

## Success Summary - Project Wins

ALL TIME

FILTERS (1)

COUNT OF DEALS

80

CAPEX TOTAL

\$1,284,850,000.00

RETAINED JOBS

1,542

DIRECT JOBS

2,346

AVERAGE AVERAGE ANNUAL  
WAGE

\$81,425.00

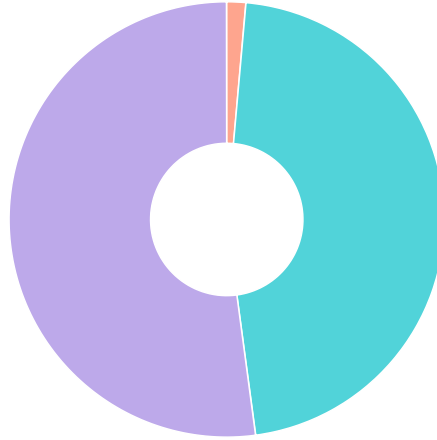
## Types of Projects Won

ALL TIME

FILTERS (2)

Retention Expansion Attraction

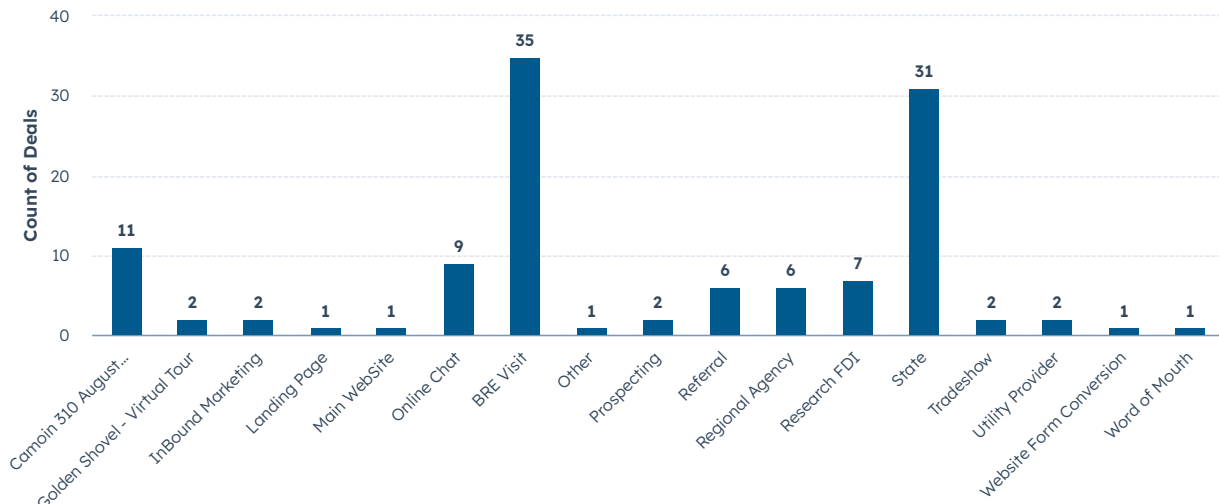
Total Count of Deals: 71



# Projects by Lead Source \*

ALL TIME

FILTERS (2)



Marketing - Lead Sources Projects

● Count of Deals

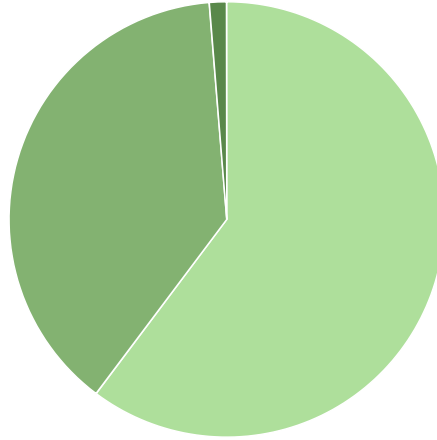
## Active Projects by Type (all)

ALL TIME

FILTERS (3)

