

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



{L-R} Chad Price, CEO and Co-Founder of Mako Medical; Governor Cooper; Mako's company mascot; and Josh Arant, COO and Co-Founder of Mako Medical.

Gov. Cooper Announces 153 New Jobs as Mako Medical Selects Vance County

Mako Medical Laboratories, a fast-growing developer and provider of diagnostic lab tests, will create 153 jobs over five years in Vance County. **Governor Roy Cooper** traveled to Henderson today (November 28) to lead a ceremony announcing the news. The company will invest \$15.395 million to build a new testing facility with warehousing space in Henderson.

"Life science companies find the ingredients for success here in North Carolina thanks to our skilled workforce and our strong business climate," said **Governor Cooper**. "Biotech is thriving across our state, and I'm proud to welcome Mako Medical to Vance County."

Mako Medical Laboratories, headquartered in Raleigh, serves medical and health care facilities across the United States. The company has won awards for innovation and as a best place to work, and recently set a record as the only company ever to be ranked #1 two years in a row by the Triangle Business Journal as the region's fastest-growing company. The new facility in Henderson will serve as the company's main distribution point for all consumables and supplies needed in 10 other states.

Mako Medical Laboratories currently employs 169 people in North Carolina and hundreds more around the country. The company is known for hiring military veterans for many of its positions. It's also known for its community service and support



Fresenius Kabi's current facility in Wilson, N.C.

German Pharmaceutical Manufacturer to Add 445 Jobs in Wilson Co. Expansion

Fresenius Kabi, a global health care company that specializes in medicines and technologies for infusion, transfusion and clinical nutrition, will expand its manufacturing operations in Wilson County. The expansion project will bring more than \$100 million in investment and 445 new jobs to Wilson, where the company currently employs more than 100 people.

Governor Roy Cooper made the announcement November 21.

"I'm proud that North Carolina is home to so many strong life sciences companies that make life-saving medicines," said **Governor Cooper**. "This expansion is welcome news for Eastern North Carolina and our entire state and shows once again that manufacturing thrives in North Carolina today."

Fresenius Kabi's plans in North Carolina include expansion of its current pharmaceutical production facility in Wilson and the construction of a new manufacturing facility, also in Wilson. Both sites will be dedicated to manufacturing products used in hospitals and clinics throughout the United States and Canada. Fresenius Kabi has owned its Wilson site, which specializes in the production of ready-to-administer syringes, since January 2016.

"Our strategy is to produce in the U.S. and to invest in products and operations that meet important customer needs while helping make health care more accessible for

of charitable work locally and around the world.

"Nimble, fast-growing companies like Mako Medical Laboratories are the perfect match for our state," said **North Carolina Commerce Secretary Anthony M. Copeland**. "From our friendly business climate to a workforce that's experienced with life science manufacturing and procedures, North Carolina offers many advantages for companies in this industry."

Mako Medical Laboratories will add a variety of job functions with this expansion, including scientists, chemists, lab technicians and logistics personnel. Although salaries will vary by position, the average wage across all positions will be \$51,987, higher than the current Vance County average wage of \$32,768.

"Mako's goal is to make an impact in the communities we work in. We are honored to continue our expansion here in North Carolina," said **Josh Arant, Co-founder and Chief Operating Officer of Mako Medical Laboratories**.

Mako Medical's expansion in Vance County will be facilitated, in part, by a Job Development Investment Grant (JDIG) approved by the state's Economic Investment Committee earlier today. The JDIG agreement authorizes the potential reimbursement to the company of up to \$3.16 million, spread over 12 years.

"This location and facility will allow Mako to compete with global life science companies and be strategically positioned to roll out new cost-effective products and services," said **Chad Price, Founder and Chief Executive Officer of Mako Medical Laboratories**. "Our team would like to thank all of those involved in this process. The professionalism, speed, and ease of this site selection has made North Carolina the easiest state to do business in."

Partnering with [N.C. Commerce](#) and the [EDPNC](#) on this project were the [North Carolina General Assembly](#), the [North Carolina Community College System](#), the [City of Henderson](#), [Vance County](#), the [Salvation Army of Henderson](#), and the [Henderson-Vance County Economic Development Commission](#).

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Governor Cooper Challenges Workforce Leaders to Increase Work-Based Learning Opportunities

Governor Roy Cooper has challenged business and workforce development leaders to increase the number of work-based learning opportunities across the state, part of a broader initiative to help North Carolinians become more job-ready. Governor Cooper offered the challenge November 15 at a meeting of the NCWorks Commission, along with a call for the commissioners to provide him firm recommendations at the Commission's next meeting for further action to advance the state's workforce development agenda.

