

**Economic Development Agencies
FY20 Budget Recommendations**

Agency Name	FY17 Adopted	FY18 Adopted	FY19 Adopted	Fiscal Year 20			FY17 Estimated Economic Impact	FY18 Estimated Economic Impact	FY19 Anticipated Economic Impact ⁽¹⁾	FY20 Target Economic Impact Goal
				Requested	Manager's Recommend	Economic Development Goal				
African-American Atelier	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	Job Creation/Retention	9 PT positions created \$51,773 in wages created	2 jobs created 5 jobs retained Saturday Enrichment Workshops Program recruited and retained 19 students \$51,773 in wages created	Continue Artist Professionalism Workshop Series designed to inform aspiring artist on how to become a professional artist Saturday Enrichment Workshops Program will recruit and retain 20 (YTD 23) students Engage at least 7 (YTD 3) Art! afterschool programs. Establish 3 (YTD) external partnerships to promote youth visual art activities	Continue Artist Professionalism Workshop Series designed to inform aspiring artist on how to become a professional artist Saturday Enrichment Workshops Program will recruit and retain 50 students Engage at least 7 Art! After school programs. Establish 3 external partnerships to promote youth visual art activities
Downtown Greensboro Inc. (DGI)	\$ 40,000	\$ 40,000	\$ 40,000	\$ 50,000	\$ 40,000	Increase Taxable Property Increase/Improve Business Prospects	240+ new jobs created 22 net new businesses opened 210,000 attendants at DGI-sponsored events \$3+ million economic impact \$120,000 grant income reinvested in downtown GSO \$413 million in large-scale economic projects announced or completed	Opened 15 net new businesses downtown Created and/or assisted in 4 beautification projects Lead and/or participated in at least 253 on economic development 225,000+ attendants at DGI-sponsored events \$113.2M economic downtown impact	Open at least 11 net new businesses downtown Create and/or assist in 9 beautification projects Lead and/or participate in at least 152 on economic development \$2M+ economic downtown impact	Open at least 8 net new businesses downtown Create and/or assist in 4 beautification projects Lead and/or participate in at least 250 on economic development 300,000+ attendants at DGI-sponsored events Complete Downtown Growth Strategy Masterplan \$230M economic downtown impact
East Market Street Development (dba East Market St. NOW)	\$ 20,000	\$ 20,000	\$ 35,000	\$ 35,000	\$ 35,000	Increase Taxable Property Increase/Improve Business Prospects	10 entrepreneurs completed business planning program 163 participants in 6th annual Gate City Minority Business Opportunity Fair 59 consultations to assist in entrepreneurial development Estimated \$4 million new investment in East Greensboro	35 participants completed REAL Entrepreneurship Training 210 participants in 7th Annual Gate City Minority Business Opportunity Fair 58 consultations to assist in entrepreneurial development \$2.7M in new investments	2 participants to complete REAL Entrepreneurship Training Annual Gate City Minority Business Opport. Fair N/A 19 Commerical properties impacted by new investment \$18M (YTD \$4.6M) new investments	24 participants to complete REAL Entrepreneurship Training 150 participants in 8th Annual Gate City Minority Business Opportunity Fair Complete Downtown Growth Strategy Masterplan \$20M new investments

**Economic Development Agencies
FY20 Budget Recommendations**

Agency Name	FY17 Adopted	FY18 Adopted	FY19 Adopted	Fiscal Year 20			FY17 Estimated Economic Impact	FY18 Estimated Economic Impact	FY19 Anticipated Economic Impact ^[1]	FY20 Target Economic Impact Goal
				Requested	Manager's Recommend	Economic Development Goal				
Friends of John Coltrane	\$ 20,000	\$ 20,000	\$ 20,000	\$ 50,000	\$ 20,000	Increase/Improve Business Prospects	6,100 festival attendants from 23 states	5,000+ festival attendants	6,000+ festival attendants	7,500+ festival attendants
								Expanded visiting audience to 23 states	Expanded visiting audience to 24 states	Expand visiting audience to 27+ states
								15 Student Instrument Awards	15 Student Instrument Awards	20 Student Instrument Awards
							\$165,000 in revenue generated for local businesses		\$188,301 in revenue generated for local businesses	\$188,301 in revenue generated for local businesses
GSO Chamber of Commerce	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	Job Creation/Retention	620 new jobs created	1000+ new jobs created	1500 (YTD 400) new jobs created	Create 1500 new jobs
						Increase/Improve Business Prospects	\$68M new capital investment	\$400M in new capital investment	\$100M (YTD \$400M) in new capital investment	Create \$100M in new capital investment
Guilford County Tourism Development Authority	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	Increase/Improve Business Prospects	Secure top 100 high school track stars with estimated \$7.5 million impact	5,800 participants		State Tax Revenue = \$350,000 and Local Tax Receipts = \$140,000 based on the following expenditures: Hotels \$3,226,300 Restaurants \$1,708,000 Entertainment \$539,700 Retail Shopping \$907,200 Local Transportation \$418,600 and other \$200,200
							Overall, tourism generates \$1.3 billion in annual expenditures in Guilford County	Overall, tourism generates \$1.3 billion in annual expenditures in Guilford County	Per agreement (NSSFNB Track Meet) \$4.491M economic impact	Per agreement (NSSFNB Track Meet) \$7M economic impact
High Point Arts Council	\$ 50,000	\$ 50,000	\$ 50,000	\$ 55,000	\$ 50,000	Job Creation/Retention	2,414 jobs created & retained	2,414 jobs created & retained	Increase participants in arts program to 50,000 (YTD 21,100)	Increase participants in arts program to 50,000
								Generated \$78,900 in dinner theatre from rental	Attained YTD 25% diversity of presenting artists reflective of Guilford County's population	Attain 51% diversity of presenting artists reflective of Guilford County's population
							\$67,062,726 economic impact	\$67,062,726 economic impact	Generate \$40,000 in dinner theatre from rental	Generate \$83,600 in dinner theater from rental
HP Economic Development Corporation (HPEDC)	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	Job Creation/Retention Increase Taxable Property	Create jobs and increase the tax base	5,167 jobs created	Assist in local business expansion and recruitment of new businesses and increase tax base in Guilford County	Assist in local business expansion and recruitment of new businesses and increase tax base in Guilford County