● Attraction ● Expansion ● Retention

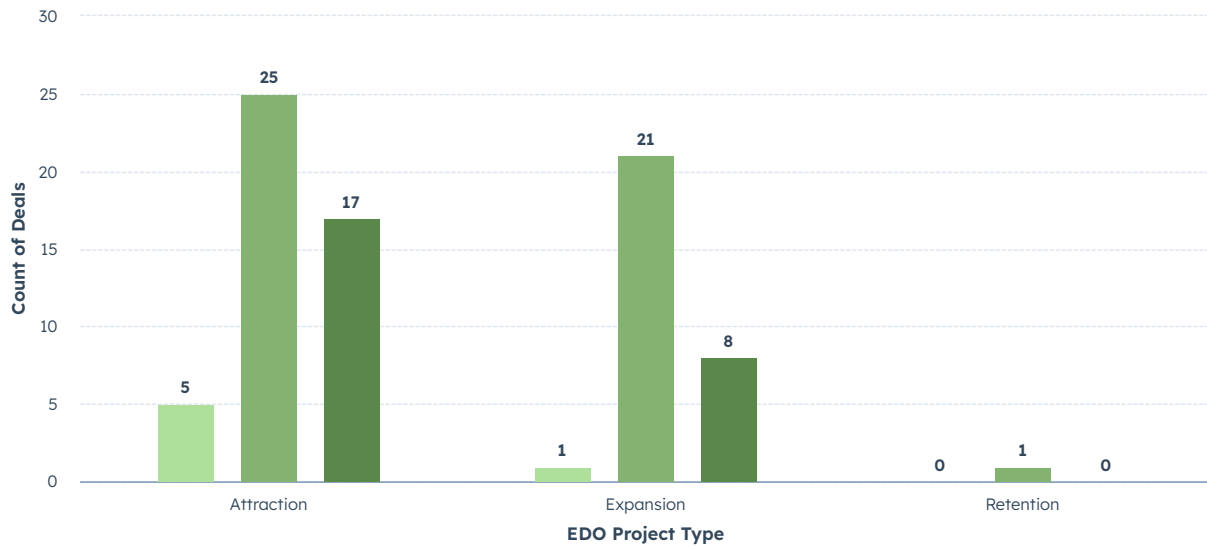
Total Count of Deals: 78



## Active Projects by Type and Stage (all)

ALL TIME

FILTERS (3)

