

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



Governor Cooper and Veronica McRae, plant manager at Corning's Midland facility speak at Monday's announcement event at the state capitol.

Governor Cooper Announces 410-Job Expansion by Corning in Two North Carolina Locations

Corning Incorporated and its subsidiary, Corning Optical Communications, will invest \$176 million in facilities in Catawba and Cabarrus counties, creating 410 jobs over the next two years, **Governor Roy Cooper** announced yesterday (February 20).

The company will invest \$67 million in a new optical cable manufacturing facility in Newton and \$109 million to expand its existing optical fiber manufacturing facility in Midland.

"Corning is a global leader with a longstanding commitment to North Carolina," said **Governor Cooper**. "Companies that continue to innovate and invest in research and development are the kinds of high-tech job creators we want working with North Carolina."

Corning Optical Communications (COC) is a worldwide provider of fiber optic communication solutions for voice, data and video networks. Its 165-year-old parent company, Corning Incorporated [NYSE: GLW], has applied its expertise in precision glass, ceramics and optical physics to develop products like low-loss optical fiber, which drove a global communications revolution. As a \$3 billion segment of Corning



Gov. Cooper (right) thanks Clearwater Paper's James Jordan (left) and Pat Burke for the company's decision to expand in Shelby.

Clearwater Paper Selects Cleveland County for 180-job Expansion

Governor Roy Cooper announced February 8 that Clearwater Paper Corporation will launch a major expansion at its facility in Cleveland County, creating 180 jobs over the next two years. The company will invest \$330 million at its production and distribution operations in Shelby.

"Companies like Clearwater Paper know that North Carolina is a wonderful place to do business thanks to our skilled workforce, strong infrastructure and prime location," said **Governor Cooper**. "We want companies looking to expand to come to North Carolina because there's no better place to invest and grow."

Clearwater Paper is the largest provider of private-brand tissue to the U.S. retail market. Headquartered in Spokane, Wash., the publicly-traded company [NYSE: CLW] was created in 2008 through a spinoff from a predecessor company. Clearwater Paper has manufacturing facilities in 13 states. Its facility in Shelby opened in 2012 and currently employs 264.

"North Carolina has the location, the cost structure, the workforce and the infrastructure that make it a smart choice for companies like Clearwater Paper," 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.

Incorporated, COC employs more than 3,000 people across five facilities in North Carolina, including two of the world's largest fiber manufacturing facilities in Midland and Wilmington and two of the world's largest fiber cabling facilities in Winston-Salem and Hickory.

"Corning is in its 46th year of delivering high-performance fiber optic solutions to global network operators," said **Clark S. Kinlin, executive vice president, Corning Optical Communications**. "This long history in North Carolina - and today's announced expansions - would not be possible without the ongoing support of local, county and state government entities. This decision is a win/win for Catawba and Cabarrus Counties, and for our highly skilled, diverse and dedicated employees who work and live there."

"North Carolina is fortunate to have the skilled workforce, location, infrastructure and healthy business climate that a Fortune 500 company like Corning needs to be successful," said **North Carolina Commerce Secretary Anthony M. Copeland**.

Corning's expansion in Catawba and Cabarrus counties will be facilitated, in part, by Job Development Investment Grants (JDIG) approved by the state's Economic Investment Committee. Under the terms of the JDIGs, the company is eligible to receive up to \$2,613,600 in total reimbursements for the Catawba County project and up to \$2,124,000 for the Cabarrus County project. Both grants are structured for reimbursements to be made over 12 years, providing the company meets its performance targets for jobs and investment.

Corning's expansion in these two counties could also provide as much as \$998,400 in new funds for the state's Utility Account, a fund that assists more economically distressed locations to build the infrastructure necessary to attract economic development projects.

Partnering with [North Carolina Commerce](#) and the [Economic Development Partnership of N.C.](#) on this project were the [North Carolina General Assembly](#), the [N.C. Department of Transportation](#), the [North Carolina Community College System](#), [Catawba County](#), the [City of Newton](#), [Cabarrus County](#), [Catawba County Economic Development Corporation](#), [Cabarrus Economic Development Corporation](#), and [Duke Energy](#)

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\$6.6 Million To Support Rural Communities Approved

The North Carolina Rural Infrastructure Authority (RIA) approved 27 grant requests totaling \$6,590,235 at its regularly scheduled meeting February 16. The requests include commitments to create a total of 278 new jobs. Another 352 new jobs are associated with these grants but were previously announced in conjunction with other state grants.

