

sync[®] NEWS & OPPORTUNITIES FROM N.C. COMMERCE



Governor Cooper (right) greeted guests at this morning's event announcing new jobs at Trilliant Networks in Cary

Trilliant Networks Moving Global Headquarters to Research Triangle

Trilliant Networks will establish its global headquarters in the Research Triangle region, creating 130 jobs over the next five years, **Governor Roy Cooper** announced today (April 18). The smart grid software and communications company will invest \$1.8 million at its current offices in Cary to accommodate for this expansion of corporate operations.

"We're proud that this global company has chosen to expand its operations here in the heart of North Carolina's Research Triangle and call our state home," said **Governor Cooper**. "Wake County and Cary offer the prime location, ideal business environment and talented workforce needed for a high-tech headquarters and we're excited Trilliant recognizes that."

Trilliant offers the energy industry's only enterprise-wide Smart Communications Platform for connecting the internet of things (IoT) through a secure, standards-based, multi-technology, open-spectrum solution. Trilliant maximizes smart grid and smart city investments and makes operations future-ready.

"The Research Triangle is a globally recognized technology community of more than 350 clean tech companies, and offers some of the brightest and most innovative talent for a high-tech company like us," said **Trilliant CEO Andy White**. "By establishing our global headquarters in the Research Triangle, we are adding our footprint to other world leading technology companies as we continue leading innovation in Utility and IoT communications."

Trilliant will hire several positions to support world-wide



160-Job Expansion Announced in Burke County

International automotive supplier Continental will launch a major expansion of its manufacturing facility in Burke County, creating 160 new jobs over the next five years. The company will invest more than \$40 million at its Morganton operations.

"It's encouraging when a major manufacturer decides to keep expanding right here in North Carolina," **Governor Cooper** said. "I'm confident that Continental will find the skilled workers they need to fill these new jobs and put more money in the pockets of people in Burke and neighboring counties."

Continental, with North American headquarters in Auburn Hills, Michigan, is one of the top five automotive suppliers worldwide. The company's Morganton facility produces the most progressive advanced brake engineering for all classes of vehicles, from compact cars to light trucks. The company currently employs more than 400 people in Morganton.

"North Carolina has so much to offer a global automotive manufacturing company like Continental," said **North Carolina Commerce Secretary Anthony M. Copeland**. "And that's why we continue to see these companies grow with us."

Continental will hire all levels of advanced manufacturing positions from machine operators to skilled maintenance workers to support the expansion of the company. Salaries will vary by position, with a total annual payroll impact of more than \$5 million.

"The Morganton Plant has a proven record for producing the current brake system and is a natural fit for expansion to meet the production needs of our newest product," said **Samir Salman, CEO of Continental, North America**. "Thanks to the generous support of the state and local officials, we are pleased to make an investment that plans to expand production of our latest innovative safety technology."

operations of the company. Salaries will vary by position, with a total annual payroll impact of more than \$13 million.

"North Carolina is second to none when it comes to offering a technology company strong engineering and corporate talent, as well as an outstanding quality of life for its employees," said **North Carolina Commerce Secretary Anthony M. Copeland**. N.C. Commerce and the Economic Development Partnership of N.C. led the state's support for the company's expansion.

Trilliant's expansion in Wake County will be facilitated, in part, by a Job Development Investment Grant (JDIG) approved by the state's Economic Investment Committee earlier today. Under the terms of the JDIG, the company is eligible to receive up to \$1,329,000 in total reimbursements. Payments will occur in annual installments over 12 years pending verification by N.C. Commerce and N.C. Revenue that the company has met incremental job creation and investment targets.

Since Trilliant selected a Tier 3 county, 25 percent of the eligible grant is directed to the state's Industrial Development Fund - Utility Account to help finance economic infrastructure in rural counties. Trilliant's expansion could provide as much as \$443,000 in new funds for the Utility Account.

Partnering with [N.C. Commerce](#) and the [Economic Development Partnership of N.C.](#) on this project were the [North Carolina General Assembly](#), the [North Carolina Community College System](#), [Wake County Economic Development Town of Cary](#), [Wake County](#), [Cary Chamber of Commerce](#), [E4 Carolinas](#), and the [Research Triangle Cleantech Cluster](#).

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Plastics Manufacturer to Expand Operations in Franklin County

Palziv North America, an internationally recognized manufacturer of polyethylene foams will add 40 jobs in an expansion to its operations in Louisburg. **Governor Roy Cooper** made the announcement April 11. The company plans to invest nearly \$5.2 million in Franklin County.