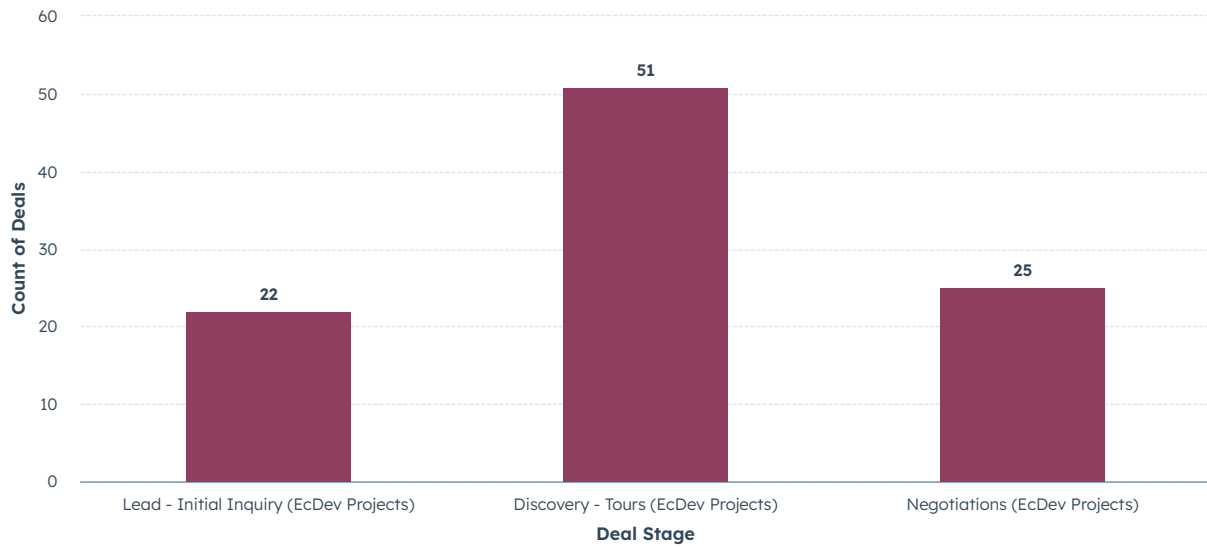


● Lead - Initial Inquiry (EcDev Projects) ● Discovery - Tours (EcDev Projects) ● Negotiations (EcDev Projects)

## Active Projects by Stage

ALL TIME

FILTERS (2)

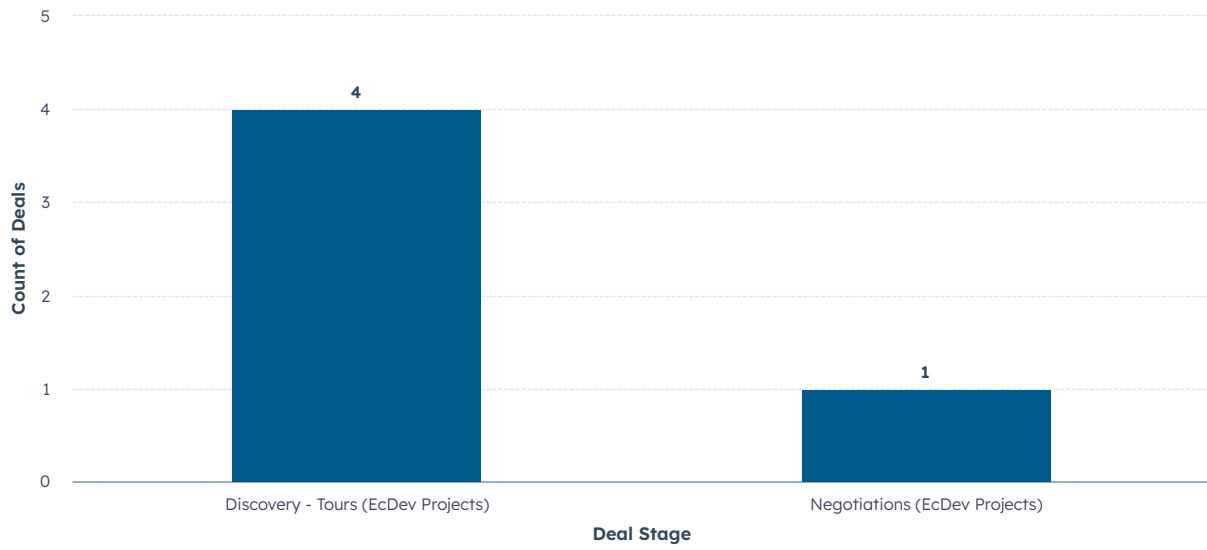


● Count of Deals

## HQ Cluster Projects by Stage

ALL TIME

FILTERS (3)

