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Weekly highlights from the
North Carolina Department of Commerce



Registration Opens for Southeastern U.S. - Canada Conference Coming to Raleigh

The 7th Annual Southeastern U.S. - Canadian Provinces Alliance (SEUS-CP) conference will take place in downtown Raleigh on May 4-6, at the Raleigh Convention Center. More than 250 Canadian and U.S. business leaders are expected to participate.

The conference will offer a great opportunity to network with key global leaders. Included in the robust agenda is a B2B matchmaking program that will match delegates from across the 13 alliance jurisdictions to maximize business opportunities.

SEUS-CP is a strategic partnership between states in the southeastern United States and member provinces from Canada. The alliance works to promote trade and investment opportunities between and among its member states and provinces. In addition to North Carolina, member states include: Alabama, Georgia, Mississippi, South Carolina and Tennessee. Member provinces include: Manitoba, New Brunswick, Newfoundland and Labrador, Nova Scotia, Ontario, Prince Edward Island, and Quebec.

Delegations from each jurisdiction of the Alliance convene annually for a business-to-business conference. Delegations, led by state governors, provincial premiers or their designees, are comprised of business and industry leaders from a wide array of industry sectors. The May conference will be North Carolina's first opportunity to host the meeting since the Alliance was formed in 2007.



(Left-right) John Loyack, N.C. Dept. of Commerce; Hanna Onjea, AMTAI Medical Equipment; Dr. Keith Kocis, REALTROMINS Inc.; U.S. Ambassador to the United Arab Emirates Michael Corbin; and Corey Heim, Dry Corp. at the North Carolina exhibit at Arab Health

N.C. Companies Attend the Largest Medical Show in the Middle East

The N.C. Department of Commerce's International Trade Division team has been on the road again, this time traveling to the Middle East as part of its ongoing mission to help North Carolina companies sell more goods and services in overseas markets.

Arab Health 2014 was held Jan. 27-30 in Dubai, United Arab Emirates. With more than 3,900 exhibitors from 64 countries showcasing a wide range of new products and latest technologies, the event brought together thousands of buyers and sellers to discuss various business opportunities involved in the healthcare industry. More than 112,000 visitors attended the show and the State of North Carolina joined the event to shine a light on North Carolina products for the first time. More than 15 North Carolina companies promoted their products at the show, including Amtai Medical Equipment, Contour Products, Dry Corp., Hill Rom, Just Neem, Nature's Pearl, SunTech Medical, and Vesocclude Medical.

"There are several countries in the Middle East that will be important emerging markets for our company in the not-so-distant future," said Corey Heim, Chief Operating Officer for Wilmington's Dry Corp. "By attending Arab Health with the International Trade Division, we were able to make important contacts in several markets without putting too much strain on our travel budget. Face-to-face

The registration period for the conference is now open and people interested in attending the meeting can [register online at the conference website.](#)

Opportunities to sponsor the conference are also available. To learn more about these sponsorship options, contact [Derek Chen at the N.C. Department of Commerce.](#)

[Read more.](#)



Members of the REAL Entrepreneurs Class at Pitt County Community College.

Entrepreneurs Learn to Harness Data to Drive Business with AccessNC

[AccessNC](#) is North Carolina's economic development intelligence system, available both on the Web and through mobile devices. The system may be best known as home of the state's database of available buildings and sites, but the system also delivers a host of other demographic and economic data that businesses can tap to drive profitability.

On February 15, Tammy Lester, from the N.C. Department of Commerce's Labor and Economic Analysis Division, and Beth Hayden, from the N.C. Department of Cultural Resources, conducted an educational session for entrepreneurs at Pitt County Community College in Greenville. The College's REAL Entrepreneurs Class of 20 entrepreneurs participated in the "Using AccessNC and Census Data" session for business start-ups and those drafting business plans. The class was working to assess their business' feasibility, starting with a business idea and then using market research to validate their plans.

The next open and free AccessNC hands-on training is on February 25 at the Gateway Technology Center in Rocky Mount from 9:00am to 12:00 noon.

