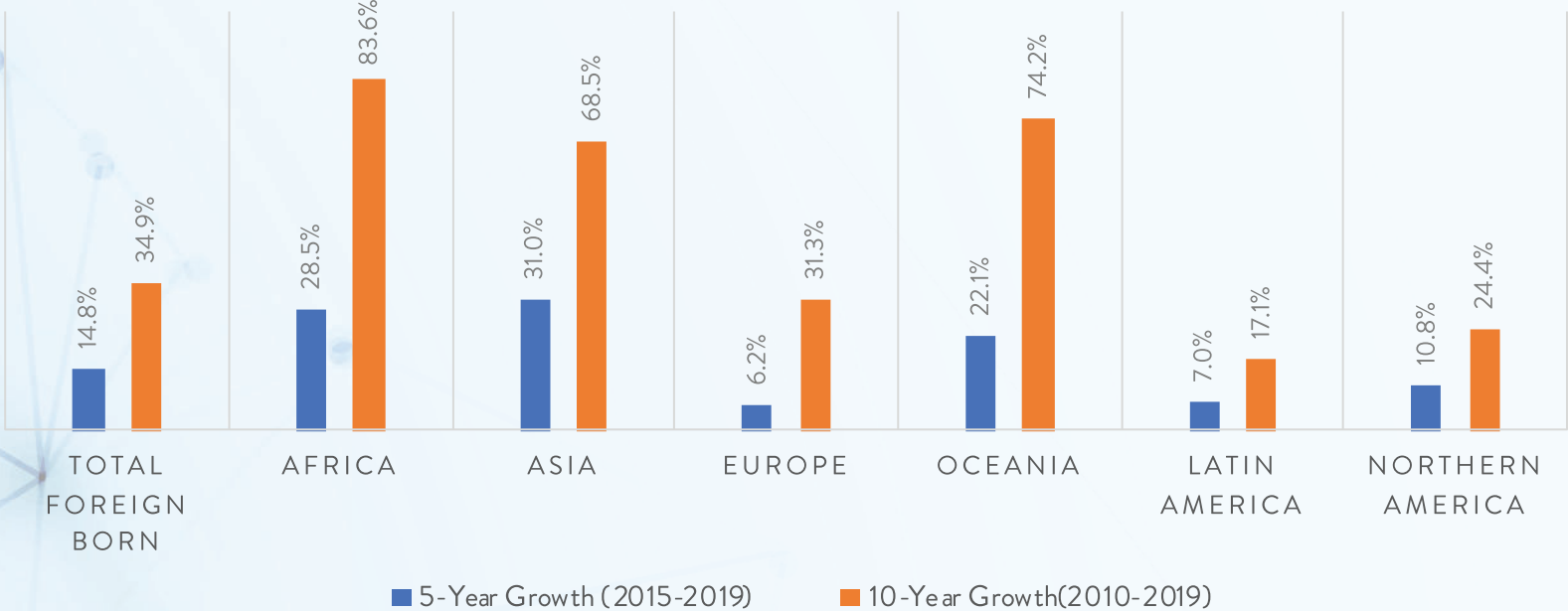


Source: U.S. Census Bureau, 2019

FAST GROWTH WITHIN THE INTERNATIONAL COMMUNITY POPULATION

The foreign-born population more than doubled from its five-year to 10-year growth. Minority population groups grew similarly. The African population more than tripled with the remaining under-represented populations growing more than twice as fast when comparing those two periods of growth. Remarkable growth is more noticed within the European population five times faster compared to the other immigrant groups. Every year, European businesses create businesses and jobs in the region. Countries including Germany, United Kingdom, Italy, Switzerland, France, Sweden, Netherlands, and Ireland have more than 620 companies, which is 60% of the total number of foreign companies in the region.

