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Weekly highlights from the
North Carolina Department of Commerce

Medical Technology Company to Create 75 High-Paying Jobs in Morrisville

Governor Pat McCrory and N.C. Commerce Secretary Sharon Decker announced on Nov. 7 that a subsidiary of [Teleflex Incorporated](#) will be relocating its existing operations in the Research Triangle Park area to a new facility to be constructed in Morrisville. The company plans to create 75 new jobs at the facility over the next three years. Construction of the new facility and Teleflex's lease commitment are expected to generate investment of more than \$20 million over the next several years. The N.C. Department of Commerce's [Vivian Powell](#) was the developer on this project.

Teleflex is a global provider of medical technology products that enhance clinical benefits, improve patient and provider safety and reduce total procedural costs. It designs, develops, manufactures and supplies single-use medical devices used by hospitals and health care providers in more than 140 countries. The company employs 442 people in the RTP area.

The new jobs will be mostly well-paying professional and technology-based roles expected to bring an additional \$5.4 million annually in payroll to the state. Salaries will vary by function and many will be senior positions with average wages in excess of the Wake County average of \$48,042.

"Our business has flourished in North Carolina since the early 90's, thanks to the talent and dedication of our people," said Benson Smith, chairman, president and chief executive officer of Teleflex. "Our company is growing, and this new facility will provide our employees with a world-class environment for collaboration, innovation and career growth."

The project was made possible in part by a performance-based grant from the [One North Carolina Fund](#) of up to \$200,000. The One NC Fund provides financial assistance, through local governments, to attract business projects that will stimulate economic activity and create new jobs in the state. Companies receive no money up front and must meet job creation and investment performance standards to qualify for grant funds. These grants also require and are contingent upon local matches.

Other partners that helped with this project include: N.C. Community Colleges, Wake County Economic Development, Morrisville Chamber of Commerce, Wake County and the Town of Morrisville. [Read more.](#)

Governor McCrory Announces "Employ a Veteran" Week Campaign

In preparation for the annual observance of Veterans Day yesterday, Governor Pat McCrory and Commerce Secretary Sharon Decker announced on Nov. 7 that this week is "Employ a Veteran" Week in North Carolina. More than 769,000 veterans reside in every county in the state and as many as 50,000 of those are actively looking for work at any given time.

"Veterans bring skills, experience and a strong work ethic to the available labor pool in North Carolina," said McCrory. "We're committed to helping connect these men and women who have served our country with companies in North Carolina who want a skilled, dependable workforce."

The "Employ a Veteran" campaign, with support from the Division of Workforce Solutions offices across the state, is designed to raise awareness about hiring veterans. Activities will include radio PSAs, a schedule of local job fairs and veteran employment events, as well as information on other employment programs and services specifically geared toward veterans.

"More than 21,000 men and women will join the ranks of veterans annually as they complete their military service in North Carolina," said Decker. "We want those veterans to stay here where they've put down roots, and we want to be able to provide jobs for those looking to join the private labor force."

In addition to Employ a Veteran Week, the N.C. Department of Commerce is involved in a number of efforts to assist veterans with employment, including:

- The UCX Initiative is a two-year federal grant to develop strategies for enhanced outreach to veterans receiving unemployment benefits, specifically Army, Army Reserve and National Guard. Since March, over 4,000 veterans have been contacted, encouraging them to visit field offices for re-employment/transition assistance.

[Teleflex commits to 75 new jobs, expansion in Morrisville](#)
(Triangle Business Journal, Nov. 7)



N.C. Commerce Secretary Sharon Decker with Vance County Commissioners Chair Thomas Hester after he presented her with a Vance County lapel pin

Decker Visits Vance and Person Counties

N.C. Commerce Secretary Sharon Decker traveled to Vance and Person Counties last week to meet with local economic developers, community leaders and elected officials, and other stakeholders. In Vance County, Decker acknowledged the importance of the four counties that make up "Triangle North," one of the most targeted regions for future growth in the state.

