

syncTM Weekly highlights from the North Carolina Department of Commerce



(Left-right) Raleigh Mayor Nancy Macfarlane, Allscripts President and CEO Paul Black, Governor Pat McCrory, and Wake County Commissioner Joe Bryan at the Allscripts announcement

Healthcare information technology company to expand in Raleigh

Governor Pat McCrory and N.C. Commerce Secretary Sharon Decker announced on May 8 that Allscripts, a leading developer of Electronic Health Record, practice management and other clinical, revenue cycle, connectivity and information solutions, will expand its operations center in Wake County. The company plans to create 350 jobs in North Carolina by the end of 2017 and invest \$2.8 million into its Raleigh location. The jobs will be primarily in research and development. The N.C. Department of Commerce's [Anna Lea Moore](#) was the developer on this project.

"Allscripts is a premier employer that understands what Raleigh, Wake County and North Carolina have to offer," said McCrory. "Its expansion is proof that the Triangle's technology hub continues to grow. We've got the qualified talent, strong business climate, and attractive quality of life that Allscripts and its employees need to succeed."

Allscripts offers clinical, financial, connectivity and information solutions to hospitals and physician practices. The company's tools help automate and connect common healthcare data flow tasks, such as entering prescription information, managing orders and lab tests, and other medical workflows and records. The company currently employs more than 1,000 people in Raleigh.



ASMO North America President Nobuharu Mizuno and N.C. Commerce Secretary Sharon Decker

Automotive systems manufacturer to expand in Pitt County

Governor Pat McCrory and N.C. Commerce Secretary Sharon Decker announced on May 8 that ASMO North America, a global supplier of advanced automotive technology, systems and components, will expand its manufacturing operations in Pitt County. The company plans to create 200 new jobs in North Carolina by the end of 2016 and invest \$50 million in its Greenville location. The N.C. Department of Commerce's [Jason Semple](#) was the developer on this project.

"ASMO has a great presence in North Carolina and we're thrilled that they see the value in growing with us in Eastern North Carolina," said McCrory. "They are one of our strong automotive manufacturing partners and have succeeded due to product design and demand, as well as our business-friendly climate in the state."

ASMO North America has had a presence in Greenville since 1995, where it currently employs more than 530 people. The company manufactures front wiper motor linkages, arm and blades, and radiator fan motors there for its North American customers. ASMO North America is a wholly-owned subsidiary of ASMO, Co. LTD which is headquartered in Kosai City, Japan. The company also operates manufacturing facilities in Statesville, as well as in Texas, and Michigan.

ASMO's expansion in Greenville will enable it to add more assembly lines and die cast

Allscripts is in the process of executing a series of new initiatives to improve product delivery and client experience. Its Center of Excellence in Raleigh is a successful and key R&D facility. The company is seeking to expand its workforce in Raleigh where there is ample access to a top talent pool including highly desirable graduates from local universities.

The project was made possible in part by an award to Allscripts from the state [Job Development Investment Grant program](#), as voted by the state Economic Investment Committee. Receipt of the award is based on proof of job creation and other performance requirements. JDIGs are awarded only to new and expanding businesses and industrial projects whose benefits exceed the costs to the state, and which would not be undertaken in North Carolina without the grant.

Under the terms of the company's JDIG award, Allscripts is eligible to receive up to 12 annual grants equal to 41 percent of the state personal income tax withholdings from the eligible new jobs created since the date of the initial award. Receipt of each annual grant is based on state-certified proof that the company has fulfilled incremental job creation and capital investment requirements. During the next 12 years, the JDIG award could yield aggregate benefits to Allscripts of up to \$5,353,500.

Additional funds from the company's JDIG award could be added to the state's Utility Fund for infrastructure improvements in economically distressed counties. When a JDIG is awarded to a company whose site is located in the state's more economically prosperous counties such as Wake, 25 percent of the company's grant is allocated to the Utility Fund to encourage economic development in less prosperous counties. For more information on the county tier designations, visit [the incentive report section at nccommerce.com](#).