CHARLOTTE REGION: FOREIGN-BORN POPULATION 5 & 10-YEAR GROWTH



Source: U.S. Census Bureau, 2019

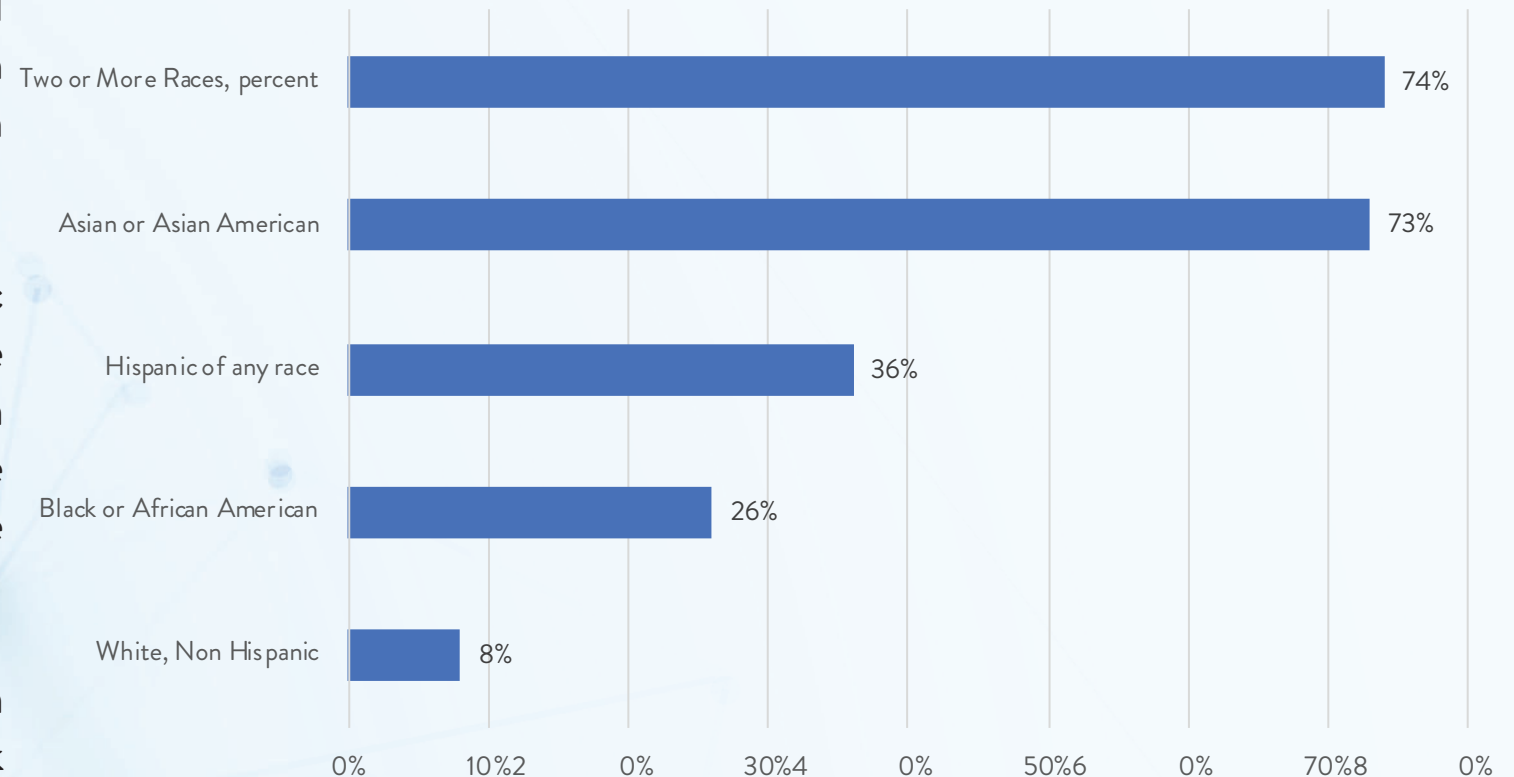
FAST GROWTH WITHIN THE INTERNATIONAL COMMUNITY POPULATION

Under-represented racial and ethnic groups grew rapidly in the 2010s, helping the region to become more diverse. Driven by immigration from India, China and other parts of Asia as well as domestic migration from the Northeast, the Asian and Asian American population grew by 73%.

