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Kira Peoples, Executive Editor

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NCEDA

North Carolina Economic
Developers Association, Inc.

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*If you have an idea or article of
interest for the newsletter, please
submit it via e-mail or fax, prior to
publication of
Developments.*

President's Message

by Ronnie Goswick

Greetings everyone.

I would like to start out by thanking Leslie Bevacqua Coman for addressing our members at the January networking luncheon. Leslie presented a very comprehensive report on the new challenges and opportunities associated with the changes to North Carolina's lobbying laws and ethics reform legislation. We had great turnout, and Leslie answered a handful of questions from the group.

We need to remain mindful of the new laws and legislation in our daily activities. For more specific information, please visit one of the following links:

New law (H 1843): www.ncga.state.nc.us (Enter "H 1843" in "Bill Look-Up")
Secretary of State: www.secretary.state.nc.us/lobbyists
State Ethics Commission: www.doa.state.nc.us/ethics

Coming up in March, we have our 2007 NCEDA Midwinter Conference at the Pinehurst Resort. Come and join us for our program: Infrastructure and Beyond. Our objective is to present to our members current information and trends in traditional infrastructure which are so important to economic development in any community - power, water, communication, and those that will be impacting the future of our industry. Below is a list of our panel speakers and moderators. We will also be hearing from Secretary Fain and getting an update on the impact of the U.S. Women's Open.

Tentative panel speakers

Jane Patterson: E-NC Authority
Billy Ray Hall: N.C. Rural Center
Jo Anne Sanford: PLLC & Blount Street Advisors, LLC
Leslie Boney: UNC General Administration
Kevin Johnson: Research Triangle Foundation of North Carolina
Norris Tolson: N.C. Biotechnology Center Board of Directors
Bill Dean: Piedmont Triad Research Park

Moderators

Oppie Jordan: Economic Development for Edgecombe County,
Carolinas Gateway Partnership
Jessie L. White, Jr. Ph.D.: Office of Economic & Business
Development, University of North Carolina

(cont'd. on page 2)

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Tony Copeland

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John Peterson

(cont'd. from page 1)

For more information regarding the conference agenda, please visit our Web site at www.nceda.org. Also, you will receive a conference brochure in the coming weeks.

We have an exciting spring in the works. We'll be sure to keep you updated on the legislative action taking place in our General Assembly. And we will continue to host our professional development activities in addition to the conferences.

Thanks for your continued support of NCEDA.

NCEDA CALENDAR of EVENTS

March 6, 2007

NCEDA Legislative Reception
N.C. Museum of Natural Sciences;
11 W. Jones Street, Raleigh, N.C.

March 15-16, 2007

NCEDA 2007 Midwinter Conference
Pinehurst Resort; Pinehurst, N.C.

June 20-22, 2007

NCEDA 2007 Annual Conference
Sheraton; Atlantic Beach, N.C.

IEDC Salary Survey Results Are In!

Thanks to all of you that participated in the IEDC Salary Survey!

The results have been tabulated and posted on the NCEDA Web site at www.NCEDA.org.

Please visit the site to download the results.



2007 NCEDA Legislative Reception: Call for Sponsors

On **Tuesday, March 6**, NCEDA will host the 2007 Legislative Reception, one of the state's premier Legislative events each session. In keeping with our goal of remaining a high-profile leading state organization, NCEDA is, again making available sponsorships for this important event.

Our Legislative Reception is always well received by the members of the N.C. General Assembly. Last year, more than 100 legislators joined us for this event of networking and relationship building!

Your sponsorship will enable us to offer a stellar event at a reasonable cost. For a complete listing of sponsor benefits, please see the list below.

NCEDA 2007 Legislative Reception Sponsor

Cost: \$1,500

Benefits:

Sponsor Boards - We will create signage with your company that will be displayed during the reception

Table Tents – Table tents with your company logo will be placed throughout the reception.