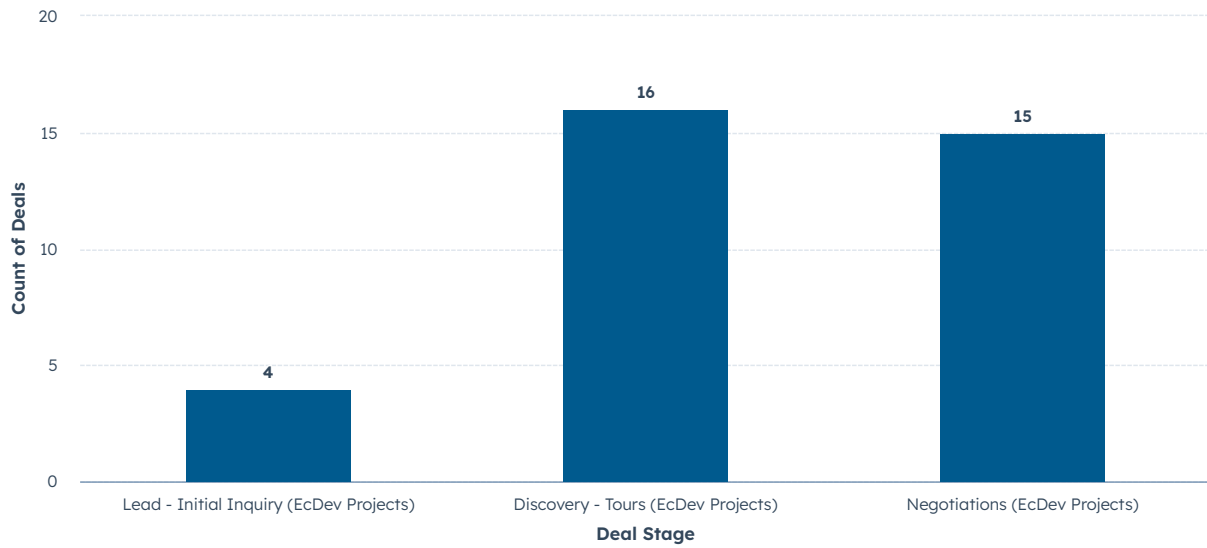


● Count of Deals

## Advanced Manufacturing Projects by Stage

ALL TIME

FILTERS (3)



● Count of Deals



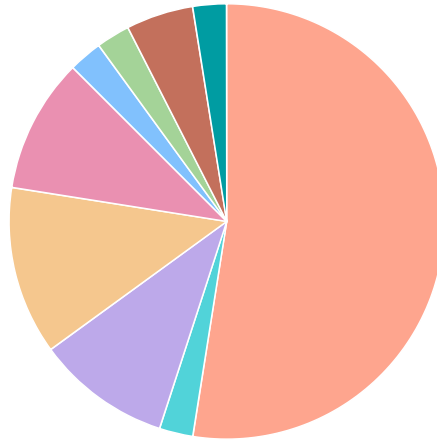
## Won Projects by Industry Cluster

ALL TIME

FILTERS (4)

- Advanced Manufacturing
  - Apparel
  - HQ - Back Office
  - IT
  - Life Sciences
  - Medical
  - Medical Devices
- ▲ 1/2 ▼





Total Count of Deals: 40



## All Active Attraction EDO Projects by Stage (jobs and capx)

ALL TIME

FILTERS (3)

DEAL STAGE	COUNT OF DEALS 	DIRECT JOBS 	AVERAGE ANNUAL WAGE 	CAPEX TOTAL 
Lead - Initial Inquiry (EcDev Projects)	5	58	\$88,000.00	\$50,000,000.00
Discovery - Tours (EcDev Projects)	25	589	\$73,923.08	\$798,750,000.00
Negotiations (EcDev Projects)	17	1,288	\$84,444.44	\$924,000,000.00
<b>Report Total</b>	<b>47</b>	<b>1,935</b>	<b>\$78,652.17</b>	<b>\$1,772,750,000.00</b>

## All Active Retention EDO Projects by Stage (jobs and capx)

ALL TIME

FILTERS (2)

DEAL STAGE	COUNT OF DEALS 	RETAINED JOBS 	AVERAGE ANNUAL WAGE 	TOTAL PAYROLL 
Discovery - Tours (EcDev Projects)	1	55	\$88,000.00	\$0.00
<b>Report Total</b>	<b>1</b>	<b>55</b>	<b>\$88,000.00</b>	<b>\$0.00</b>

