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Kira Peoples, Executive Editor

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North Carolina Economic
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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

Happy spring, everyone.

I'd like to start out with a recap of our Google/Caldwell County Project networking luncheon. Thanks to the NCEDA membership for a powerful turnout. For those of you who were unable to join us, we had a dynamic program featuring Google, Caldwell County, the City of Lenoir and the N.C. Department of Commerce. With more than 100 NCEDA members in attendance, we were able to have a great Q&A session following the presentations from each of the panelists.

Throughout the discussion, one message rang loud and clear: The public and especially the media do not always understand all that goes into making economic development projects succeed.

Here's a question that I would like to raise again today — What can local developers and our allies do to prevent the negativity that has been associated with recent high-profile projects?

It is NCEDA's mission to be the voice of economic development in North Carolina. As part of that mission I encourage all members to lend a voice in support of your colleagues.

Coming up at the 2007 Annual Conference, June 20-22 at the Sheraton - Atlantic Beach, we will provide message development as part of the conference program. We will equip each of you with the tools you need and the preparation necessary to address the media throughout the course of your various economic development projects.

Now, as always, we need to be prepared at all times to take the opportunity to educate those around us. Misconceptions are always present, but we have the knowledge to help clarify them. The program at the Annual Conference should help us all feel a bit more confident when addressing the media and critics across the state.

We will learn to help our communities – local and state leaders, civic groups, the media and others – understand how we develop these projects and what impact economic development has on our state.

(cont'd. on page two)

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N.C. Department of Commerce

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The Daily Reflector

Executive Director**John Peterson**

(cont'd. from page one)

On a similar note, we are in the midst of a very active legislative session. NCEDA is currently planning an NCEDA Legislative Orientation for the members of the General Assembly. We are also distributing Legislative Calls to Action throughout the session. Please take the time to read these documents and visit the NCEDA Legislative Action Center on our Web site.

Before I close, I want to give a quick notice about the upcoming member renewal process. As last year, the renewal process will take place online. We hope to open the renewal process in the next month. This should allow all members to renew their membership before they expire at the end of June.

Please be on the lookout for these very important membership renewal materials coming to your inbox soon. As always, please call the NCEDA office with any questions.

2007 NCEDA Annual Conference Sponsorship Opportunities Remaining -- ACT NOW

There are still a few sponsorship opportunities available for your organization at the 2007 NCEDA Annual Conference, June 20-22, 2007.

Below are sponsorship opportunities still available:

Sponsorship	Amount
Thursday Golf Tournament Sponsors	\$500/each
Friday Breakfast (Exclusive)	\$1,500
Annual Conference Sponsors	\$500/each

NCEDA CALENDAR of EVENTS

June 20-22, 2007
NCEDA 2007 Annual Conference
Sheraton; Atlantic Beach, N.C.

2007-2008 Board Consideration Process

DEADLINE APPROACHING - MAY 14

The North Carolina Economic Developers Association (NCEDA) is accepting applications for consideration for the 2007-2008 NCEDA Board of Directors. Directors serve three year staggered terms. The NCEDA year runs from July-June; therefore the incoming class term will be July 2007-June 2010. **Applications are due on or before Monday, May 14, 2007.**

You are encouraged to discuss your interests in board service with the NCEDA past presidents. Please also feel free to contact any current NCEDA Board Member if you have any questions about service on the NCEDA Board of Directors. For more information about the NCEDA past presidents and the current board, please visit www.nceda.org.

To express interest in board service, please complete the following application and send it, along with an accompanying letter, to: John Peterson, Executive Director, NCEDA, 1201 Edwards Mill Road, Suite 102 Raleigh, NC 27607. Or you may email to kpeoples@capstrat.com.

2007-2008 Board Service Consideration Application NCEDA BOARD OF DIRECTORS

Applicant Information

Name: _____

Title: _____

Organization: _____

Business address: _____

Phone: (____) _____ Fax: (____) _____ E-Mail: _____

Describe your current and historical professional experience:

How long have you been a member of NCEDA? _____

List all current and past involvement with NCEDA:

List any activities/memberships/awards, etc., in or related to economic development:

What would your priorities be if you served as an officer to the NCEDA Board of Directors?