Other partners who assisted with this announcement include N.C. Community Colleges, Wake County, City of Raleigh and Raleigh Economic Development. [Read more.](#)

[Allscripts to add 350 jobs in Raleigh](#) (*Triangle Business Journal*, May 8)



Aviation Week Conference returns to North Carolina to highlight manufacturing

For the second year in a row, business and operations executives from the world's top aerospace firms gathered in Charlotte last week (May 7-8) for the Civil Aviation Manufacturing Conference, sponsored by the State of North Carolina. Organized by *Aviation Week*, the conference returned to the state following a strong debut last year, which

machines to meet growth expectations. The company currently maintains a #1 market share for these automotive parts. ASMO manufactures and ships its products directly to Toyota, Honda, Ford, Chrysler, General Motors, Hyundai, Kia, Nissan and BMW.

The project was made possible in part by an award to ASMO from the state [Job Development Investment Grant program](#), as voted by the state Economic Investment Committee. Receipt of the award is based on proof of job creation and other performance requirements. Under the terms of the company's JDIG award, ASMO is eligible to receive up to 12 annual grants equal to 43 percent of the state personal income tax withholdings from the eligible new jobs created since the date of the initial award. Receipt of each annual grant is based on state-certified proof that the company has fulfilled incremental job creation requirements. During the next 12 years, the JDIG award could yield aggregate benefits to ASMO of up to \$1,255,450.

In addition, up to \$221,550 in additional funds from the company's JDIG award could be added to the state's Utility Fund for infrastructure improvements in economically distressed counties. When a JDIG is awarded to a company whose site is located in the state's more economically prosperous counties such as Pitt, 15 percent of the company's grant is allocated to the Utility Fund to encourage economic development in less prosperous counties. For more information on the county tier designations, visit: [www.nccommerce.com/research-publications/incentive-reports/county-tier-designations](#).

Other partners who assisted with this announcement include N.C. Community Colleges, Pitt County, Pitt County Development Commission, Pitt County Committee of 100 and Greenville Utilities. [Read more.](#)

[Japanese manufacturer to add 200 jobs in N.C.](#) (*Triangle Business Journal*, May 8)



N.C. Commerce Secretary Sharon Decker (center) meets with economic development leaders from the Town of Fairmont

surpassed the media company's attendance goals. This year, more than 170 executives participated in the event despite the federal sequestration process that has impacted company budgets across the sector.

This year's conference once again provided detailed, content-rich sessions addressing issues facing aviation manufacturers. Expert speakers from companies such as Airbus, Boeing, Bombardier, GE Aviation, and UTC Aerospace Systems provided insights on topics ranging from workforce development to supply chain integration.

The State of North Carolina's gold-level sponsorship of the conference was made possible by support from the Charlotte Regional Partnership, North Carolina's Eastern Region, North Carolina Global TransPark, and Piedmont Triad Partnership, as well as the N.C. Department of Commerce.

Economic Development Aerospace Forum coming to Kinston

The Triangle/Eastern British American Business Council of North Carolina, together with the N.C. Department of Commerce and the state's three eastern regional economic development partnerships, announced the [Triangle/Eastern Economic Development Aerospace Forum](#) will be held May 22 at the Global TransPark in Kinston.

N.C. Commerce Aerospace Project Manager Rod Forsythe, plus representatives from the N.C. Aerospace Alliance and the partnerships, will speak about the aerospace and aviation industry's continued growth in North Carolina. In addition, a tour of Spirit AeroSystems and the Composite Center of Excellence will demonstrate how both facilities are contributing to the growth and economic development of Eastern North Carolina. The afternoon event will be capped by a reception, during which N.C. Commerce Secretary Sharon Decker will give a keynote address on advanced manufacturing's future in the state, followed by a dinner. [Registration is open.](#)



N.C. Winery Guides now available

A new N.C. Winery Guide is in print and available free of charge. The winery guide is funded and produced by the N.C. Department of Agriculture & Consumer Services, but it will now be distributed through the N.C. Department of