"Companies bring jobs to local communities, but to attract these jobs in the first place communities must have modern infrastructure in place," said **N.C. Secretary of Commerce Anthony M. Copeland**. "These grants will help counties and towns meet the needs of business by upgrading water and sewer systems, buildings, and industrial access points all across the state."

The Authority's work is supported by a team of rural economic

Clearwater Paper will hire operators, distribution staff, maintenance personnel and other workers. Salaries will vary by position, but the annual compensation of the company's 180 new jobs will average \$40,791. Cleveland County's overall average wage is currently \$36,576 per year.

"From 2010 to today, our experience operating in Shelby, North Carolina, has been exceptional and we continue to enjoy the region's outstanding transportation infrastructure, business-friendly community, and overall quality of life," said **Linda Massman, president and CEO of Clearwater Paper**. "For those same reasons and a competitive incentive program from the City of Shelby, Cleveland County and the State of North Carolina, we are pleased to announce the company's newest state-of-the-art tissue machine will be built in Shelby. And special thanks to the citizens of Cleveland County and the State of North Carolina for making our decision clear."

Clearwater Paper's expansion in Cleveland County will be facilitated, in part, by a Job Development Investment Grant (JDIG) approved by the state's Economic Investment Committee. Under the terms of the JDIG, the company is eligible to receive up to \$2,635,200 in total reimbursements.

Clearwater Paper's expansion could also provide as much as \$292,800 in new funds for the Utility Account, under a formula tied to JDIG grants awarded in Tier 2 counties.

"Today's announcement is welcome news for Cleveland County and North Carolina," said **House Speaker Tim Moore**. "Clearwater Paper has been an exemplary employer and member of our business community since it opened its doors here in 2010."

Partnering with [North Carolina Commerce](#) and the [Economic Development Partnership of N.C.](#) on this project were the [North Carolina General Assembly](#), the [N.C. Department of Transportation](#), the [North Carolina Community College System](#), the [Golden Leaf Foundation](#), the [North Carolina Railroad](#), [CSX Corporation](#), [Cleveland County](#), the [City of Shelby](#), [Duke Energy](#), and the [Cleveland County Economic Development Partnership](#).

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specialists at the North Carolina Department of Commerce. Authority members review and approve funding requests from local communities, using a variety of specialized grant and loan programs. These programs are offered and managed by N.C. Commerce's Rural Economic Development Division, overseen by Secretary Copeland. Grants support infrastructure development, building demolition, renovation and expansion, and site improvements.

In the latest round of grants, the RIA approved grants from the state's Industrial Development Fund - Utility Account program in Polk County and in the City of Trinity in Randolph County.

The RIA approved four requests under the state's Economic Infrastructure program in Halifax and Henderson counties, and in the towns of Rutherfordton and Warrenton.

Grants under the state's federally-funded Community Development Block Grant (CDBG) - Economic Development program were made to the towns and cities of Elkin, Louisburg, Liberty, West Jefferson and Washington, as well as Scotland County.

Under the state's Building Reuse program, the RIA made 15 grants in locations statewide.

In addition to reviewing and approving funding requests, the N.C. Rural Infrastructure Authority formulates policies and priorities for grant and loan programs administered by N.C. Commerce's Rural Economic Development team. Its 15 voting members are appointed by the Governor, Speaker of the House and Senate President Pro Tem. The North Carolina Secretary of Commerce serves as a non-voting member of the Authority.

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



North Carolina's Leadership at Stake as the 'Data Economy' Rises

Closer collaboration, proactive branding, and a greater focus on data science education and talent development will propel North Carolina to the top of the emerging data economy,

Governor Cooper announces 71 new jobs with Carolina Structural Systems in Montgomery County

Carolina Structural Systems will open a manufacturing plant in Montgomery County that will employ 71 workers, **Governor Roy Cooper** announced February 9. The maker of wooden building trusses will invest \$1.3 million at a location in Star over the next three years.