"I want North Carolinians to be better educated, healthier and have more money in their pockets," said **Governor Cooper**. "The linchpin to achieving that goal is to help people get good-paying jobs to support themselves and their families. Making North Carolina job-ready means getting people the skills they need for better-paying jobs and then connecting businesses to those workers. An educated, well-trained workforce will help grow North Carolina companies, attract new businesses and ensure we can adapt to a changing economy."

patients. We're pleased to continue this approach at our site in North Carolina," said **Steven R. Nowicki, senior vice president, global operations for Fresenius Kabi North America**.

Fresenius Kabi will add a variety of job functions with this expansion, including production specialists, engineers, scientists and managers.

Fresenius Kabi's expansion in Wilson County will be facilitated, in part, by a Job Development Investment Grant (JDIG). Under the terms of the grant, the company agrees to create 445 jobs over five years. Using a formula that takes into account the new tax revenues generated by the new jobs, the JDIG agreement then authorizes the potential reimbursement to the company of up to \$7.2 million, spread over 12 years.

Over the course of the 12-year term of this grant, the project will grow the state's economy by an estimated \$853 million. Because Fresenius Kabi chose to locate in Wilson County, classified by the state's economic tier system as Tier 2, the company's JDIG agreement also calls for moving as much as \$803,300 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 the [North Carolina Department of Commerce](#) and the [Economic Development Partnership of N.C.](#) were the [North Carolina General Assembly](#), the [North Carolina Community College System](#), the [N.C. Biotechnology Center](#), the [City of Wilson](#), [Wilson County](#), and the [Wilson Economic Development Council](#).

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Industrial Gas Company Will Invest \$47 Million to Open New Facility in Alamance County

Airgas USA will open a new facility in Alamance County that is expected to create 35 jobs over five years, **Governor Roy Cooper** announced November 21. The supplier of industrial, medical and specialty gases will invest approximately \$47 million to open an air separation facility in Mebane capable of producing liquid oxygen, nitrogen and argon.

"These good-paying jobs are coming to Alamance County because we have the talent and the resources needed to succeed,"

Cooper and the Commission highlighted work-based learning approaches, such as apprenticeships and job-shadowing, that have consistently proven successful at helping students learn technical skills as well as important soft skills that modern workplaces require, all while giving students the hands-on experience that employers value.

Governor Cooper stressed the importance of engaging business leaders, and making sure workforce development efforts are employer-led.

"We have great examples of employer leaders stepping up to create partnerships and collaborate on training academies," said **Governor Cooper**. "Let's hold them up as a model for other businesses, and then replicate their success across the state."

Governor Cooper also updated commissioners on new upgrades being implemented to the state's data infrastructure in order to map employer needs to the state's talent supply. The Labor Economics and Analysis Division (LEAD) at the Department of Commerce is building a dashboard tool to help visualize the state's educational pipeline in relation to demand for particular occupational areas. Visualization tools such as the new dashboard can guide jobseekers towards the skill areas most in demand in a changing marketplace.

North Carolina's workforce development system, operating under the banner NCWorks, provides services to both jobseekers and business leaders looking for workers. North Carolina operates 81 NCWorks Career Centers across the state. Utilizing personnel and programs provided by the North Carolina Community College System, the Workforce Solutions Division of the North Carolina Department of Commerce, 23 regionally focused workforce development boards and local community workforce groups, NCWorks provides a seamless, one-stop entry point for workers or businesses to get the help they need.

Following the Governor's remarks, the NCWorks Commission approved and endorsed four new regional plans to help people prepare and train for work. Known as NCWorks Certified Career Pathways, the education and training plans help job seekers enter particular industries.

The newly approved pathways include:

- Health Care (Southwest Collaborative)- approved for Mecklenburg, Gaston, Anson, Cabarrus, Iredell, Lincoln, Rowan, Stanly, and Union counties.
- Advanced Manufacturing (Eastern Carolina) - approved for Carteret, Craven, Duplin, Greene, Jones, Lenoir, Onslow, Pamlico, and Wayne counties.
- Advanced Manufacturing (Western Piedmont) - for Caldwell, Alexander, Burke, and Catawba counties.
- Transportation & Logistics (Triadworks) - approved for Alamance, Moore, Orange, Randolph, Montgomery, Guilford, Davidson, Surry, Stokes, Rockingham, Caswell, Yadkin, Forsyth, and Davie counties.