The Charlotte Region has a long-established Hispanic and Latino population dating to immigration waves of the 1990s and early 2000s. That group continued to grow in the 2010s, surpassing 10% of the region's population. The majority of the Hispanic population in the Charlotte Region (55%) is now U.S. born, up from 45% in 2010.

Charlotte continues to be a destination for African American professionals, driving the growth of the black population. More than 22% of the Charlotte Region population is black or African American.

Growth Rate 2010-2019





FDI: RESOURCES & INFRASTRUCTURE



INTERNATIONAL COMMUNITY RESOURCES

CONSULATES

Charlotte hosts 13 honorary consulates that facilitate business, political and cultural connections for the international community as well as business owners, students, and families.

- Germany
- Estonia
- France
- Czech Republic
- Guatemala
- Hungary
- Ireland
- Italy
- Mexico
- Moldova
- Nicaragua
- Switzerland
- United Kingdom

IMMERSION SCHOOLS

The increased diversity and prevalence of international businesses and community in the region yielded the creation of 8 internationally focused or language immersion private schools for foreign residents and their families.

- British
- Chinese
- German
- Greek
- Japanese
- Korean
- Russian
- Swedish



INTERNATIONAL & IMMIGRANT-BASED COMMUNITY RESOURCES

INTERNATIONAL-FOCUSED CHARLOTTE CHAMBERS

- AFRICAN NATIONAL CHAMBER OF COMMERCE
- BRITISH AMERICAN BUSINESS COUNCIL
- CAROLINAS ASIAN-AMERICAN CHAMBER OF COMMERCE
- FRENCH AMERICAN CHAMBER OF COMMERCE OF NORTH CAROLINA
- GERMAN AMERICAN CHAMBERS OF COMMERCE
- GLOBAL CHAMBER CHARLOTTE
- LATIN AMERICAN CHAMBER

INTERNATIONAL-FOCUSED CHARLOTTE CHAMBERS

- AFRICAN NATIONAL CHAMBER OF COMMERCE
- BRITISH AMERICAN BUSINESS COUNCIL
- CAROLINAS ASIAN-AMERICAN CHAMBER OF COMMERCE
- FRENCH AMERICAN CHAMBER OF COMMERCE OF NORTH CAROLINA
- GERMAN AMERICAN CHAMBERS OF COMMERCE
- GLOBAL CHAMBER CHARLOTTE
- LATIN AMERICAN CHAMBER

FDI & INFRASTRUCTURE

FDI & Infrastructure:

AIR: Charlotte Douglas International Airport

- The Charlotte Region's strategic location provides international businesses with easy access to other US markets. With more than 750 daily departures to more than 175 destinations, including 35 international destinations, more than half of the US population is reachable within a 2-hour flight.

PORTS: NC & SC Ports serve the Charlotte Region and facilitate international trade