**Economic Development Agencies
FY20 Budget Recommendations**

Agency Name	FY17 Adopted	FY18 Adopted	FY19 Adopted	Fiscal Year 20			FY17 Estimated Economic Impact	FY18 Estimated Economic Impact	FY19 Anticipated Economic Impact ⁽¹⁾	FY20 Target Economic Impact Goal
				Requested	Manager's Recommend	Economic Development Goal				
HP Market Authority	\$ 75,000	\$ 75,000	\$ 75,000	\$ 200,000	\$ 75,000	Job Creation/Retention Increase Taxable Property Increase/Improve Business Prospects	37,000 market and related industry jobs created bi-annually Increased property tax revenue with new bldgs by \$248,000 \$5.4B economic impact (Overall)	37,000 market and related industry jobs created bi-annually Increased total Market registration to 148,279 Increased property tax revenue with new bldgs by \$239,078 \$5.4B economic impact (Overall)	Increase designer registration 32,000 (YTD 16,150) Increase buyer registration from the NE region to 15,000 (YTD 6,907) Increase total Market registration to 152,000 (YTD 72,226) Employ 25,014 people Increase property tax revenue with new bldgs by \$240,079 \$6.7B economic impact (Overall)	Increase designer registration to 33,000 Increase buyer registration from the NE region to 15,000 Increase total Market registration to 146,000 Employ 25,014 people Support 8,929 jobs indirectly Support 8,484 jobs due to increase in HH Spending Employment multiplier 1.7 across all activity types \$6.7B economic impact (Overall)
Southwest Renewal Foundation of High Point	\$ -	\$ -	\$ 25,000	\$ 25,000	\$ 25,000	Improve/Increase Business Prospects	Attract new business and connect community assets within and outside SW quadrant of inner city High Point Secured \$50,000 in grant funding towards the HP Multi-Modal Vision Plan in support of SW HP Greenway development	Attract new business and connect community assets within and outside SW quadrant of inner city High Point Secured \$50,000 in grant funding towards the HP Multi-Modal Vision Plan in support of SW HP Greenway development Raised 20% of total cost to build Ph 1 (1.84 miles) of greenway	Reprint 50 copies of eligible commercial properties for federal income tax credits for certified rehabilitations YTD 25% Completed SW greenway (\$293,000) between Vail and W Taylor Ave YTD 35% Implement/built \$99,000 SW greenway at Woodland Garden between W Taylor and W Grimes along Ph 3 YTD 50% Complete \$69,000 SW HP Green Infrastructure Plan with PTRC YTD 45% Raise 20% of cost or \$377,774 to build Phase I of SW HP Greenway Potential long-term \$250M economic impact over 20-yr period	Complete 3rd segment of the greenway connecting Goldston and Southside Parks Follow recommendations of 2007 HP Core City Master Plan to improve appearance, quality of life and promote public and environmental health of SW district Potential long-term \$250M economic impact over 20-year period