"Vance and surrounding counties offer an affordable and accessible alternative to one of the most competitive markets in the world," said Decker. "The county's position along the I-85 corridor provides an unmatched location and core infrastructure for new and expanding business investments."

Decker also recognized the collaborative efforts of Vance, Franklin, Granville and Warren Counties in their development of four business and manufacturing parks called Triangle North. The counties work together to actively market the parks to prospective companies.

In Person County, Secretary Decker met with a large number of community leaders who were interested in topics ranging from early college high schools and airport funding to Falls Lake storm water management and assistance for rural counties.

Decker highlighted the recent growth of auto parts manufacturing in Person County with GKN Driveline and Eaton Corp.

"These examples will help us attract additional advanced manufacturing in the automotive sector as they see that GKN and Eaton are located within a short distance of each other, operating very successful facilities, and growing," said Decker. "It's a testament to our skilled labor force, customized training programs, strong business climate and great quality of life."

Assistance includes job referrals, job development contacts and re-employment services.

Several other projects are also underway to assist with the transition from the military toward civilian employment.

- The DWS Veterans program ranks as one of the best in the nation. Highlights from the past fiscal year include:
 - 53,487 veterans registered for employment assistance
 - 49,152 veterans received some type of direct service
 - 28,486 veterans were referred to one or more jobs
 - 312 veterans were enrolled in a training program
 - 3,761 veterans were placed in a job
 - 251 disabled vets found employment using DWS services

Stand Downs for Homeless Veterans and job fairs/employment workshops are scheduled in communities across North Carolina during November and December. These are being held in partnership with the Veterans Administration and local civic and community organizations.

More information on [employment services for veterans](#) can be found online, as well as a copy of the "[Employ a Veteran](#)" [Week proclamation](#).



North Carolina's military presence has a \$30 billion impact on the state.

New Report Highlights Economic Impact of Military in North Carolina

The military supports 540,000 jobs, including 340,000 in the private sector, according to a new report released on Nov. 5 by the N.C. Department of Commerce. The report also found the military boosts the state's personal income by more than \$30 billion.

The study, released by the Labor & Economic Analysis Division, concludes the military accounts for nearly 10 percent of all economic activity in North Carolina.



State Senator Tamara Barringer (right) and N.C. Department of Commerce Global Commerce Director John Loyack (center) visit a life science park in Nanjing, China.

N.C. Policy, Business Leaders Visit China as Part of Global Leaders Program

A delegation of North Carolina state legislators and biotechnology leaders recently returned from a 10-day visit to China as part of the [Center for International Understanding's](#) Global Leaders China 2013 program. While there, the group studied economic development through the prism of biotechnology – specifically the pharmaceutical and medical devices industries.

"Biotech companies -- and businesses in so many other sectors operating globally -- employ thousands of North Carolinians," said N.C. Department of Commerce Global Commerce Director John Loyack. "China's growing economy offers great opportunities to increase our state's exports, and my department's International Trade Division is poised to provide the services and assistance needed to increase exports, promote North Carolina products and companies around the globe, and create jobs in the state."

China is North Carolina's second largest trading partner and its demand for the state's goods and services is expected to increase greatly in the coming years. The goal of this program is to promote economic development in North Carolina. A better understanding of China's economy and the resulting opportunities and challenges will help position the state to take advantage of global potential. The pharmaceutical and medical device industries, key to North Carolina's economic success, have also played an important role in China's economy.

The Global Leaders delegates visited three cities central to China's economic development -- Beijing, Shanghai, and Nanjing. North Carolina-based Gentris and Quintiles were among the global companies that the group met with during the trip.

Founded in 1979, the Center for International Understanding serves North Carolina by promoting awareness, expanding understanding and empowering action through global education. Along with 17 campuses and other educational organizations, CIU is part of the University of North Carolina system. [Read more.](#)

North Carolina's Southeast Launches Transition to Public-Private Partnership

"This report confirms the importance of supporting our bases and the North Carolina businesses that benefit from our significant military footprint," said Governor Pat McCrory. "We're committed to strengthening our partnership with the military and defense sectors because they create additional jobs for our state."