"North Carolina enjoys a reputation on the global stage as a great location for manufacturers," **Governor Cooper** said. "Companies have many choices when they evaluate a location, and this decision proves North Carolina offers everything a manufacturer needs to succeed."

Palziv North America, a wholly-owned subsidiary of Israeli-based Palziv Ltd., manufactures cross-linked, closed-cell polyethylene foams. The company supplies its foam solutions in rolls, blocks or semi-processed customized products, tailored to specific customer needs.

"Management teams in Israel and a host of other global business centers pay attention when a manufacturing location

Continental's expansion in Burke County will be facilitated, in part, by a Job Development Investment Grant (JDIG) approved by the state's Economic Investment Committee earlier today. Under the terms of the JDIG, the company is eligible to receive up to \$1,604,700 in total reimbursements. Payments will occur in annual installments over 12 years pending verification by N.C. Commerce and N.C. Revenue that the company has met incremental job creation and investment targets.

Continental's expansion could also provide as much as \$178,300 in new funds for the Utility Account.

Partnering with [N.C. Commerce](#) and the [EDPNC](#) on this project were the [North Carolina General Assembly](#), the [North Carolina Community College System](#), [Burke County](#), [Burke Development, Inc.](#), [Burke County](#), [City of Morganton](#), [Western Piedmont Council of Governments](#), [Western Piedmont Community College](#), and [ElectriCities](#).

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Packaging Manufacturer to Expand in Randolph County

SouthCorr, LLC, a manufacturer of corrugated packaging material, will expand its manufacturing facility in Randolph County, creating 22 new jobs, **Governor Roy Cooper** announced today. The company plans to invest \$6.7 million in its plant in Asheboro.

"North Carolina leads the southeast in manufacturing," **Governor Cooper** said. "The state's strong commitment to workforce training guarantees we can provide the talent companies need today and in the future."

SouthCorr Packaging, established in 1994, is owned by parent company Interstate Resources, a privately-owned manufacturing group with 18 plants located in nine states across the eastern United States. Interstate's SouthCorr facility manufactures custom corrugated sheets that are converted into boxes, innerpack, displays, as well as a wide variety of packaging materials.

"SouthCorr's expansion provides more evidence that manufacturing is alive and well in North Carolina," said **Commerce Secretary Anthony M. Copeland**. "Not only do we have the talent companies need to succeed, the state's location and transportation infrastructure are also ideally suited to the needs of manufacturers."

delivers the goods," said **North Carolina Commerce Secretary Anthony M. Copeland**. "We welcome this expansion by Palziv, which adds to the state's ranking as one of the top states for foreign direct investment in the nation."

The new positions in Franklin County will provide an annual payroll impact of more than \$1.1 million to the local economy.

"Palziv has seen significant growth in our Crosslinked Foam Division, leading our company to make strategic moves and investments to meet this growing North American demand," said **Paul Robertson, Palziv's Chief Operating Officer**. "With a great performance record from our Louisburg employees, combined with critical support from the state and local government, it became clear to us that Franklin County, North Carolina was the right choice."

A performance-based grant of \$40,000 from the One North Carolina Fund will help facilitate Palziv North America's expansion in Franklin County. The One NC Fund provides financial assistance to local governments to help attract economic investment and to create jobs.

In addition to [North Carolina Commerce](#) and the [Economic Development Partnership of N.C.](#) other key partners in the project include the [North Carolina General Assembly](#), the [North Carolina Community College System](#), [Franklin County](#), and the [Franklin County Economic Development Commission](#).

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Fiberglass Door Maker to Relocate Manufacturing from China to Lenoir

Ryan-AL, Inc., a specialty manufacturer of fiberglass doors will create 53 jobs and invest \$1.7 million to open a manufacturing facility in Caldwell County, **Governor Roy Cooper** announced April 13. The company will move production back to the United States from China with this decision.

"North Carolina competes for business with locations around the world," **Governor Cooper** said. "Ryan-AL's choice to move operations from China to North Carolina demonstrates the many advantages our state offers manufacturers of every size."

Ryan-AL Door Systems, with headquarters in Diamond Bar, California, makes and distributes a wide variety of fiberglass doors and aluminum framed windows. The company currently manufactures its products in Zhejiang, China but has recently been seeking a competitive business location in the United States.

"Manufacturers count on the availability of a dependable workforce," said **Commerce Secretary Anthony M. Copeland**. "The reputation of North Carolina workers combined with the state's workforce training programs gives manufacturers confidence they will succeed here."

While compensation will vary by position, average salaries for the new jobs will be \$36,200, above the current average annual wage in Randolph County of \$33,974.