Submitted by: _____

Date: _____



**N.C Economic Developer of the Year Award
Call for Nominations
DEADLINE APPROACHING - MAY 14**

NCEDA is proud to open up nominations for its N.C. Economic Developer of the Year award. The N.C. Economic Developer of the Year award is given annually, recognizing the individual who has provided outstanding leadership in economic development and rewarding the nominee's contributions to expansions and projects completed during the 2006 calendar year.

The criterion for the award is as follows:

N.C. Economic Developer of the Year: The successful nominee will demonstrate significant and measurable leadership for economic development in any area. This person's job duties could include working with economic developers to promote economic development; a person whose primary job responsibilities do not include economic development, but who has demonstrated significant and measurable contributions in a volunteer capacity to economic development in an area; or a person whose primary job is economic development. Eligible candidates could include employees of utilities, banks, contractors, developers, realtors, non-profit organizations, a state developer, local developer or regional developer.

You are encouraged to make as many nominations as you wish. Attached is the nomination form for the N.C. Economic Developer of the Year award.

The award will be presented at the 2007 NCEDA Annual Conference during the awards presentation on Friday, June 22, 2007. All entries must be received by Monday, May 14, 2007. Please submit five (5) original copies of your application package to: NCEDA Service Award, c/o Kira Peoples, 1201 Edwards Mill Rd., Ste. 102, Raleigh, NC 27607.

NCEDA "N.C. Economic Developer of the Year" Nomination Information

Nominee:

Name, Title, Organization

Address/City/State/Zip

Phone, Fax, Email

Nominator:

Name, Title, Organization

Address/City/State/Zip

Phone, Fax, Email

Criteria: Explain how the nominee has made significant and measurable contributions to economic development. Please be specific and concise. Use separate sheets for each question.

(1) Identify by name and description the project(s) the nominee contributed to and which were completed in calendar year 2006 and how the nominee contributed to the project(s).

(2) Explain any obstacles overcome in completing the project(s) that are attributable to the nominee's efforts.

(3) Provide supporting material such as letters, news stories, and other items documenting accomplishments and community and peer support.

Submission:

Nominations should be professional in appearance, similar to an economic development client proposal. Please submit five (5) original copies of your application package to: NCEDA Service Awards, c/o Kira Peoples 1201 Edwards Mill Rd., Ste. 102, Raleigh, NC 27607. All entries must be received by Monday, May 14, 2007.



Meet Your Board

This month we feature Board member Bonnie Renfro with the Randolph County Economic Development Corporation.

Bonnie Renfro is president of the Randolph County Economic Development Corporation. She has served in this position since August of 1999.

Prior to that time, Bonnie served as vice president and existing industry coordinator, with the responsibility for existing industry retention and expansion.


Bonnie is a Certified Economic Developer and earned this professional designation in 2002. She is past chair of the Economic Developers Advisory Council for the Piedmont Triad Partnership.

Bonnie is a graduate of Oklahoma State University, with a B.A. in Spanish. She is a graduate of the Economic Development Institute in August 1999.

Bonnie moved to Asheboro in 1993, with her husband David and children Katie and Richard. David is the publisher of the *Courier-Tribune*.

Katie is a graduate of Asheboro High School and N.C. State University with a degree in Industrial Engineering. She is employed with Unilever Bestfoods in New Jersey.

Richard is a graduate of Asheboro High School and N.C. State University with a degree in Chemical Engineering. He is employed with Metals USA in Randleman.



Meet Your Patron Sponsors

This month we feature Patron Sponsor Progress Energy.

Progress Energy (NYSE: PGN), headquartered in Raleigh, N.C., is a Fortune 250 diversified energy company with more than 24,500 megawatts of generation capacity and \$9 billion in annual revenues.