Professional and technical services, administrative and waste services and construction are the top three military-supported private industry sectors.

North Carolina has the third-largest military population in the U.S. Nearly 110,000 active duty military personnel are assigned to units in the state. However, more than 60,000 individuals are projected to leave the military over the next five years.

"North Carolina has a tremendous opportunity to grow our state's economy by helping military personnel find employment after their service ends," said Commerce Secretary Sharon Decker. "These men and women have the skills and character that are desirable to employers across the state."

Other key findings from the report:

- Department of Defense contracting in FY 2012 totaled \$3.4 billion, with 40 percent of that work being performed in the Southeast region and 37 percent in the Eastern region.
- Military is responsible for \$48 billion, or 12 percent, of gross state product.
- North Carolina has a total of 769,000 veterans that reside in every county across the state.
- Impact of military has remained relatively stable during the past five years despite the ongoing realignment of military personnel and the recent recession.
- Military operations located outside of North Carolina account for roughly 20 percent of the overall economic impact to the state.

The economic impact analysis was completed using the Policy Insight Plus model licensed by Regional Economic Models Inc. The model uses data from the Bureau of Economic Analysis, Bureau of Labor Statistics, Census Bureau, Department of Defense, Department of Homeland Security and other public data sources.

[The full report can be viewed online.](#)

Year-to-date Metrics

Below are year-to-date metrics tracked by the

Model

Business leaders from across southeastern North Carolina have taken the lead in sustaining the mission and programming of North Carolina's Southeast, an economic development organization created by the state nearly 20 years ago. In late September the board of directors of the [Southeastern North Carolina Regional Economic Development Commission](#) approved a plan to transition itself to a private non-profit corporation. The Southeastern Partnership, which will assume all operations of the Commission effective July 1, 2014, unites private-sector leaders from across the economic region.

"A healthy regional economy benefits businesses in the region," said Jeff Etheridge, former Southeast Regional president at BB&T Bank in Whiteville. "By focusing leadership resources on a proven regional economic development operation, private-sector players can shape and direct strategies and programs that can impact the regional economy." Thus far, 25 private entities have committed their support to the Partnership, committing several hundred thousand dollars in funds annually over the next three years.

In August, the board of the Southeastern Partnership agreed to take over leadership of North Carolina's Southeast on July 1, 2014, as the Commission will sunset under North Carolina law on June 30. Among other actions, board members elected Etheridge as their Chairman.

Private support for regional economic development in the Southeast is not new; businesses have contributed financially to the Southeastern Partnership since the 1990s, augmenting public dollars appropriated to the commission by the General Assembly. Private support will constitute the majority of the partnership's funding when the state phases out its appropriation next summer as part of significant structural and strategic reforms to North Carolina's economic development framework. Beginning next summer, North Carolina's Southeast will be a partnership between businesses and county governments in the region, an organizational model that is largely the rule for regional economic development programs around the U.S. Officials at North Carolina's Southeast examined several best practices for multi-county economic partnerships, including those in use by regions in Indiana, Virginia and South Carolina.

In re-drafting the Southeast Region's economic development structure, commission staff and leaders sought input from state and local partners and private allies, all of which are key in an ongoing collaboration that is the hallmark of effective regional advancement and advocacy. "This move by Southeast leaders mirrors efforts at the state level to encourage private-sector participation in our job-creation and business development strategies," said N.C. Commerce Secretary Sharon Decker, who was briefed on the Southeast's new model in late summer. "Aggressive global marketing will ensure the region's economic assets are seen by corporate decision-makers around the world."

