

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



Governor Cooper Announces 301 New Jobs in Durham County

Sensus USA, Inc., a provider of advanced metering technologies to utilities and municipalities, will expand its current operations in Durham County, creating 301 new jobs over five years, **Governor Roy Cooper** announced June 27. The company will invest \$4 million in North Carolina by the end of 2019.

Sensus is a wholly owned subsidiary of Xylem Inc., a leading global water technology company committed to developing technology solutions to the world's water challenges. With its October 2016 acquisition of Raleigh-based Sensus, Xylem expanded its portfolio to include smart metering, network technologies and advanced data analytics for water, gas and electric utilities. Xylem's Sensus business currently employs 684 people in North Carolina.

"Sensus is already doing business here in North Carolina, and the company knows the highly skilled talent, supportive business climate and world-class education system found across our state," said **Governor Cooper**. "Sensus chose North Carolina for this expansion because our state has what it takes to help them succeed."

Sensus has various operations in the Raleigh-Durham area, including a headquarters office, research and development operations and a manufacturing facility. Sensus is consolidating its footprint in the area and acquiring space to accommodate growing operations and new jobs.

"Xylem provides innovative products and compelling solutions to water and energy customers across the globe," said **Colin Sabol, Xylem Senior Vice President and President, Measurement & Control Solutions**. "We look forward to recruiting and hiring dedicated hardware and software engineers, supply chain managers and technical support engineers in North Carolina with assistance from the Governor,



10 Communities to Receive Rural ReadySites Grants

The North Carolina Department of Commerce has approved 10 grant requests totaling more than \$14 million through the Rural ReadySites program. **Commerce Secretary Anthony M. Copeland** announced the awards June 22.

The Rural ReadySites program, run out of the Department of Commerce in partnership with the Rural Infrastructure Authority, helps rural communities prepare prospective sites for industrial development. The program will invest more than \$14 million in public infrastructure construction and improvements for sites that have a strong potential to attract employers, create jobs and strengthen the local, regional and state economy.

"Companies are looking for sites that have the infrastructure they need to get to work growing their business right away," said **Secretary Copeland**. "Our rural communities often need additional funding to prepare sites for development, and this program is a step toward meeting that need."

The following 10 localities were awarded a total of \$14,328,165:

- Town of Wadesboro (Anson County): A \$1,776,925 grant will help provide water, sewer and industrial access road improvements for an industrial park. Over 73 acres will be served by the project.
- Camden County: A \$1,580,000 grant will make improvements to sewer and industrial access at a commerce park. Some 260 acres will be served by the project.
- Lenoir County: A \$789,500 grant will

Department of Commerce and its partners."

Salaries for the new positions will vary by position with an average salary of \$94,927. The current average wage in Durham County is \$67,537.

"Sensus already employs more than 600 professionals in North Carolina, and this expansion will solidify Sensus' partnership with our state," said **North Carolina Commerce Secretary Anthony M. Copeland**. "Expansions like this are testaments to our state's talent, education and training opportunities and strong business climate."

Sensus' expansion in Durham County will be facilitated, in part, by a Job Development Investment Grant (JDIG). Over the course of the 12-year term of this grant, the project will grow the state's economy by an estimated \$1.02 billion. Using a formula that accounts for the new tax revenues generated by the new jobs, the JDIG agreement authorizes the potential reimbursement to the company of up to \$3,513,000 spread over 12 years.

Because Sensus chose to locate in Durham County, classified by the state's economic tier system as Tier 3, the company's JDIG agreement also calls for moving as much as \$1,171,000 into the state's Industrial Development Fund - Utility Account. The Utility Account helps rural communities finance necessary infrastructure upgrades to attract future business.

Partnering with [North Carolina Commerce](#) and the [Economic Development Partnership of North Carolina](#) on this project were the [North Carolina General Assembly](#), the [North Carolina Community College System](#) and [Durham Technical Community College, Durham County](#), the [Durham Chamber of Commerce](#), and the [Research Triangle Clean Tech Cluster](#).

[Read more.](#)

Rural Communities Receive \$17 Million in Grants, Attracting 239 New Jobs

The North Carolina Rural Infrastructure Authority (RIA) approved 23 grant requests totaling \$17,021,540 at its June 21 board meeting. The requests include commitments to create a total of 425 jobs, 186 of which were previously announced. The public investment in these projects will attract \$117.6 million in private investment.