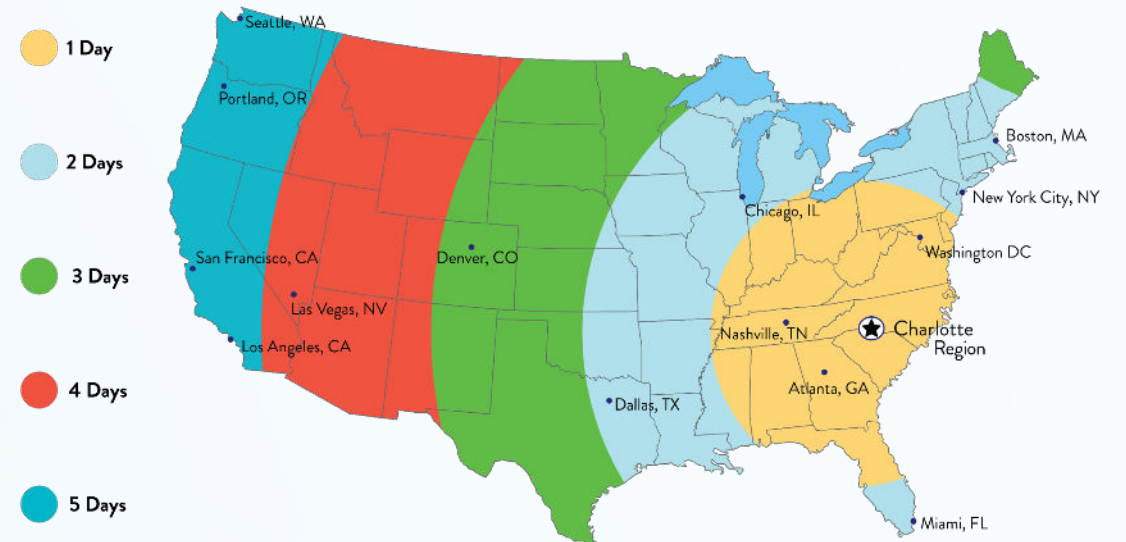
- Port of Wilmington, North Carolina
- Port of Morehead City, North Carolina
- Port of Charleston, South Carolina
- Port of Georgetown, South Carolina

RAIL: The Rail system connects people and goods and facilitates international and domestic flow of goods and business activities

- CSX Transportation
- Norfolk Southern

ROADS: As a logistics hub, more than 70% of the population is accessible within 2-day trucking distance.

TRUCK DELIVERY TIMES FROM THE CHARLOTTE REGION



Truck Delivery Times to Select Cities from the Charlotte Region



DOMESTIC & INTERNATIONAL CLIENT SERVICES

The following is a short summary of the Alliance's services for domestic and foreign-owned (planning to establish U.S. operations at any level) companies considering the 15-county Charlotte region in North and South Carolina as a potential location. Our services are provided at no cost to our clients while maintaining a high level of confidentiality:

Project Management – Our project managers work diligently to provide access to the data, contacts and relevant information you may need at any point throughout the decision-making process.

Customized Research – Our research team provides an incredible breadth and depth of knowledge about the Charlotte Region. They are poised to respond to your unique needs. Topics and resources include; GIS mapping, company lists, labor analyses, cost comparisons, weather and climate, demographics, housing and more.

Real Estate – Our team is current on available and soon to become available space for both office and industrial clients. We will work with you to identify properties and land throughout the region that suit your specific needs.

Regional Tours – The Alliance team welcomes prospective companies and consultants to see firsthand what the Charlotte Region has to offer. We will work with you to create an agenda that meets your unique needs, while maximizing your time. Tours can include visiting communities of interest, touring potential commercial real estate options, interviews with service providers and experiencing the region's exemplary quality of life.

Connections – Through our robust network of partners, we will connect you with the resources you need to be successful. Examples that may add value to meet your goals include introductions to state and local staff and elected officials, educational institutions, real estate developers as well as service providers and cultural organizations ranging from construction to housing to the arts.

Talent and Workforce Development – We want to help you access the right talent sources to meet your workforce needs to create opportunity, economic growth and prosperity for all in the Charlotte Region by connecting clients with regional public-school systems, colleges and universities and other educational and training organizations. Clients can schedule time to meet with our talent and workforce development lead for a consultative discussion on strategic partnership and engagement opportunities.