Decker meets with Fairmont leaders

N.C. Commerce Secretary Sharon Decker met with Mayor Charles Kemp and members of the Fairmont economic development team on April 16 to discuss the potential for increased business development in the community. Fairmont's downtown has seen good progress, but like most small communities, it needs more job opportunities and investment in order to grow and prosper. The N.C. Department of Commerce's Small Town Main Street program prepared a Business and Development Plan for the Town in 2006. According to annual STMS reports provided by the Town of Fairmont, the downtown experienced the following economic investment since 2007:

- 8 building facades improved
- 3 building renovations
- 19 net new jobs
- 10 net new businesses
- \$210,000 in new investment
- \$500,000 grant for a community center in a renovated downtown building
- \$46,000 for development of two pocket parks

STMS also assisted the town in applying for and receiving designation of the downtown by the National Park Service as a National Register Historic District, which provides the opportunity for federal and state historic tax credits.



N.C. Department of Commerce Director of Tourism Marketing Wit Tuttell (right) presents the Certified Retirement Community certificate to Pittsboro's Town Manager Bryan Gruesbeck (left) and Commissioner Bett Wilson-Foley.

Pittsboro recognized as N.C. Certified Retirement Community

On May 2, the N.C. Department of Commerce's Division of Tourism, Film and Sports Development presented the Town of Pittsboro with its N.C. Certified Retirement Community certificate in a ceremony attended by several community leaders and business partners. The Town of Pittsboro met a rigorous set of requirements, including a comprehensive community survey and an asset assessment of the community's

Commerce's Division of Tourism, Film and Sports Development. The guide can be ordered [online](#) or by calling 1-800-VISITNC or 1-877-3NC-WINE. Winery guide orders, whether through VisitNC.com or by phone, are fulfilled at the Division's Call Center, located at the N.C. Correctional Institute for Women in Raleigh. Inmates take orders for the guides and package them for mailing, keeping expenses low. The Call Center also processes orders for the Division's *Official 2013 N.C. Travel Guide* and the N.C. Department of Transportation's state transportation map.



New Latin American connections to open up for N.C. Ports users

Maersk Line is adding port calls in Panama and Costa Rica to its weekly South Atlantic Express, currently connecting the Port of Wilmington with Central America. Shippers and receivers using Wilmington can now directly access Manzanillo, Panama and Puerto Moin, Costa Rica, in addition to Puerto Cortes, Honduras, and Santo Tomas, Guatemala, in northern Central America.

New trade lanes to South America's west coast and the Caribbean for Port of Wilmington customers are also open via transshipments at Manzanillo, Panama. Markets in Venezuela, Colombia, Ecuador, and Trinidad and Tobago are now accessible through this option. Over-the-road service to El Salvador and Nicaragua continues to be available from Puerto Cortes and Santo Tomas.

Under the expanded SAE service, the ports of Puerto Cortes and Santo Tomas will be called twice in the rotation, once for imports and a second time for exports, to maintain the current transit times or cargo availability. A third vessel has been added to the SAE service.

Maersk has provided weekly service between the Port of Wilmington and Honduras and Guatemala for four years. Maersk has enjoyed increasing support from North Carolina business and industry. Volumes in the first quarter of 2013 show 24 percent growth over first quarter 2010.

Maersk Line is the world's largest container shipping company and has a significant regional office located in Charlotte.

Two Rockingham County existing industries plan expansions

The Rockingham County Partnership for Economic and Tourism Development announced that two local companies

preparedness for retiree attraction. Pittsboro is the latest town to be designated into the N.C. Certified Community Program along with Lumberton, Asheboro, Sanford, Marion and Mount Airy.

The General Assembly has charged the Department with operating the state's Certified Retirement Community Program, which recognizes towns that are positioning themselves for retiree attraction as an economic and community development strategy. Once a community has completed the certification process, the Division will help market and promote the community through Web presence on RetireNC, e-marketing, social media, public relations, visitor services and research among other opportunities. For more information about the N.C. Certified Retirement Community Program, contact [André Nabors](#) at (919) 733-7502.

Crowdfunding Weekend coming to Durham

[Crowdfunding Weekend](#), an event designed to help participants launch crowdfunding projects over the course of an action-packed 13-hour event, is coming to Durham for the first time on May 25 at the American Tobacco campus.

