

syncTM Weekly highlights from the North Carolina Department of Commerce



(Left-right) KSM Castings' Dr. Frank Boshoff receives a state flag from N.C. Department of Commerce Secretary Sharon Decker during the company's announcement on Feb. 1

KSM Castings to create 189 jobs in Cleveland County

On Feb. 1, Governor Pat McCrory and North Carolina Commerce Secretary Sharon Decker announced that KSM Castings NC Inc., a producer of light metal casting products for use in the automotive industry, will establish its first U.S. manufacturing facility in Shelby. The N.C. Department of Commerce's [Martyn Johnson](#) was the developer on this project.

The project was made possible in part by performance-based awards from the state's [Job Development Investment Grant](#) program and [One North Carolina Fund](#). The company plans to create 189 jobs in North Carolina by the end of 2018 and invest more than \$45 million into its Cleveland County facility. Receipt of each award will be based on proof of job creation and other performance requirements.

Honored as one of Germany's most innovative companies, KSM Castings was founded in 1947. The company has experienced much growth recently and wants to expand into North Carolina to meet the needs of existing and new customers in the U.S. With its headquarters in Hildesheim, Germany, and currently six production plants in Europe and China, KSM Castings produces light metal casting products, including chassis, powertrain and body applications, for use in the automobile industry.



Security company to expand in Mecklenburg County

On Feb. 1, Governor Pat McCrory and North Carolina Commerce Secretary Sharon Decker announced that InVue Security Products Inc., a security firm focusing on retail theft, will expand its global headquarters in Charlotte. The N.C. Department of Commerce's [Uconda Dunn](#) was the developer on this project.

The company plans to create 70 jobs in North Carolina by the end of 2017 and invest \$750,000 into its Mecklenburg County location. The project was made possible in part by an award from the state [Job Development Investment Grant](#) program. Receipt of the award is based on proof of job creation and other performance requirements.

Founded in 1972, InVue provides security solutions for the top global retailers' high theft merchandise. The company's objective is to increase its customers' profitability by helping increase their sales while decreasing merchandise theft. InVue provides "protection on demand" to customers around the world.

Other partners who assisted with this announcement include Mecklenburg County and the Charlotte Chamber. [Read more.](#)

[InVue Security to add 70 jobs in Charlotte](#) (*Charlotte Business Journal*, Feb. 1)

Other partners who assisted with this announcement include: Cleveland County, City of Shelby, Cleveland County Economic Development Partnership, Cleveland Community College, Isothermal Planning and Development Commission, Gardner Webb University, and Duke Energy. [Read more.](#)

[KSM Castings to bring 189 jobs to Shelby for auto parts plant](#)
(Charlotte Business Journal, Feb. 1)



Medical instruments manufacturer to create 44 jobs in Durham County

On Jan. 31, Governor Pat McCrory and Commerce Secretary Sharon Decker announced that bioMérieux Inc., a manufacturer of patient health diagnostics solutions, will expand its facility in Durham County. The N.C. Department of Commerce's [Martyn Johnson](#) was the developer on this project.

The company plans to create 44 jobs and invest \$48.3 million over the next three years in Durham. The project was made possible in part by a performance-based grant from the [One North Carolina Fund](#) of up to \$220,000. The grant is contingent upon proof of job creation and receipt of a local funding match.

Other partners that helped with this project include N.C. Community Colleges, Durham County, N.C. Biotech Center, and the Greater Durham Chamber of Commerce. [Read more.](#)

[Expansion must go on, says bioMerieux CEO Mackowiak](#)
(Triangle Business Journal, Feb. 4)

B&I Division releases 2012 Sales Report

Last week, the N.C. Department of Commerce's Business & Industry Division released its annual Sales Report for calendar year 2012. The report summarizes announced jobs, investment statistics and several other metrics followed closely by the Division, such as project activity by industry sector and follow-up meetings with existing industries.

In total, 16,487 jobs were announced in 2012, up 2 percent from the previous year. In addition, \$3.5 billion of investment was announced, a 14 percent rise from 2011. Top 10 project announcements by job level last year included Ashley Furniture's new facility in Davie County, Sykes Enterprises



Destination Development International President & CEO Roger Brooks gave the opening keynote address at the annual Main Street Conference last week

Commerce announces 2012 Main Street award winners

The N.C. Department of Commerce presented 18 awards to participants in the N.C. Main Street and Small Town Main Street programs at the N.C. Main Street Awards Ceremony on Jan. 31 in Salisbury. Award winners were recognized for excellence in downtown revitalization efforts in categories that include promotion, organization, design and economic restructuring.

"Main Streets are making a positive impact in their communities all across the state," said Commerce Secretary Sharon Decker. "Downtown revitalization efforts are contributing to the state's overall economic recovery and we applaud these community leaders for their hard work."