To register for the Feb. 25 training session [click here.](#)

meetings with these partners are critical, so I'm glad we took advantage of this opportunity."

North Carolina's international trade staff is located in two domestic and seven foreign offices. Business development managers in Raleigh and High Point help companies prepare to sell products overseas. The state also maintains offices across the globe to help facilitate market entry for North Carolina companies.

[Read more.](#)

Year-to-date Metrics

Below are year-to-date metrics tracked by the N.C. Department of Commerce's Division of Business and Industry Development that illustrate some of the recent activities of the Division. The metrics include the number of new economic development projects assigned to B&I development staff; the number of economic development project announcements; the number of announced jobs created and capital invested; the number of interactions existing industry staff had with businesses throughout the state; and the number of contacts received by the Business Link North Carolina/Business ServiCenter.

Jan. 1 - Feb. 17, 2014

New projects assigned:	51
Projects announced:	13
Jobs announced:	471
Capital investment announced:	\$54M
Industry visits by existing industry staff:	63
Calls to Business Link N.C.:	2,489

N.C. in the News

This Week's Highlights

- [Italian manufacturer Bonomi moves operation to Charlotte from Rock Hill](#) (*Charlotte Business Journal*, Feb. 17)
- [Duke Energy seeks 300 megawatts of new solar in N.C.](#) (*Charlotte Business Journal*, Feb. 14)
- [VF Corp. profits rise in fourth quarter](#) (*The Business Journal of the Greater Triad*, Feb. 14)
- [Future NCDOT project details made available to prospective contractors](#) (*Triangle Business Journal*, Jan. 31)
- [Carolinas exports hit records, with Charlotte area contributing heavily](#) (*Charlotte Business Journal*, Feb. 12)



U.S. Olympians Steven Holcomb and Steve Langton won a bronze medal Feb. 17 in a bobsled with North Carolina ties.

Sochi Speedsters Pilot Bobsled with a North Carolina Connection

Steven Holcomb and Steve Langton are the first Americans in 62 years to win a two-man bobsled Olympic medal after claiming bronze at the Sanki Sliding Center in Russia Feb. 17. The USA-1 sled finished a nail-biting 0.03 seconds ahead of fourth to secure a medal with a four-run combined time of 3:46.27.

A team of engineers in Mooresville was paying particular attention to the winning time. This local team, led by Hans deBot, partnered with BMW North America to manufacture the entire fleet of bobsleds for the two-man competition for both the men and women's 2014 U.S. Olympic Team.

Owner of deBotech Inc., deBot began his partnership with the U.S. Olympic Team in 2002 when he was asked to bring his knowledge of light-weight racing products, techniques and experience to build and design a bobsled using carbon fiber composites. He was given no information - just a deadline. deBot researched Olympic rules and regulations and built his first advanced carbon fiber sled in time for the 2002 games. Recently, deBot and his team at deBotech have been designing and engineering high-end performance and specialty composite bobsleds and skeleton pods for Team USA with gold medal success. The USA bobsled and skeleton teams had unprecedented results in the World Cup Tour - taking home a record number of medals and setting track records in the process.

"Hans deBot at [deBotech](#), a longtime partner of USA Bobsled & Skeleton, provides custom pods and quality carbon fiber and composite parts for the construction of the sled out of their headquarters in Mooresville," said Tuffy Latour, Skeleton head coach. "The U.S. program is proud to have sleds made in the USA and our technology partners have put us in the contention for the medals in Sochi 2014."

- [3D printing gives young Winston-Salem filmmaker an edge](#) (*The Business Journal of the Greater Triad*, Feb. 12)
- [Triangle home sales - and prices - rise 11% in January](#) (*Triangel Business Journal*, Feb. 12)
- [Revenues, income rise as Tanger wraps up a busy 2013](#) (*The Business Journal of the Greater Triad*, Feb. 11)
- [City awards business grants](#) (*Daily Reflector* - Greenville, Feb. 6)

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