The event is run by Daniel Falabella and Jeff Schwarting, adjunct faculty at Brigham Young University and creators of the first crowdfunding class taught there. That class raised \$46,883 its first semester.

Due to the success of the class, Falabella and Schwarting have condensed their curriculum into Crowdfunding Weekend, which is open to the public. After presenting products and forming teams, participants are guided through the creation of a crowdfunding campaign, working on videos, pictures, product pricing, marketing plans, and more. [Register online.](#)



David Murdock at the gift announcement

David H. Murdock Research Institute receives \$50 million gift from Murdock

David Murdock, the founder and visionary

plan to expand.

Albaad, USA plans to expand its manufacturing operation in Reidsville by investing \$1.3 million in new machinery and equipment by the end of 2013. The company, which located its U.S. operation in the Reidsville Industrial Park in 2004, is a world leader in wet wipes manufacturing. Albaad currently employs 182 people in Rockingham County.

Amcor Tobacco Packaging Americas Inc. also plans to expand its Reidsville plant by investing \$9.5 million in machinery and equipment and creating 30 new jobs by the end of this year. Amcor is a worldwide leader in tobacco packaging. Currently employing 105 people, its local manufacturing operation is also located in the Reidsville Industrial Park.

"Having two of our existing industries plan expansions is certainly great news for Rockingham County. Both Albaad and Amcor have been good corporate citizens here for the last seven to eight years, and we are happy to support their growth," said Rockingham County Partnership for Economic and Tourism Development President Graham Pervier.

"Albaad and Amcor were our first two industries to locate in the Reidsville Industrial Park, so I am particularly pleased to see the continued reinvestment in their facilities. Their continued success in Reidsville is truly something to celebrate," said Reidsville City Manager Michael Pearce. "The incentive packages that were agreed on by the county commissioners and city council this week are working testimony of our local governments working together to help our industries grow."

The Rockingham County Board of Commissioners and the Reidsville City Council each approved local incentive packages last week to help make both these industry expansions possible.

Small businesses give North Carolina 'B+'

Thumbtack.com, in partnership with the Ewing Marion Kauffman Foundation, has released the second-annual [Small Business Friendliness Survey](#) showing that North Carolina's standing among small businesses improved from 2012, although the state remains average in several categories.

The Thumbtack.com Small Business Friendliness Survey is the only survey to obtain data from an extensive, nationwide population of job creators and entrepreneurs in order to determine the most business-friendly locations. While there are various "business climate rankings" that rate locations as good or bad for business, there are no others that draw upon considerable data from small business owners themselves.

"In surveying thousands of small businesses across America, we found that clear and consistent regulations and relevant training programs were among their top priorities," said Thumbtack.com Co-founder Sander Daniels. "North Carolina's improvement in these areas underscores the efforts of state and local officials to make North Carolina more friendly to small businesses."

Some of the key findings for North Carolina include:

- North Carolina earned 'B+' grades for its overall small business friendliness and for the ease of starting a business in the state.
- The state earned a 'B-' for its tax code, and small

behind the David H. Murdock Research Institute located at the N.C. Research Campus in Kannapolis, announced a gift of \$50 million to the institute on May 8 in a standing-room only event held at the Washington Duke Inn & Golf Club in Durham. The gift will provide operational support for the institute during the next eight years.

Speakers at the announcement described the gift as transformational. They included Dr. Victor J. Dzau, President and CEO, Duke University Health System; Thomas W. Ross, President, University of North Carolina; Steven Lommel, PhD, Interim President, David H. Murdock Research Institute and Assistant Vice Chancellor for Research, NC State University; and Robert M. Califf, MD, Vice Chancellor for Clinical and Translational Research, Duke University Medical Center.

"In our world, chronic diseases are rampant, and there is a great concern for getting healthcare products to the right people at the right time," commented Califf. "No one has solved the problems. I can't think of better people to do it with \$50 million in operating capital."

Murdock established the non-profit DHMRI to support the corporate and academic partners at the NCRC. The Institute offers a broad range of advanced technologies including a 950Mhz Bruker nuclear magnetic resonance, one of the largest in the world.