"Demand for paper packaging is steadily growing as consumers look for products like ours that are more environmentally friendly," said **Jeff McNeill, Operations Manager for SouthCorr**. "These investments will help the company grow its manufacturing workforce and keep good paying jobs here in the U.S."

A performance-based grant of \$50,000 from the One North Carolina Fund will help facilitate SouthCorr's expansion in Randolph County.

In addition to [N.C. Commerce](#) and the [EDPNC](#), other key partners in the project include the [North Carolina General Assembly](#), the [North Carolina Community College System](#), the [Regional Partnership Workforce Development Board](#), the [City of Asheboro](#), [Randolph County](#), and the [Randolph County Economic Development Corporation](#).

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Napoleon Wallace, Commerce's New Assistant Secretary for Rural Economic Development.

New Leader for Rural Economic Development Named

Napoleon Wallace, a finance and community development executive, joined the department Monday (April 17) as the Assistant Secretary for Rural Economic Development.

The company will hire administrators, managers, production and operational personnel to support the new facility. While compensation will vary by position, the average salary for the new jobs will be \$ 39,887, above the current average annual wage in Caldwell County of \$34,744.

"We are extremely excited at the possibilities to bring our fiberglass door factory back to the United States," said **Rick Trainor, President and CEO of Ryan-AL Door Systems**. "This was always part of our master plan from the company's inception. Although originating our factory in China served a very useful purpose, by allowing us to establish a foothold and our brand in the market, we are to the point where we need American ingenuity and knowhow to move ourselves in various other directions within the fiberglass door market. Landing in Lenoir, North Carolina will be a natural fit with the area's available skilled labor force. Transitioning from the furniture building sector to constructing fiberglass doors should prove to be a very easy switch and we are anticipating almost immediate results in the door making process."

A performance-based grant of \$150,000 from the One North Carolina Fund will help facilitate Ryan-AL's location into Caldwell County.

In addition to [North Carolina Commerce](#) and the [Economic Development Partnership of N.C.](#), other key partners in the project include the [North Carolina General Assembly](#), the [North Carolina Community College System](#), [Caldwell County](#), and the [Caldwell County Economic Development Commission](#).

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Governor Hunt Visits Commerce

Former North Carolina Governor Jim Hunt stopped by Commerce recently for a visit with Secretary Copeland.

Hunt served as the state's 69th and 71st governor, first holding office between 1977 and 1985 and then once again from 1993 to 2001. He is the longest-serving governor in the state's history.

Before accepting his new appointment, Wallace served as a Social Investment Officer at the Kresge Foundation in metropolitan Detroit. The foundation, a \$3.6 billion private philanthropic organization working to expand opportunities in America's cities, focuses on a range of community issues, from the arts and education to the environment. During his tenure, Wallace guided investments related to the foundation's health and human services programs.

Earlier in his career, Wallace served on the Executive Staff at Self-Help, the financial and policy advocacy organization headquartered in Durham. Wallace managed several community development initiatives at Self-Help, including small-business lending, financial institution management, mergers, portfolio acquisitions and community development real estate projects.

Mr. Wallace grew up in Pitt and Beaufort counties and received his bachelor's degree in finance from North Carolina Central University. He earned an MBA from the University of North Carolina's Kenan-Flagler Business School.

On Our Radar

- [Governor Cooper's Budget: Common Ground Solutions for NC](#)
- [Rural Infrastructure Authority Regular Meeting \(Thursday, April 20 11:00am\)](#)

N.C. in the News

- [A visit to 2 vibrant economies](#) (*New Hampshire Business Review* - April 14)
- [Wilmington Tech Company To Unveil Tools To Help Sexual Assault Victims](#) (*WilmingtonBiz* - April 13)
- [ElectriCities named top 20 utility in U.S.](#) (*Shelby Star* - April 6)
- [Gov. Roy Cooper hints more executive orders to come at TBJ Power Breakfast](#) (*News & Observer* - April 6)
- [Reality Check: Trump's budget would cut agency that helps WNC workforce](#) (*WLOS-TV* - April 5)
- [Commerce secretary gets nod from Senate panel](#) (*Triangle Business Journal* - April 5)
- [Craven, Lenoir, Wayne counties join in aerospace effort](#) (*Sun-Journal* - New Bern - March 31)

About Us

SYNC is North Carolina Commerce's electronic newsletter for local government officials, private-sector allies, state policy makers, and other economic development leaders. We offer

unfiltered details about new economic development projects and events, useful news about your peers, and opportunities to synchronize with statewide programs and tools in order to advance economic development in your community. [Send your story ideas to the editor.](#)

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