[Read more.](#)

[Southeastern Partnership, new economic development group, will emphasize private-public partnership](#) (*The Fayetteville Observer*, Nov. 6)

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 - Nov. 12, 2013

New projects assigned:	314
Projects announced:	113
Jobs announced:	14,766
Capital investment announced:	\$2.0B
Industry visits by existing industry staff:	954
Calls to Business Link N.C.:	17,208

N.C. in the News

This Week's Highlights

- [Raleigh tech firm searches for regional HQ](#) (*Triangle Business Journal*, Nov. 8)
- [Big Mexican, Canadian cities dominate Charlotte's trading partners: Brookings Institute](#) (*Charlotte Business Journal*, Nov. 8)
- [MetLife compiling data analytics team at new Cary hub](#) (*Triangle Business Journal*, Nov. 8)
- [Google-backed UberConference opens Raleigh office](#) (*Triangle Business Journal*, Nov. 7)
- [Cheerwine expanding into the Pacific Northwest](#) (*Winston-Salem Journal*, Nov. 6)
- [NASDAQ bell rung from N.C. for first time in history](#) (*News 14 Carolina*, Nov. 6)
- [Foreign trade conference to be held](#) (*StarNews – Wilmington*, Nov. 5)
- [Event to discuss financing alternatives for small businesses](#) (*The Dispatch – Lexington*, Nov. 5)
- [Pitch parties target female owners](#) (*The News & Observer – Raleigh*, Nov. 4)
- [Ryan McDaniels: Lake Norman EDC needs buildings to grow](#) (*Charlotte Business Journal*, Nov. 4)
- [Pender OKs incentives for seafood-processing company](#) (*StarNews – Wilmington*, Nov. 4)
- [Listening Tour Brings N.C. Secretary of Commerce to Campus](#) (UNC-Asheville press release, Oct. 31)



REACH NC Executive Director Dr. Sharlini Sankaran (second from right) consults with Dr. Chris Barker of the UNC Chapel Hill Clinical and Translational Sciences Institute at the UNC High Throughput gene sequencing facility.

REACH NC Wins University Economic Development Association Award

The University Economic Development Association announced its 2013 Awards of Excellence winners during its Annual Summit held Oct. 29 in Pittsburgh, Pa. The Awards of Excellence Program recognizes UEDA members who are transforming their campuses into engines of economic prosperity through leading edge initiatives in five categories: 1) Community Connected Campus: initiatives that promote the physical development of quality connected campuses and their surrounding communities; 2) Research and Analysis: initiatives that enhance the capacity of colleges and universities to provide new forms of research and tools for community, economic and workforce development practitioners; 3) Leadership and Collaboration: initiatives that support the development of collaborative economic development strategies and the leaders required to implement them; 4) Innovation and Entrepreneurship: initiatives designed to support startups, high-growth companies and clusters within a region; and 5) Talent Development: initiatives that promote the development of 21st-century skills.

REACH NC of Chapel Hill was the Leadership and Collaboration Award Winner. REACH NC is a publicly accessible and searchable web-based portal that uses advanced technologies to enable quicker and easier location of the state's faculty experts. The uniqueness of REACH NC lies in the partnership of public and private universities and research institutes to make the portal, and REACH NC brand and mission a truly statewide effort. New features under development will allow users to search for core laboratories, equipment, and other assets. Unlike other similar portals, REACH NC includes experts not only from the biomedical sciences but from a broad range of disciplines including social science, education, and business. The initiative was launched by UNC-Chapel Hill and N.C. State University with support from UNC General Administration, and has since been expanded to include 13 other North Carolina public universities, Duke, and RTI International. REACH NC now contains over 8,300 expert profiles representing these 17 institutions.

REACH NC aims to act as a 'one stop portal' to enable quicker and more effective location of experts for collaborative opportunities for internal and external partners. Private companies, economic development agencies, and university

faculty and staff have utilized REACH NC to find partners for collaboration on research projects and proposals, obtain technical assistance or consulting, showcase statewide expertise for economic development, and find speakers, reviewers, and mentors. [Read more.](#)

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