Complimentary invitations – Each sponsor will receive two complimentary invitations to the reception. Attendee nametags will be recognized as sponsors.

Please contact Cameron Sheffield (csheffield@capstrat.com) or Kira Peoples (kpeoples@capstrat.com) at the NCEDA offices if you are interested in sponsoring our 2007 Legislative Reception.



Meet Your Board

This month we feature Board member Jimmy Smith with the Four County Electric Membership Corporation.

Jimmy Smith is the Director of Economic and Community Development for the Four County Electric Membership Corporation.

Serving Bladen, Duplin, Sampson, Pender and east Columbus counties, Smith works with new and expanded economic development. He also performs legislative lobbying and government relations.

For over 28 years, Smith has worked in public administration, management, and public relations. He has worked for the Pender County Office of Tax Supervisor, the United Parcel Service, and the Pender County Planning Department.

Smith serves as a board member for the Southeastern North Carolina Regional Economic Development Commission. As board member, he represents an eleven county economic development region serving as the Chairman of the Technology Committee. He also serves on the Wilmington Committee of 100, Pender Economic Development Alliance, and Wallace 100 Committee.

Smith's interest in economic growth and development began while at East Carolina University where he majored in Geography and minored in Urban and Regional Planning. With a Graduate degree in Geography from East Carolina University as well, he continued his educational credentials at the University of North Carolina at Chapel Hill and the University of North Carolina at Wilmington focusing on industrial development and coastal management.

Meet Your Patron Sponsors

This month we feature Patron Sponsor ECS Carolinas, LLP.

ECS Carolinas, LLP is a premiere provider of environmental and geotechnical engineering as well as construction observation, testing and industrial compliance services across North and South Carolina. Our five branch offices and 18 years of service enable us to deliver responsiveness, accomplishment and growth to both the private and public sectors.

That's why we rank as the second largest engineering firm in the markets that we serve. That's why we consult on more than 5,000 projects on a yearly basis. And that's why we're the partner of choice for many of the area's top consulting and A/E firms as well as owners and contractors.

At a Glance: ECS Carolinas, LLP

- * 250 employees
- * Five offices in major North and South Carolina markets
- * More than 100 engineering and scientific professionals
- * Five accredited material testing laboratories
 - AASHTO
 - ACIL
 - CCRL
 - ACI
 - NCDOT
 - SCDHPT
- * Numerous awards and recognitions

Reminder: 2006-2007 Scholarship Applications

2007 MidWinter Conference Remaining Sponsorship Opportunities:

Deadline Approaching!

Our association proudly sponsors three scholarships to support professional advancement in the economic development field: the Dan Stewart Scholarship to the Economic Development Course, the Jack Ervin Scholarship to the Economic Development Institute and the Governor James E. Holshouser Professional Development Scholarship to the Economic Development Institute.

- (1) **Dan Stewart EDC Scholarship** pays \$575 toward tuition to the one-week basic economic development course at UNC-Chapel Hill. The winner pays all travel costs.
- (2) **Jack Ervin EDI Scholarship** pays \$650/year for three years (a total value of \$1,950) toward three years of tuition to the Economic Development Institute (EDI). The winner pays all travel costs.
- (3) **Governor James E. Holshouser Professional Development Scholarship** pays for general funding support of the cost of attending EDI. The scholarship is in the amount of \$1,000/year for three years (a total value of \$3,000).

****TO BE CONSIDERED, APPLICATIONS
MUST BE RECEIVED AT NCEDA BY
FEBRUARY 9, 2007 AT 5 P.M. NO FAXES
WILL BE ACCEPTED, NO DEADLINE
EXTENSIONS WILL BE GRANTED****

This year's MidWinter Conference offers numerous sponsorship opportunities for your organization.

It is NCEDA's goal to acknowledge and thank our sponsors as much as possible throughout the conference. We look forward to another great conference, and we appreciate your participation.

The deadline to sign up to sponsor the MidWinter Conference is Monday, February 12, 2007.