- Provide data on all aspects of local infrastructure: highway and air connections, wages and salaries, availability and skill level of local workers, commercial real estate lease rates, and the availability of office, warehouse and manufacturing space, among other things.
- Develop contacts with selected managers of the many foreign-owned companies in the Charlotte Region in order that our clients may form a completely independent impression of our city and county.
- Provide referrals to law firms that specialize in the establishment of foreign companies' U.S. subsidiaries and obtaining U.S. visas for key employees.
- Provide contacts with tax advisors, accountants, bankers and other providers of services typically required by new U.S. subsidiaries.
- Conduct tours of identified real estate options.
- Conduct city-county-regional tours to familiarize clients with Charlotte's many areas: downtown, suburban, rural, industrial zones, residential housing neighborhoods, etc.
- Identify suitable real estate options (office space, warehouses, existing manufacturing buildings and/or greenfield sites for new building construction).
- Provide referrals to local real estate firms that specialize in finding houses and/or apartments for relocating managers.
- Make introductions to regional technical schools and universities that offer customized training programs for new workers.
- Provide lists of manufacturers who work as subcontractors, particularly in plastics and metalworking.
- Provide information on financial incentive programs and develop contacts with the state and local authorities who manage such programs.

For companies considering the Charlotte Region for foreign direct investment, we provide the following services tailored to these clients:



FDI: FOREIGN TRADE ZONE

WHAT IS IT AND WHAT DOES IT ENTAIL FOR THE REGION'S
FDI AND OVERALL ECONOMIC GROWTH?

FOREIGN TRADE ZONE OPPORTUNITIES

WHAT IS A FTZ?

- A secure area located in or near a Customs Port of Entry
- Charlotte Douglas International Airport is the Port of entry for FTZ #57
- Legally outside the US Customs territory
- Goods “In Zone” are considered to be part of international commerce
- Retail Trade is not allowed

BUSINESS BENEFITS: The FTZ program is a catalyst for companies involved with international trade to improve their competitiveness and profitability.

PUBLIC BENEFITS: Foreign Trade Zones are a catalyst for Economic Development. They help facilitate and expedite international trade; encourage and facilitate exports, job retention and creation, increased investment in local community and economy.

NATIONAL BENEFITS: Improve the balance of trade by increasing exports, strengthen the economy through lower unemployment rates, higher use of U.S. products and reinvestment in the U.S, and Enhance development and retention of technology due to production in the U.S. rather than offshore.



FDI: SUMMARY

Industry strengths, international infrastructure, and a diverse and talented workforce foster a favorable environment for FDI in the Charlotte Region.

More than half of the region's international companies are manufacturers, with particularly strong concentrations in plastics, automotive parts and industrial machinery and emerging growth in medical devices and health care. These manufacturers power the region's exports base and provide opportunities for expansion in research and development and cutting edge fields like additive manufacturing and 3D printing. Resources for skilled talent recruitment include custom training and apprenticeship programs at regional community colleges.

Our international infrastructure includes the Charlotte Douglas International Airport, proximity to international ports, and access to interstates and intermodal facilities enabling efficient shipment to domestic and international markets. Foreign Trade Zone #57 offers additional opportunities to encourage international trade.

Every year, new international businesses and residents contribute to a growing international scene. Thirteen international consulates, eight internationally focused or foreign-language schools and countless cultural organizations support our region's foreign-born population of more than 250,000 people.

These resources combined with our affordable quality of life make the Charlotte Region an attractive destination for international businesses.

THANK YOU TO THE ECONOMIC RESEARCH FUND SPONSORS

BANK OF AMERICA 

CRVA 
Charlotte Regional Visitors Authority

CBRE

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RESEARCH SERVICES

Demographic and Economic Trend Research
Industry Insights and Deep Dives
Economic Impact Analyses
Site Selection Mapping and Analysis
Custom Reporting

TESTIMONIALS

“We wanted to have a better understanding of the economic impact of the Charlotte-Mecklenburg Schools 2017 Bond Program. Commissioning the research not only identified the number of jobs created as a result of the bond, but also the tax contribution to the Mecklenburg County economy, overall spend with minority and women owned businesses and annual impact of the CMS supplier diversity program. This analysis clearly quantified the return on investment for the taxpayers in Mecklenburg County to provide quality education environments for our students.”

Chiquitha Lloyd

Director of Diversity and Inclusion
Charlotte Mecklenburg Schools