## All Active Expansion EDO Projects by Stage (jobs and capx)

ALL TIME

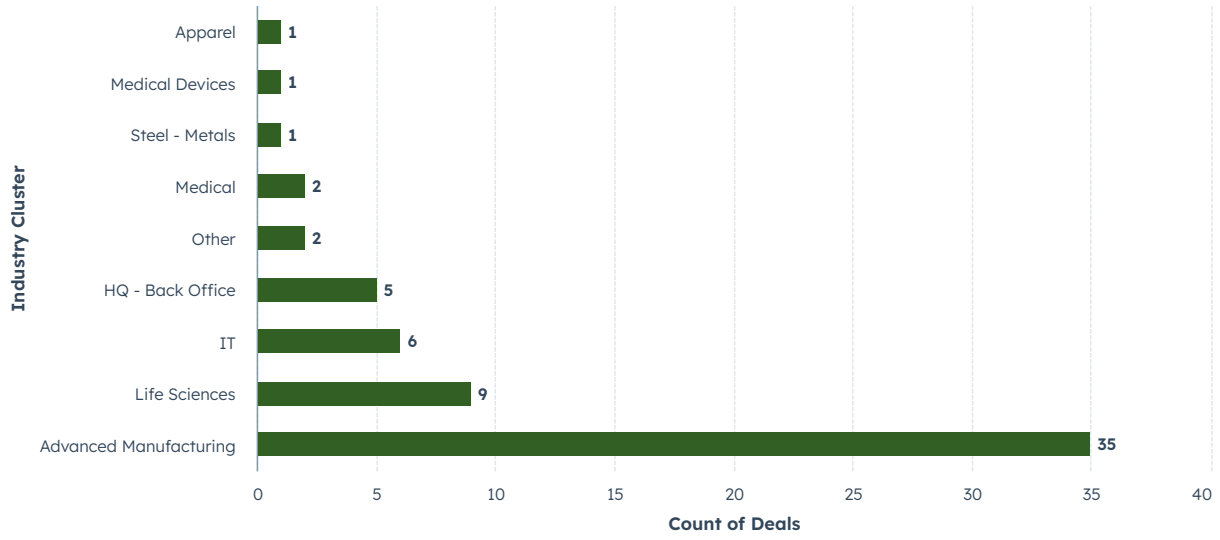
FILTERS (2)

DEAL STAGE	COUNT OF DEALS <sup>▲</sup> <sub>📌</sub>	RETAINED JOBS <sup>▲</sup> <sub>📌</sub>	DIRECT JOBS <sup>▲</sup> <sub>📌</sub>	AVERAGE ANNUAL WAGE <sup>▲</sup> <sub>📌</sub>	TOTAL PAYROLL
Lead - Initial Inquiry (EcDev Projects)	1	0	0	\$0.00	
Discovery - Tours (EcDev Projects)	21	660	362	\$79,000.00	
Negotiations (EcDev Projects)	8	482	169	\$87,428.57	
Announced: Closed Won (EcDev Projects)	7	200	39	\$75,833.33	
Lost: Closed Lost (EcDev Projects)	2	0	0	\$0.00	
<b>Report Total</b>	<b>39</b>	<b>1,342</b>	<b>570</b>	<b>\$81,000.00</b>	

## Active - Open Projects by Industry Cluster

ALL TIME

FILTERS (4)



● Count of Deals

## Partners Engaged on Projects

ALL TIME

FILTERS (1)

DEAL NAME	PARTNER A ⓘ	PARTNER B ⓘ	PARTNER C ⓘ
atlas-apex roofing -lake country	1	1	1
wardcraft homes - new deal	1	1	1

# Lost EDO Projects

ALL TIME

FILTERS (2)

EXTERNAL FACTORS - MARKET DYNAMICS

1

INSUFFICIENT INCENTIVES

1

LACK OF DIVERSITY

1

SUPPLY CHAIN

1

UNKNOWN - NO FEEDBACK

1

WORKFORCE GAP

1

## Project Summary Card

ALL TIME

FILTERS (1)

CAPEX TOTAL

\$2,411,850,000.00

RETAINED JOBS

1,597

DIRECT JOBS

2,805