**Economic Development Agencies
FY20 Budget Recommendations**

Agency Name	FY17 Adopted	FY18 Adopted	FY19 Adopted	Fiscal Year 20			FY17 Estimated Economic Impact	FY18 Estimated Economic Impact	FY19 Anticipated Economic Impact ^[1]	FY20 Target Economic Impact Goal
				Requested	Manager's Recommend	Economic Development Goal				
United Arts Council - Greater GSO	\$ 55,000	\$ 55,000	\$ 55,000	\$ 55,000	\$ 55,000	Increase/Improve Business Prospects	296,000 attendants at Nat'l Folk Festival, 16% visitors 53 grants awarded to local arts organizations and artists \$12M-\$15M estimated economic impact	322,345 attendants at Nat'l Folk Festival (14% visitors from out of town) 62 grants awarded to local arts organization and artists Raised \$3.45M to support Arts programming \$12M-\$15M estimated economic impact	Increase attendance 246,000 for Arts Programs Increase grants awarded to local arts organization and artists to 65 Increased Arts programming YTD \$978,283 Both United Arts Council of Greater Gboro and NC Folk & Heritage Festivals generate \$162M in annual economic activity	Increase attendance to 350,000 for Arts Programs Increase grants awarded to local arts organization and artists to 68 Increase Arts programming funding to \$3.5M Support 5963 FTE jobs Generate \$16M in annual local and state government revenue Both United Arts Council of Greater Gboro and NC Folk & Heritage Festivals generate \$162M in annual economic activity
NC Folk & Heritage Festivals ^[2] (formerly United Arts Council NC Folk Festival)	\$ 25,000	\$ 25,000	\$ 25,000	\$ 40,000	\$ 25,000		\$12M-\$15M economic impact	Nat'l Folk Festival attendance 162,000 # Festival artists performances in GC Schools 6 artists and 7 shows Earned revenue of \$319,415 to support Arts programming \$12M-\$15M economic impact	Increase Nat'l Folk Festival attendance to 150,000 # Festival artists performances in GC Schools to 7 artists and 7 shows Earned revenue of \$243,519 to support Arts programming Both United Arts Council of Greater Gboro and NC Folk & Heritage Festivals generate \$162M in annual economic activity	Increase Nat'l Folk Festival attendance to 175,000 Increase Festival artists performances in GC Schools to 8 artists and 10 shows Increase revenue to \$250,000 to support Arts program Both United Arts Council of Greater Gboro and NC Folk & Heritage Festivals generate \$162M in annual economic activity
Welfare Reform Liaison Project, Inc	\$ -	\$ -	\$ 25,000	\$ 25,000	\$ 25,000	Job Creation/Retention	Projections: # of Participants 285 # Rising Above Poverty 26 # Obtaining Employment 59 # Completing Ed/Training 117 # Receiving Credentials 148 99 jobs created \$1,757,200 economic impact	Projections: # of Participants 292 # Rising Above Poverty 15 # Obtaining Employment 39 # Completing Ed/Training 84 # Receiving Credentials 125 42 jobs created \$804,989 economic impact	Projections: # of Participants 196 # Rising Above Poverty 10 # Obtaining Employment 50 # Completing Ed/Training 117 # Receiving Credentials 117	Proposes to serve 196 individuals. Train 40 individuals with a 100% completion rate and 70% placement rate in bldg trades, forklift cert and other related fields Economic impact is calculated utilizing the rate of pay associated with the employment of participants along with the anticipated number of hours expected to work.
Guilford County Economic Development Alliance (GCEDA)	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	Job Creation/Retention	See GSO Chamber of Commerce and HPEDC			

Economic Development Agencies
FY20 Budget Recommendations

Agency Name	FY17 Adopted	FY18 Adopted	FY19 Adopted	Fiscal Year 20			FY17 Estimated Economic Impact	FY18 Estimated Economic Impact	FY19 Anticipated Economic Impact ^[1]	FY20 Target Economic Impact Goal
				Requested	Manager's Recommend	Economic Development Goal				
Piedmont Triad Film Commission	\$ -	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	Increase/Improve Business Prospects		# feature projects/ TV series 4, # commercials/TV /episodes 38, # leads created/responded to 250 Increase locations database from 296 to 306 \$21.3M economic impact	# feature projects/TV series 5 (YTD 4), # commercials/TV/episodes 45 (YTD 30), and # leads created/responded to 290 (YTD 237), # scouts hosted 100, # State leads 100 Increase crew and support services to 452 Increase locations database from 306 to 323 \$25M economic impact	# feature projects/TV series 6, # commercials/TV/episodes 47, and # leads created/responded to 270 Increase crew and support services to 455 Increase locations database from 315 to 330 \$27.5M economic impact
Out of the Garden Project	\$ -	\$ -	\$ -	\$ 35,000	\$ -	Job/Creation Retention		Created 7 jobs Retained 7 jobs \$345,030 economic impact		Create one (1) new job for "Pay As You Can" Lunch Café Create two (2) paid summer internships at the Urban Teaching Farm Retain two (2) jobs created in mid-2018 for Urban Teaching Farm \$85,107.40 Econ Impact to Warnersville
Piedmont Business Capital	\$ -	\$ -	\$ -	\$ 350,000	\$ -	Job/Creation Retention		Created 80 jobs Retained 22 jobs \$1.6M economic impact		Support participation goal of 10 for development, professional services, and supply for MWBE businesses via Loan Fund Increase revenues for businesses receiving funding from MWBE Loan Fund by 16%. Create or retain 113 jobs
TOTAL	\$ 675,000	\$ 725,000	\$ 765,000	\$ 1,335,000	\$ 765,000					

[1] FY19 pending submittal of 4th qtr. Performance Report in some instances.

[2] FYs 17 and 18 United Arts Council sponsored the National Folk Festival.