The company's holdings include two electric utilities serving approximately 2.9 million customers in North Carolina, South Carolina and Florida. Progress Energy also includes nonregulated operations covering competitive generation, energy marketing, natural gas production, fuel extraction and broadband capacity.

Contact: Katherine Thomas

Phone: 919-546-2653

Email: katherine.thomas@pgnmail.com



UL Building Code - Memo to Senate Commerce Committee

The UL Building Code issue is a top priority for NCEDA. Below is a memo distributed to Senate Commerce Committee members on this topic. Thank you to all members who have contacted legislators in support of Senate Bill 490.

MEMORANDUM

To: Members of Senate Commerce, Small Business and Entrepreneurship Committee
From: Donny Hicks, Vice President, NCEDA
John Peterson, Executive Director, NCEDA
Date: May 10, 2007
Subject: Senate Bill 490 – Industrial Machinery – Building Code

On behalf of the Board of Directors of the North Carolina Economic Developers Association (NCEDA), we are writing to ask for your support of Senate Bill 490.

As a result of a lack of clarity in the general statute defining the term “equipment,” all manufacturers installing new equipment in North Carolina are required to UL or third party label that equipment and be approved by a Local Building Inspector working under the N.C. Building Code Council regulations.

This duplicates all the requirements for equipment that OSHA can and should regulate. The Federal Government has placed the responsibility of plant safety on OSHA, which includes the safe operation of industrial machinery and equipment.

This is very important because without clarification the Building Code Council’s current definitions will harm the state financially, causing North Carolina to lose jobs, possible expansion projects and potential new recruitment projects.

This is primarily because the Building Code Council believes that current rulings mandating equipment should be under their purview. Several counties and companies have recently had significant, costly and unplanned installation charges and legal challenge fees.

ZF Lemforder, a new North Carolina company in Catawba County, is facing \$500,000 or more in legal and installation rework costs due to this challenge. There are many similar stories across our state.

Businesses from around the world that now consider North Carolina to be a desirable place to locate will not take on the uncertainty and extra cost of compliance with the current unique industrial machinery requirements.

Our goal is to ensure that our state’s building code policies continue to keep North Carolina economically competitive on national and global levels.

These changes to the Building Code Council’s definitions must be made.

Working together, we can keep North Carolina competitive, create new jobs and ensure that economic growth reaches all North Carolinians.

Across the State

Building Entrepreneurial Communities:

Why, How and What Role for Local Leaders

May 17, 2007

(NEW DATE!)

9:00 a.m. – 4:30 p.m.

Cost: \$75

Greenville Hilton

207 SW Greenville Blvd., Greenville, NC

Local officials from across central and eastern North Carolina are invited to attend a workshop on the ways local governments can boost their communities' economies by supporting small business creation and development.

Sponsored by the Institute of Government at UNC-Chapel Hill, the workshop is designed to help local elected officials and other leaders understand the role entrepreneurship plays in local economic development and ways to get started in building entrepreneurial communities.

Training topics include:

- Why Entrepreneurship Development?
- Getting Ready to do Entrepreneurship Development
- Panel of North Carolina Entrepreneurs
- Getting Started: What's Happening in the Field

Tentative agenda and online registration are available at www.cednc.unc.edu/trainingadvanced.htm.

Participants may also register by contacting Angela Bowden at (919) 843-8176 or bowdena@sog.unc.edu.

10th Annual North Carolina Economic Development Guide

The 10th annual North Carolina Economic Development Guide will be published in fall 2007. Advertising in this guide offers your company or organization an excellent way to target North Carolina's best out-of-state and in-state prospects for business expansion and relocation.

For more information, please contact Ben Kinney at Business North Carolina magazine at (704) 523-6987 ext. 236 or e-mail: bkkinney@businessnc.com.

35th Annual Basic Economic Development Course

August 6-9, 2007

Chapel Hill, NC

Registration is now open for the 35th Annual Basic Economic Development Course at the University of North Carolina at Chapel Hill.

The course will be offered on August 6-9, 2007 in Chapel Hill, NC. The deadline for early registration is July 6, 2007.