Please contact Kira Peoples at kpeoples@capstrat.com or Debbie Lilly at dlilly@researchtriangle.org to express interest in a sponsorship.

Below are the sponsorships opportunities remaining:

Thursday Golf Tournament - \$500/each

Thursday Croquet Tournament - \$500/each

Friday Networking Break I (Exclusive) - \$1,000

Friday Networking Break II (Exclusive) - \$1,000

MidWinter Program Sponsors - \$500/each

Across the State

Government Contracting Opportunities

The University of North Carolina at Pembroke is sponsoring a North Carolina HUBZone and Federal Procurement Conference to be held on the UNC Pembroke Campus at the James B. Chavis University Center on March 5-6, 2007.

The primary purpose of this Conference is to bring together Federal procurement and small business officials with North Carolina small businesses to educate all on the goals, objectives and opportunities of participating in the nation's HUBZone program for small businesses. Business representatives will have the opportunity to hear strategies and information to better prepare themselves as HUBZone contractors and also to meet one-on-one with federal and state agencies that are in need of business contractors.

Workshops, exhibits and one-on-one sessions between Federal, State, local government officials have been planned. We anticipate attendance from over 300 small business owners from across the State of North Carolina. Workshops include: HUBZone 101 Basics, How to Sell to the Government, SBA HUBZone Contracting Opportunities, NC Military Business Center's MatchForce, Internet Tools to Locate Contract Opportunities and How to Complete the HUBZone Application. Door prizes will be given away.

Invited agencies and organizations include the US Departments of Agriculture, Housing and Urban Development, Transportation, Treasury, Veterans Affairs, General Services Administration, NC USDA and NCDOT. Local agencies include the Small Business and Technology Development Center (SBTDC), Procurement and Technical Assistance Center (PTAC), NC Military Business Center, NC Indian Economic Development Initiative, Lumbee Tribe of NC, Small Business Administration and others.

For Conference Brochure and Registration information visit www.uncp.edu/rc/hz/ or contact Sylvia Pate at 910/775-4000 or email at sylvia.pate@uncp.edu.

ACEC/NC Seminar and Dinner Meeting: Engineering and Economic Development: How the Professions Work Together for a Better North Carolina Greensboro Marriott Downtown February 22, 2007

Register today to attend this sure-to-sell-out joint training and networking opportunity between ACEC/NC and the North Carolina Economic Developers Association (NCEDA).

The day's training, titled "Engineering and Economic Development: How the Professions Work Together for a Better North Carolina," will consist of three presentations.

The first two presentations will focus on two unique community-enhancement projects, "The Heart of Triad" project and the "Winston-Salem Street Car" project, respectively. Next, Robert E. Leak, Jr., President of Winston-Salem Business, Inc., will speak on "Economic Development Practices," addressing the general principles and practices of economic development in N.C., including and overview of the structure of the N.C. Department of Commerce as well as information on project financing mechanisms and opportunities, tax incentives, recruitment lessons learned, and how economic development impacts the citizens of N.C.

The events for the day will culminate with a reception and dinner meeting where our keynote speaker will be former Chairman of the State Board of Education and former President of North Carolina Citizens for Business and Industry (NCCBI), Phil Kirk, who is currently serving as Vice President for External Relations at Catawba College. His topic will be "*THE* Best Business Climate – What It Takes!"

Registrations are due February 15th. Please register online by following the link below.

http://www.acecnc.org/events/event_detail.php?c_recid=12

Job Openings

City of Asheville
Office of Economic Development
Administrative Assistant

Full time Administrative Assistant position available with the City of Asheville in the Office of Economic Development. Ideal candidate must possess superior customer service skills and be comfortable professionally interacting with the public; must have experience with budgets, payroll, time keeping, scheduling meetings, maintaining calendars, and reception; must have excellent oral and written communication skills; experience in office management a plus. Position also acts as recording secretary for several boards and commissions and must have accurate transcription and/or minute taking skills as well as knowledge of technical terminology and must be politically savvy. This is an excellent position for a seasoned Executive Assistant on recent college graduate. Minimum experience: Associates degree in secretarial sciences, business administration or a related field and 3 to 5 years of secretarial experience, and/or any equivalent combination of training and experience required to perform the essential position functions.