The N.C. Main Street program helps small towns preserve their historic fabric and, using local resources, build on their unique characteristics to create vibrant central business districts. This year's award winners were chosen by a panel of judges from dozens of applications submitted by Main Street participants throughout the state.

The N.C. Small Town Main Street program is designed to provide downtown revitalization assistance to small towns (under 7,500 population) that are not likely, due to size or resource limitations, to pursue the regular N.C. Main Street program. Admittance into the Small Town Main Street program is through an annual, competitive application process. [For a list of winners and further details, follow this link to read more.](#)

[New commerce secretary pledges greater focus on small business, arts and tourism](#)
(Salisbury Post, Feb. 2)

move to Cumberland County, and two expansion announcements in Guilford County, Sostas Lab Partners and Polo Ralph Lauren.

Download the summary report [here](#).



A Gunboat catamaran

Businesses find success reshoring to North Carolina

Reshoring, or moving manufacturing jobs back to the U.S. from overseas, has become an increasingly viable option for business of all sizes. According to N.C. Commissioner for Small Business Scott Daugherty, "With labor costs increasing in emerging countries and transportation costs increasing everywhere, the scales are tipping back in favor of manufacturing in the U.S. When you have an existing company with a proven financial track record, it benefits the state to help that company move back home. North Carolina has a strong network of business support providers that work together to support these companies."

A recent reshoring success is [Gunboat USA](#), a maker of high-end sailboats that moved its manufacturing from China to North Carolina one year ago. In the initial announcement about this relocation to Wanchese, Gunboat projected creating 71 new jobs and making an investment of \$1.8 million over a three-year period. Its North Carolina location was expected to be a critical part of the company's success. "Together [with local and state support], we identified ideal locations and labor markets," Gunboat CEO Peter Johnstone said at the time. "Wanchese's long tradition of building the world's finest sportfishing yachts gave us great confidence. The state's comprehensive business support sealed our decision."

Today, according to N.C. Department of Commerce Economic Development Representative [Tim Ivey](#), Gunboat is starting production on a Gunboat 55, a 55-foot catamaran, each month and has introduced a new Gunboat 78, which is billed as the world's fastest "cruising catamaran." To accommodate this rapid growth, Gunboat has acquired adjacent property and is exploring its production capacity. The project was made possible in part by a \$213,000 grant from the [One North Carolina Fund](#), which provides financial assistance through local governments to attract business projects that will stimulate economic activity and create new jobs in the state.



N.C. Department of Commerce Existing Industry Specialist Uconda Dunn

Dunn wins economic development scholarship

N.C. Department of Commerce Existing Industry Specialist [Uconda Dunn](#) has been selected as a Friends Underwriting Economic Development scholarship winner for 2013. Awarded by the FUED Scholarship Committee, the scholarship will cover the registration fee for the University of Oklahoma Economic Development Institute to be held Oct. 20-24 in Indianapolis.

FUED recognizes the critical role that regional economic developers play in growing a healthy economy. Therefore, for the past six years, the organization has worked with the Charlotte Regional Partnership to create a scholarship fund for professional development, with proceeds from a golf outing used as the source of funding. The scholarships assist regional economic developers and their staffs to offset costs associated with attending professional development classes and maintaining important industry designations.

N.C. Tourism Day in Raleigh is Feb. 12

The N.C. Department of Commerce's Division of Tourism, Film and Sports Development is joining the N.C. Travel Industry Association and other industry partners to celebrate N.C. Tourism Day on Feb. 12 in Raleigh to emphasize the economic benefits of tourism. Events for N.C. Tourism Day begin with NCTIA hosting an industry dinner in Raleigh on Feb. 11. On Feb. 12, the N.C. Travel & Tourism Board is meeting, tourism representatives are having one-on-one sessions with their legislative representatives and the NCTIA is hosting a private reception

Many of the state's network of business support organizations helped with this project, including the N.C. Department of Commerce, N.C. Community Colleges, SBTDC, N.C. State University Industrial Extension Service, N.C. Seafood Industrial Park Authority, Dare County, Northeastern Workforce Development Board, and the Northeast Commission.



DNC economic impact: \$163.6 million

The Democratic National Convention last September injected \$91 million in new spending into the Charlotte economy, for a total economic impact of nearly \$164 million, according to a consultant's report released on Jan. 28. The three-day DNC was the city's largest convention and its most lucrative, local leaders said during a news conference that day. More than one in five dollars poured into the local economy came from the federal government, through a security grant.

"This is the most direct spending in the history of Charlotte," said Charlotte Regional Visitors Authority Chief Executive Tom Murray.