"These good-paying jobs will put more money in the pockets of North Carolina workers and their families," said **Governor Cooper**. "Montgomery County's central location and strong manufacturing workforce will help Carolina Structural Systems serve custom homebuilders throughout North Carolina and beyond."

The company's Montgomery County operations will employ designers, builders and management. Compensation will vary by position, but annual wages for the new positions will average \$45,647. Montgomery County's average yearly wage is \$33,388.

N.C. Commerce and the Economic Development Partnership of N.C. collaborated to recruit the company. "Carolina Structural Systems brings experience and quality to North Carolina's building products industry," said **Commerce Secretary Tony Copeland**. "Its arrival in Montgomery County creates a range of job opportunities in a community well known for its forestry and woodworking."

Founded in 2016, Carolina Structural Systems designs, manufactures and sells customized wood-based building materials to the residential and light-commercial construction markets. The company's Montgomery County location provides ample access to suppliers as well as convenience to growing residential markets across the Carolinas.

"Workers make the difference in our business and a big reason we chose North Carolina is the availability of a skilled and productive workforce," said **Carolina Structural Systems President Ricky Dyson**. "Our team is excited to become an active partner in the Montgomery County community."

Carolina Structural Systems' expansion in North Carolina was made possible in part by a performance-based grant of up to \$200,000 from the One North Carolina Fund.

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 [N.C. Small Business and Technology Development Center \(SBTDC\)](#), [Duke Energy](#),

according to a new report published February 9 by the North Carolina Board of Science, Technology & Innovation (BSTI). Leadership in the data economy is becoming increasingly critical as more and more economic value is based on the ability to successfully collect and manipulate data for insight and profit.

The new report, *N.C. in the Next Tech Tsunami: Navigating the Data Economy*, identifies North Carolina's many assets and advantages, but also contains findings that raise concern. For example, despite the state's high ranking in important technology sectors, the report reveals that data professionals rank the state about 12th in the country for data economy leadership.

"The data economy can generate new, high-paying jobs in all industries, in all jobs, and in all areas of the state," said **Tony Copeland, North Carolina's Secretary of Commerce**. "We must ensure we have the educational and economic ecosystems in place to support these new jobs because diverse industries like manufacturing, agriculture, and healthcare all will require more sophisticated data skills from their employees."

The transformative power of the new data tools and techniques have led observers at the World Economic Forum to declare this new economic environment the 'fourth industrial revolution.' Data science is not just for technology companies either, according to the report. North Carolina companies as varied as R. J. Reynolds Tobacco, Norfolk Southern Railroad, and General Electric use data for insights into customers, products, and operations.

The report describes the state's tremendous educational data assets at the community college, undergraduate and graduate university levels. Many global companies providing tools for the data economy like SAS, IBM, Inmar, and Red Hat reside in North Carolina. Other leading companies in the state's key life sciences sector like Quintiles and Biogen, and in the critical financial sector like Bank of America and Fidelity Investments, rely on data to compete.

The report offers recommendations that include elevating the data economy to the top of state economic development priorities, increasing the number of data startup companies, creating a pipeline of data science literacy, branding the state as the "Open Data" state, and increasing the amount of data science research

"Although North Carolina has tremendous data assets, we need to focus our efforts on connecting and branding them," says **Scott Doron, project leader and Associate Director of the Office of Science, Technology, & Innovation**, a division of the North Carolina Department of Commerce.

To create the report, BSTI partnered with the National Consortium for Data Science - a public/private collaboration housed at the UNC Chapel Hill Renaissance Computing Institute.

The initiative's next step is the formation of a public/private working group to implement the recommendations. For more information contact N.C. Commerce's Scott Doron at scott.doron@nccommerce.com.

[Download the full report.](#)

[Montgomery County Public Utilities.](#) and [Montgomery County.](#)

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North Carolina Announces Three New Film and Entertainment Grants

North Carolina announced three new productions are the latest to receive state Film and Entertainment Grants. News of the awards was released February 16.

