



ECONOMIC DEVELOPMENT

Description

The Department of Economic Development creates and implements initiatives that promote the economic well-being of Durham County and its residents. The Department has three primary focus areas to include:

- Recruiting and retaining companies that share Durham County's strategic priorities and offer new jobs that include well-paying, entry-level career pathways.
- Supporting the local small business ecosystem through connections to funding, technical assistance, and resources, particularly small business enterprises.
- Expanding workforce development programming through coordinated systems to connect more residents in Durham to entry-level career pathways.

This mission is further achieved by working closely with and, in some cases, providing funding for local, regional, and state economic development partners.

Budget

Category	FY 2023-24 Actuals	FY 2024-25 Original	FY 2024-25 Estimate	FY 2025-26 Requested	FY 2025-26 Approved	% Change Orig. v. Appr.
Expenditure	\$3,340,349	\$4,414,048	\$4,357,194	\$4,372,777	\$4,372,777	-0.93%
Personnel	\$398,900	\$404,136	\$404,057	\$436,188	\$436,188	7.93%
Operating	\$1,408,082	\$1,352,181	\$1,375,496	\$1,353,858	\$1,353,858	0.12%
Other Expenditure	\$1,533,367	\$2,657,731	\$2,577,641	\$2,582,731	\$2,582,731	-2.82%
Revenue	\$19,847	\$66,053	\$45,249	\$45,000	\$45,000	-31.87%
Intergovernmental		\$66,053	\$45,249	\$45,000	\$45,000	-31.87%
Other Revenues	\$19,847					
Net County Cost	\$3,320,502	\$4,347,995	\$4,311,945	\$4,327,777	\$4,327,777	-0.46%

FY 2023-24 Actual FTE	FY 2024-25 Original FTE	FY 2024-25 Estimated FTE	FY 2025-26 Requested FTE	FY 2025-26 Approved FTE
3.00	3.00	3.00	3.00	3.00

*Funding for the Museum of Durham History was transferred to the County Manager's Office for FY 2024-25.

Budget Highlights

- Below is a list of Workforce Development nonprofit service providers supported by the Department of Economic Development. The following organizations are part of a continuum that aims to help residents in low-wage jobs transition into high-demand industries with opportunities for salary growth and upward mobility. When possible, the funded services include preparing for and enrolling students in certified training coursework as well as the provision of client support services.

Church World Service Durham	\$30,000
Durham Literacy Center	\$23,333
Durham Success Summit	\$25,000
El Centro Hispano	\$23,333
LIFE Skills Foundation	\$23,333
StepUp Durham	\$50,000
Triangle Literacy Council	\$16,667
Total	\$191,666

- The County supports organizations that its economic development, workforce development, and small business support goals through strategically aligned partnerships and collaborative efforts. This includes connecting residents and businesses to resources that will improve their opportunity to achieve professional success, enhancing and aligning systems, and fostering economic conditions that allow for all County residents to thrive. Payments to the Sports Commission are formula-based and set by the Inter-Local Agreement and payments to the Research Triangle Regional Partnership are membership dues, making partial adjustments to these line-items unavailable. The following organizations have been approved for funding in FY 2025-2026:

Downtown Durham, Inc.	\$200,000
Greater Durham Black Chamber of Commerce	\$50,000
Greater Durham Chamber of Commerce	\$225,000
Made in Durham	\$250,000
Research Triangle Regional Partnership	\$48,829
Sports Commission	\$250,000
Total	\$1,023,829

- The County continues to maintain its Business Recruitment Program to attract and retain new business and industry. By successfully recruiting new jobs and capital investment, the County's economy and tax base continues to grow, which allows for the provision of ongoing and new County services as a result. Recruiting projects that do not require an advanced degree include entry-level jobs, and align with the community goals articulated in the County's Economic Development Incentive Policy continue to be a priority as well. The following companies are likely eligible for the maximum payment amount listed below if they achieve all scheduled performance criteria for FY 2024-2025. The amounts are governed by executed performance agreements approved by the Board of Commissioners following a public hearing. Upon verification of planned performance criteria, companies may be eligible for payment up to the following amounts:

21C Durham, LLC	\$200,000
Austin Lawrence Partners-East, LLC	\$264,873
Beam Therapeutics, Inc.	\$71,429
Catalent Pharma Solutions, LLC	\$21,429
Corning Inc.	\$385,714
Eli Lilly & Co. (Blue Jay)	\$364,286
Eli Lilly & Co. (Carter)	\$714,286
Grail, Inc.	\$132,143
Merck, Sharp & Dohme Corp.	\$428,571
Total	\$2,582,731