Both Dzau and Ross mentioned examples of scientific breakthroughs that have resulted from the collaborative research at the NCRC and DHMRI including:

- The MURDOCK Study and Duke Translational Medicine Institute enrolling more than 9,000 members of the Kannapolis community who have contributed more than 300,000 biological samples to scientific research.
- The N.C. State University Plants for Human Health Institute developing the use of herbal oils to fight pathogens like Listeria on organic fruits and vegetables.
- The UNC-Chapel Hill Nutrition Research Institute receiving more than \$26 million in grants to research chronic diseases like obesity and to develop strategies for personalized nutrition.
- N.C. A&T and N.C. Central universities collaborating on the discovery that compounds in ginger can treat anemia caused by chemotherapy and renal disease.
- Appalachian State University's expertise in nutrition and exercise immunology.

[Murdock donates \\$50 million to research in Kannapolis](#) (*The News & Observer* – Raleigh, May 8)

businesses ranked it in the bottom-third of states in terms of difficulty in understanding and filing taxes.

- Among major metros nationwide, Raleigh-Durham was highly rated, earning an 'A' grade overall. Charlotte and Winston-Salem were given a 'B' and 'C+', respectively.
- North Carolina's lowest grade (a C-) was for the ease of hiring, particularly troubling given the state's fifth-highest unemployment rate. However, the state ranked well for its training and networking programs, earning a grade of 'B+'.
- Nationally, professional licensing requirements were more important to small business owners than taxes in determining a state's overall business-friendliness, confirming the findings from last year's study.
- African-American and Hispanic small business owners were more likely than their white counterparts to encourage others to start a new business.
- The top ranking states overall were Utah, Alabama, New Hampshire, Idaho, and Texas. The lowest rated were Illinois, California, Hawaii, Maine and, in last place, Rhode Island.

The [full survey results](#) include full sets of rankings, easily searchable quotes from North Carolina small businesses, regional comparisons within states, and Census data comparing North Carolina's key demographics against those of other states.



World of Bluegrass announces festival line-up

When the [International Bluegrass Music Association's](#) annual World of Bluegrass convention comes to Raleigh this fall, it will bring some serious star power to town. The IBMA announced its headline acts for the accompanying Wide Open Bluegrass Festival, happening Sept. 27-28 at downtown Raleigh's Red Hat Amphitheater, with some of the genre's biggest names. Performers include a collaborative supergroup of Alison Krauss, Del McCoury, Bela Fleck, Tony Rice, Jerry Douglas and Sam Bush; the Grammy-winning Brevard band Steep Canyon Rangers, backing up humorist/ banjoist Steve Martin; Punch Brothers; and '80s pop star Edie Brickell. The overall IBMA convention is Sept. 24-28 in Raleigh, where it begins a three-year run after eight years in Nashville. Last year's IBMA convention drew a reported 13,600 visitors to Nashville.

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 - May 13, 2012

New projects assigned:	158
Projects announced:	46
Jobs announced:	6,832
Capital investment announced:	\$614M
Industry visits by existing industry staff:	478
Calls to Business Link N.C.:	7,946

N.C. in the News

This Week's Highlights

- [I-26 Connector project finds new life](#) (*Citizen-Times* — Asheville, May 9)
- [As MetLife finalizes Cary location, firm expands in Raleigh](#) (*Triangle Business Journal*, May 8)
- [Honda Aircraft on target for jobs, construction as it seeks FAA approvals](#) (*The Business Journal of the Greater Triad*, May 8)
- [What a Canadian flu vaccine means for Durham](#) (*Triangle Business Journal*, May 8)
- [Nuclear storage container maker adding Greensboro jobs](#) (*The Business Journal of the Greater Triad*, May 7)
- [CEOs say N.C. is third-best state for business](#) (*Triangle Business Journal*, May 7)
- [Home care company plans to bring 50 jobs to Alamance, Randolph counties](#) (*Times-News* — Burlington, May 5)
- [Dan Ackroyd returns to Wilmington](#) (*StarNews* — Wilmington, May 5)

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