Since 2016, the NCWorks Commission has approved a total of 18 Certified Career Pathways.

said **Governor Cooper**. "New jobs and investment help us make North Carolina a place where people can become happier, healthier and have more money in their pockets."

Airgas is the nation's leading supplier of gases, welding equipment and supplies, and safety products. With more than one million customers, Airgas provides customers with industrial, medical and specialty gases, welding equipment and supplies, safety products, atmospheric gases, carbon dioxide, dry ice, nitrous oxide, ammonia and process chemicals. Airgas is headquartered in Radnor, Pennsylvania.

"This new facility from Airgas will bring significant capital investment of up to \$47 million in Alamance County," said **North Carolina Commerce Secretary Anthony M. Copeland**. "Airgas produces a broad array of products, and proximity to this facility could help attract other companies looking at Alamance County and surrounding areas."

"Airgas continues to expand its gas production and distribution capabilities throughout the U.S. and looks forward to meeting the growing needs of gas customers in the thriving North Carolina market," said **Pascal Vinet, Chief Executive Officer of Airgas and Air Liquide Executive Committee Vice President**. "We look forward to working closely with the Mebane community and the state of North Carolina to bring new opportunities and growth for many years to come."

A performance-based grant of \$100,000 from the One North Carolina Fund will help facilitate Airgas's new facility in Alamance 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 [City of Mebane](#), [Alamance County](#), the [Alamance County Area Chamber of Commerce](#), the [Alamance County Economic Development Foundation](#), and [Duke Energy](#).

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East Fork Pottery opens manufacturing, distribution and retail facility in Buncombe County

East Fork Pottery, a ceramics manufacturer founded in Madison County, is opening a manufacturing, distribution and retail facility in downtown Asheville. East Fork Pottery plans to create 26 jobs over two years and make \$794,000 in capital investments during the first year.

"After a year-long search for a new home, with the sales team working from coffee shops, photoshoots happening in two square feet of good light in the entrance of our store, and the workshop just busting at the seams, the whole team at East Fork is thrilled to soon be working together in the same building," said **Connie Matisse at East Fork Pottery**.

East Fork Pottery was founded in 2010 in Madison County by Alexander and Connie Matisse. The workshop is now home to potter-turned-CFO John Vigeland and a growing team of sales and production staff.

"East Fork Pottery combines entrepreneurial savvy, manufacturing know-how, and artisanal flare to produce a product beloved by customers across the country. They are a huge asset and welcome addition to the Venture Asheville community," said **Josh Dorfman, Director of Venture Asheville Programs for the Economic Development Coalition for Asheville and Buncombe County at the Asheville Area Chamber of Commerce**.

In addition to retail, manufacturing and distribution, East Fork will host food and beverage events, book signings, art openings and other community and cultural gatherings.



Defense Industry Conference to Support Suppliers

The North Carolina Defense Industry Diversification Initiative (NC DIDI) will host a town hall on December 5th to discuss solutions to the challenges being faced by businesses who contract or subcontract with the Department of Defense in the state of North Carolina.

The *NC DIDI Southeast Defense Contractors and Suppliers Town Hall* is one in a series of town halls aimed at gathering businesses and Department of Defense (DoD) suppliers together to share and learn about the experience of supplying the DoD and U.S. military.

"The voice of North Carolina's manufacturing and service providing contractors are the most important piece of this initiative," said **North Carolina Department of Military and Veterans Affairs Secretary Larry Hall**. "The opportunity to capture their thoughts on how this process could be streamlined is vital to fortifying the Department of Defense contracting supply chain in this state."

The event will take place at Fayetteville Technical Community College (FTCC), starting at 12:00 noon. More information is available online at ncdidi.com

N.C. in the News

- [North Carolina Heads The Best States For Business 2017](#) (*Forbes* - Nov. 28)
- [Forbes: North Carolina is the best state for business](#) (*Triad Business Journal* - Nov. 28)
- [State of Startups: NC Research Campus 'coming of age'](#) (*WRAL TechWire* - Nov. 21)
- [N.C. Ports Positioning Growth As A Cold Chain Gateway](#) (*WilmingtonBiz* - Nov. 15)
- [Fayetteville wants a new brand](#) (*Business North Carolina* - Nov. 3)
- [Golf Company Headquarters Planned For](#)

[Pinehurst No. 8](#) (The Pilot - Southern Pines - Nov. 1)

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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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