"As Governor Cooper has emphasized in his 'Hometown Strong' initiative, improving infrastructure is critical to the economic success of rural North Carolina communities," said **N.C. Commerce Secretary Tony Copeland**. "Whether they help renovate a building or extend water and sewer lines, the newest grants approved by the Rural Infrastructure Authority will support economic development and job creation across the state."

"The Rural Economic Development Division at Commerce and the Rural Infrastructure Authority board are pleased to be able to partner with these communities to help them attract business," said **Commerce Assistant Secretary for Rural Economic Development Kenny Flowers**. "The projects approved today will result in hundreds of new job opportunities."

Complete details on each of the [RIA awarded projects is available online.](#)

extend sewer service at an industrial park serving a number of businesses. Over 51 acres will be directly served by the project, which should support future developments.

- Martin County: A \$1,013,940 grant will extend sewer infrastructure and rehabilitate existing water infrastructure in an industrial park, serving 100 acres.
- Town of Middlesex (Nash County): A \$1,514,600 grant will complete improvements to existing sewer, water and road infrastructure, creating a fully served business park of 330 acres.
- Person County: A \$1,604,125 grant will extend water to a "megasite" park north of Roxboro, with 1,349 acres being served by the project.
- City of Reidsville (Rockingham County): A \$1,132,500 grant will extend water and sewer to an industrial development site near U.S. 29. The project will serve 55 acres.
- Rutherford County: A \$675,000 grant will extend water and sewer service to a county-owned site. The project will serve 104 acres and create the potential for additional economic development along a four-mile corridor of U.S. 221.
- Vance County: A \$2,456,575 grant will bring water and sewer infrastructure to an industrial park. The project will serve 87 acres.
- Wayne County: A \$1,785,000 grant will provide industrial road access, water and sewer to a site with easy access to I-795. The site represents a partnership between the city of Goldsboro, Wayne County and the Wayne County Development Alliance, and 118 acres will be served.

The participating projects in the Rural ReadySites Program must be a government entity in a Tier 1 or 2 county, the site must be publicly owned or controlled, and the site must be a minimum of 50 contiguous acres.

Funds must only be used to construct public infrastructure with priority given to water, sewer and industrial access improvements. Additional consideration will be given to sites located in counties with greatest economic distress.

For this round of grant making, Commerce received more than 40 applications, with an identified need of more than \$60 million.

On Our Radar

- [Study: Solving the Global Talent Shortage](#) (Manpower Group)

Healthcare Next Generation Partnership Launches in Cumberland County

A workforce development initiative designed to bring together businesses from the same industry in a shared labor market launched last month in Cumberland County.

The Cumberland County Workforce Development Board sponsored a meeting to launch a *Next Generation Sector Partnership* for the healthcare industry on June 14. In addition to industry representatives, community partners from educational institutions, workforce development, economic development, and local and state government officials came together to listen and learn how best to support the industry.

Representative from more than 20 healthcare agencies attended the launch meeting. Several industry priorities were identified, including:

- Integration and Coordination of Care
- Workforce Development - create a pool of skilled healthcare workers
- Expand Care in Non-Traditional Settings - this could include establishing more community-based integrated care clinics, enabling health care services after hours and providing transportation to help low-income patients access care
- Obesity Prevention Campaign

More information about [Next Generation Sector Partnerships are available online.](#)

Website: [Cumberland County NCWorks Career Center.](#)

N.C. in the News

- [Lumberton named official retirement community](#) (*The Robesonian* - Lumberton - June 30)
- [CSX renews plans for intermodal facility](#) (*The Daily Reflector* - Greenville - June 28)
- [Middlesex receives \\$2.7 million in grant funding to develop business park](#) (*The Enterprise* - Spring Hope - June 27)
- [The Army is looking for a few good ideas. Can NC businesses supply them?](#) (*News & Observer* - June 27)
- [Whirligigs head to I-95 welcome centers](#) (*Wilson Times* - June 19)
- [Opportunity Zones bring promise. Incentives to local communities](#) (*Jacksonville Daily News* - June 19)

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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