The starting hiring range for this position is \$14.22 - \$18.84 with an excellent benefits package. Interested, qualified applicants should submit an application and resume to City of Asheville, Human Resources Department, P. O. Box 7148, Asheville, NC 28802-7148, fax 828-259-5479, or e-mail apply@ashevillenc.gov. Applications are available at www.ashevillenc.gov. This position will remain open until February 9, 2007. EO/ADA/Drug-Free Workplace Employer.

Information:
City of Asheville
Human Resources
PO Box 7148
Asheville, NC 28802-7148
Attn: Patricia Ezzell

Albemarle EDC - Economic Developer

The Albemarle EDC, serving Elizabeth City, Pasquotank and Camden Counties, North Carolina is seeking an economic developer. Experience in economic development, marketing/sales, planning or combination of education/experience is required. A mastery of business needs and excellent communication skills are necessary. Knowledge of industrial recruitment techniques and the ability to work with existing businesses to facilitate expansion are preferred.

Position Open Until Filled. First Resume Review on February 15, 2007. info@DiscoverEC.com

AEDC
P. O. Box 70
Elizabeth City, NC 27907-0070

Public and Constituent Relations Specialist

North Carolina's Eastern Region (NCER) is one of seven economic development partnerships in the state of North Carolina. NCER is a public Commission established in 1993 by the North Carolina Legislature to lead the economic development efforts in a thirteen county region of eastern North Carolina. NCER seeks an individual to serve as the organization's Public and Constituent Relations Specialist. The position will report to the President/CEO with significant daily coordination and direction provided by the Vice President and by the Marketing, Research and Communications Manager. Annual salary is commensurate with experience, but is expected to be in the \$28,000 to \$35,000 range. Applicants should have a 4-year college degree in an appropriate field of study with at least 1 to 2 years of related experience, or a combination of education and experience. Applicants must be proficient with Microsoft Office programs. For a more complete description of job responsibilities, visit www.nceast.org and click on Staff Opportunities.

Please submit a letter of interest, resume, three references, and a writing sample to:

Public and Constituent Relations Specialist Position
North Carolina's Eastern Region
3802 Highway 58 North
Kinston, NC 28594

Review of candidates will begin on January 22, 2007. The position will remain open until filled.

North Carolina Economic Developers Association 2007 Legislative Agenda

The following is the NCEDA Legislative Agenda for the 2007 session, as approved by the NCEDA Board of Directors and Legislative Co-chairs. It includes input and feedback from the 2006-2007 NCEDA Membership Survey and the NCEDA Legislative Committee.

Summary

North Carolina's economic development policy needs to encourage economic prosperity and job creation among all of North Carolina's 100 counties.

In today's global community, business retention and recruitment requires the options of incentives and competitive corporate tax rates to attract new businesses and retain current industries. Nearly every state and major country uses these tools and continually adapts them to remain competitive. North Carolina must continue to do the same. Our state must recognize the immense competition that exists for bringing in and retaining businesses, and thus continue to support these policies.

The North Carolina Economic Developers Association is committed to economic incentive policies, workforce training and infrastructure and the value they bring to our state when competing for jobs.

Article 3J Credits (formerly William S. Lee Act)

NCEDA strongly supports continuation of credits for growing businesses. Tax credits for investment and job creation are one of the primary economic development tools to support new and existing business and industry growth.

Job Development Investment Grant Program

NCEDA supports a continuation of the Job Development Investment Grant Program (JDIG), making JDIG a permanent economic development tool, enabling the committee to award grants to existing and new industries that agree to locate major projects in North Carolina. JDIG has been one of North Carolina's best tools for high impact projects.