The registration fee will increase from \$625 to \$675 after that date. Visit the course web-site at www.cednc.unc.edu/bedc for more information and to register online.

Contact Angela Bowden at bowdena@sog.unc.edu or 919-843-8176 with questions.

NOTE: Space is limited—course fills up quickly— Register now!

Across the State (continued)

2007 Manufacturing Summit *May 29, 2007*

Plan to attend this important summit on the future of North Carolina manufacturing. The event will be held in Greensboro on May 29th at the Grandover Resort. Hosted by the North Carolina Chamber (formerly NCCBI), the state affiliate of the National Association of Manufacturers, this one-day summit will feature sessions with national and state leaders. It will feature reports on current competitiveness conditions and opportunities and critical insights by manufacturing leaders from across the state.

Highlights:

- * Luncheon address by Governor John Engler, President & CEO of NAM
- * Manufacturing CEOs Roundtable
- * Federal and State Government Officials
- * Manufacturing Poll Release/
Competitiveness Presentation

Please join us on May 29th in Greensboro. For more information, please contact the North Carolina Chamber at (919) 836-1400.

You may register online at www.ncchamber.net.

Job Openings

Fuquay-Varina Economic Development Commission

Director of Economic Development Fuquay-Varina, North Carolina

The Fuquay-Varina Economic Development Commission has retained Conway & Greenwood to manage its search for the position of Director of Economic Development.

The Director of Economic Development will lead the Fuquay-Varina Economic Development Commission in accomplishing its mission and goals by providing expertise on economic development, capitalizing on opportunities and working with the EDC Board of Directors, Town of Fuquay-Varina, Fuquay-Varina Chamber of Commerce, Wake county Economic Development, N.C. Department of Commerce, and other strategic partners, in creating and implementing initiatives to develop and sustain a vibrant community in which to work, live, and visit.

The candidate must have at least four years of experience and proven success in a leadership role within an economic development organization. The candidate must have a track record of leading with vision implementation and goal setting. Fundraising, business retention and recruitment expertise is critical. Prior experience with managing and negotiating multi-faceted professional relationships between an economic development organization and developers, business owners, local, county, and state governments, etc. while keeping the goals and objectives of the organization in the forefront.

All interested candidates are urged to apply by submitting a resume and cover letter to Luther Snyder at lsnyder@conwaygreenwood.com, (919) 833-4773. All inquiries are handled in a confidential manner.

Job Openings

City of Danville, Virginia
Economic Development Director
Salary \$80,000 – \$115,000 DOQ

The City of Danville, Virginia is seeking a successful, assertive, and energetic economic development executive with the credentials and leadership to take the City's award winning economic development program to the next level. The City of Danville ranks as one of the nation's Top Metros for 2006, in the March 2007 issue of Site Selection and received national recognition for corporate investment from Trade & Industry Magazine. Setting an unprecedented pace, the City of Danville has announced 17 new projects and 7 expansions since March 2004 to create 5,554 new jobs and spark the investment of approximately one half billion dollars within the community.

The position reports directly to the City Manager and will continue to promote economic growth through business retention and expansion opportunities, new business recruitment, and downtown revitalization strategies. The position will be responsible for the continued site and shell building development strategies, as well as, continued focus on the City's Tobacco Warehouse District & downtown revitalization efforts.

The position will require a community leader who has a passion for economic development, workforce development, and educational strategies with an understanding where the three sectors intersect toward developing a robust workforce development system.

Must be willing to effectively communicate the local vision and engage and get buy-in from others.

Education and experience equivalent to graduation from an accredited college or university with major course work in economics, public administration, business administration or related and extensive professional experience in economic development preferably with municipal government.

Possession of a certification as an Economic Developer (CED) preferred. Position open until filled.

Send confidential resume/application to: City of Danville, Director of Human Resources, 427 Patton Street, Municipal Building, Room 300, Danville, VA 24541. Please see our website to download an application: www.danville-va.gov
EOE