[Democratic National Convention economic impact: \\$163.6 million](#) (*Charlotte Observer*, Jan. 29)



Onslow County economy fastest growing in nation

Onslow County is America's fastest-growing county over the past five years, according to the U.S. Bureau of Economic Analysis, which tracks economics. Onslow's booming economy is fueled by Marines and sailors stationed at Camp Lejeune and New River Air Station, according to a recent report in the *Charlotte Business Journal*. But that's just a third of the story, said Jacksonville-Onslow Economic Development Director Shelia Pierce. "Our economy is powered by the U.S. Marine Corps, of course; but Onslow County also has a wide agricultural base and its tourism, which is beginning to be recognized at the national level, is a major component as

for members, industry partners and members of the General Assembly, providing a great opportunity for tourism industry partners, small businesses, attractions, and county tourism authorities to meet legislators and tout the industry's contributions to the state's economy. In addition, National Travel & Tourism Week will be observed May 4-12; the U.S. Travel Association has prepared a [toolkit](#) with free and useful resources to assist tourism entities with planning and staging activities.



Triangle British-American Business Council to hold business exchange

The [Triangle British-American Business Council of North Carolina](#) will hold its [business exchange](#) on Feb. 28 at Quintiles' headquarters in Research Triangle Park. The topic of the program, which will be held 6-8:30 p.m. is "Quintiles: We bring people and knowledge together for a healthier world." Today, more than 27,000 Quintiles employees work in 60 countries to help biopharmaceutical companies improve and lengthen patients' lives.

Participants will learn more about clinical research, the difference it makes in healthcare globally, and the compelling story of building the world's largest biopharmaceutical services business from humble beginnings 31 years ago at UNC-Chapel Hill. Consul General Annabelle Malins of the British Consulate General in Atlanta will also speak at the event.

The aim of the Triangle chapter of the British-American Business Council is to build on the close professional, business and cultural relationships between the U.S. and the United Kingdom and to act as a catalyst to help maintain and further strengthen the strong and lasting trade partnerships between the two countries.

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

well," she said. The military, agriculture and tourism are the top three economic areas for North Carolina, which bodes well that they are also the top for Onslow County, she said.

[Onslow County economy fastest growing in nation](#) (*StarNews* – Wilmington, Jan. 25)

Two Triangle companies are Facility of the Year Awards winners

The Facility of the Year Awards Judging Panel of the International Society for Pharmaceutical Engineering has named six Category Award Winners, including two in North Carolina, in the 2013 Facility of the Year Awards program. The winning projects for 2013 were selected from 27 well-qualified entries and are located in Ireland, Switzerland, the United Kingdom and the U.S.

The winning North Carolina companies and respective award categories are:

- Biogen Idec, winner of the Facility of the Year Award for Facility Integration for its Flexible Volume Manufacturing Project in Research Triangle Park
- Novartis Vaccines and Diagnostics, winner of the Facility of the Year Award for Process Innovation for its U.S. Flu Cell Culture Facility in Holly Springs

[Read more.](#)

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. 5, 2013

New projects assigned:	55
Projects announced:	8
Jobs announced:	473
Capital investment announced:	\$140M
Industry visits by existing industry staff:	72
Calls to Business Link N.C.:	2,049

N.C. in the News

This Week's Highlights

- [Commerce secretary outlines strategy for economic growth](#) (*The Pilot* – Southern Pines, Feb. 3)
- [Daimler: Thomas Built Buses will not be affected by layoffs](#) (*Business Journal of the Greater Triad*, Jan. 30)
- [Big agenda awaits N.C. Commerce Secretary Sharon Decker](#) (*Charlotte Business Journal*, Jan. 29)
- [Brunswick EDC: 'Dramatic' rise in industrial interest](#) (*Port City Daily* -- Wilmington, Jan. 29)
- [Johnston Co. leads Triangle in terms of economic expansion](#) (*Triangle Business Journal*, Jan. 29)
- [Norfolk Southern to invest \\$2B in rail network, including Charlotte hub](#) (*Charlotte Business Journal*, Jan. 29)
- [Sharon Decker lays out priorities at Charlotte Chamber meeting](#) (*Charlotte Observer*, Jan. 28)
- [CPCC starts energy center to address work-force shortage](#) (*Charlotte Business Journal*, Jan. 28)
- [Decker wants to unleash entrepreneurship in N.C.](#) (*Wilkes Journal-Patriot* – North Wilkesboro, Jan. 25)
- [Joint Strike Fighter already making an N.C. impact](#) (*Sun Journal* – New Bern, Jan. 25)

(919) 733-4151

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Building Location:

301 North Wilmington Street
Raleigh, NC 27601-1058

Mailing Address:

4301 Mail Service Center
Raleigh, NC 27699-4301

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