One North Carolina Fund

The North Carolina General Assembly has placed up to \$20 million in the One North Carolina Fund for use as an economic development tool for recruitment across rural and urban North Carolina. In order for North Carolina to remain competitive on the national and global marketplace, NCEDA recommends that a fund balance of at least \$20 million will always be available for industry recruitment and retention. NCEDA also supports a dedicated source of funding for the One North Carolina Fund.

Clarification of Industrial Machinery from Building Inspection (UL)

NCEDA supports legislation that industrial machinery, which is not affixed to or a part of a building or structure, is not subject to a building inspection. Requiring this type of regulatory effort is unique among North Carolina's competitor states. It places North Carolina at a competitive disadvantage and has resulted in the loss of prospects for our state.

\$1 Billion Water and Sewer Bond Referendum

NCEDA strongly supports the \$1 billion water and sewer and bond referendum. NCEDA signed the 2006 Clean Water Bond Resolution in June 2006. NCEDA calls upon the General Assembly to address the state's long-term water infrastructure needs.

North Carolina Community College System

In recognizing the integral role community colleges play in North Carolina's economic development, NCEDA supports full funding to enhance community colleges' economic and workforce development programs, including funding for equipment needs. NCEDA also supports the focused industry training and new and expanding industry training programs.

University of North Carolina System

NCEDA supports efforts across the UNC System to stimulate economic development through basic and applied research, technology transfer and commercialization, outreach and engagement, and targeted recruitment and retention efforts. NCEDA encourages the General Assembly to provide funding for major system and campus research and economic development initiatives that respond to identified statewide economic development needs, including implementation of the UNC Economic Development Portal.

Recommendations on a Rural Economic Development Strategy

Pending recommendations from the Rural Economic Development Task Force.

Recommendations on High Growth Start Ups and Small Business Growth

Pending recommendations from the Entrepreneurship Summit.

Corporate Income Tax

NCEDA supports improving the business climate by phasing in a reduction of the corporate income tax rate and a reduction in the highest marginal personal income tax rate to make us more competitive to our neighboring states in the Southeast.

Increased Funding for the North Carolina Department of Commerce and Seven Regional Partnerships

NCEDA supports the increase of General Assembly funding for the North Carolina Department of Commerce and the seven regional partnerships. Continued state support is critical to North Carolina's short and long-term competitiveness. NCEDA will advocate coordination of marketing efforts by North Carolina's economic development organizations (Commerce and Partnerships) and find new sources of funding for marketing the entire state.

Support for our Military

NCEDA recognizes the military's \$18 billion impact on our state and strongly encourages the General Assembly to implement policies that protect our military bases from closure and promote opportunities for business and industry to benefit from military contracting.

Study Next Steps for Improved Water and Sewer Service, Including Regional Approaches

NCEDA encourages the General Assembly to support increased funding for improvements to water and sewer systems across the state to keep the state competitive for economic development. Members of the General Assembly should assess the impact of the 1998 bond issues and consider the advantages of asking the citizens of North Carolina to vote on an additional bond or initiating other broad-based measures to fund construction and repair of water and sewer facilities. Regional approaches to solving basic infrastructure needs should be considered, as well as any appropriate legislation to increase their feasibility.

Confidentiality Provisions

NCEDA opposes all efforts to broaden the public records and open meetings acts to require disclosure by state and local government of incentives in discussion with businesses considering expansion or location in their jurisdictions. The General Assembly should not weaken the confidentiality provisions of those statutes to ensure that our state continues to remain competitive when seeking to recruit or retain industry. It is imperative that businesses receiving services from the state and discussions that state and local officials have with industry be protected from disclosure. Such disclosure could put the state at a competitive disadvantage and damage its reputation as a fair and predictable jurisdiction in which to do business.

(Note: Agenda items are not in order of priority.)