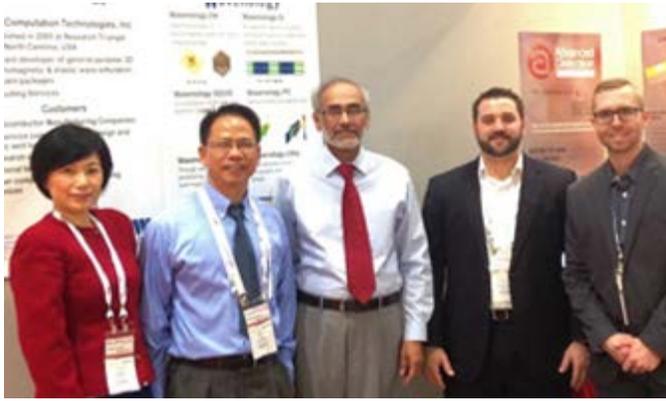
"Our state's film professionals have an opportunity for work once again," said **N.C. Commerce Secretary Tony Copeland**. "I look forward to catching a glimpse of their talent as well as some familiar North Carolina scenery on the big and small screen."

The second season of the TNT series *Good Behavior*, the independent feature film *American Animals*, and a national commercial for Audi will all be filming in North Carolina. Combined, the three projects are expected to generate a direct in-state spend of approximately \$46.2 million. The productions will create more than 2,725 job opportunities in the state, including 208 well-paying crew positions.

Good Behavior returns to North Carolina for filming of its second season and stars Michelle Dockery ("Downton Abbey"). Production will once again take place in the greater Wilmington area and the project has an eligible grant amount of \$9 million.

American Animals is a feature film about a multi-million-dollar book heist. Production will take place in the greater Charlotte area. The eligible grant amount is up to \$1.7 million. The national television spot for Audi also filmed in the Charlotte area. The eligible grant amount for the commercial production is up to \$162,500.

The North Carolina Film and Entertainment Grant provides financial assistance to attract productions that will stimulate economic activity and create jobs in the state.



(Left-right) Pictured in North Carolina's trade show exhibit in Dubai are Lisa Li and Qing Liu of Wave Computation Technologies; Kuldip Wasson of EDPNC's International Trade Division; and Michael DonDiego and Mike Witt of Advanced Detection Technology.

N.C. Companies Showcase Security Products in the Middle East

Intersec 2017, the world's largest security trade show and exhibition was held last month at the Dubai International Conference and Exhibition Center in the United Arab Emirates. The international trade team at the Economic Development Partnership of North Carolina helped several North Carolina companies showcase their products at the event.

The event, now in its 19th year, features the latest equipment and advanced technological solutions in the global security sector. This year, Intersec attracted 1,304 exhibitors and 33,500 visitors from 128 countries. The state's exhibit was located in the U.S. pavilion, and the North Carolina companies included Advanced Detection Technology of Mooresville, Wave Computation Technologies of Durham, Global Product Solutions of Charlotte, Tyco Electronics of Greensboro, Scott Safety of Monroe, and Boon Edam of Lillington. EDPNC's Global Operations Director Kuldip Wasson helped facilitate North Carolina exports and assisted N.C. companies as they explored new markets and opportunities for trade.



For more information on how the state's export team can assist companies in your area generate new revenue from international markets, visit edpnc.com. A [list of upcoming trade events](#) is also available online.

Companies receive no money up front and must meet direct in-state spending requirements to qualify for grant funds.

[Read more.](#)

N.C. in the News

- [Daimler plant manager optimistic about future](#) (*Salisbury Post* - February 17)
- [City Officials To Hear Rail Realignment Update](#) (*WilmingtonBiz* - February 17)
- [Goodson named EDC vice president](#) (*The Dispatch* - Davidson County - February 17)
- [Wake commissioners to weigh targeted incentives for businesses](#) (*Triangle Business Journal* - February 16)
- [Triangle chefs dominate 2017 list of James Beard Award semifinalists](#) (*Wilmington Star-News* - February 15)
- [Shifting currents for proposed wind farms off N.C. coast](#) (*Wilmington Star-News* - February 13)
- [Amazon wind farm developer: We plan to invest in more N.C. renewables projects](#) (*Triad Business Journal* - February 10)

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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