

2011 MIDWINTER CONFERENCE SPONSORS

Ashe County Department of Economic Development

A department within local government, Ashe County Economic Development is responsible for the recruitment, expansion/retention and entrepreneurial policies of the Board of Commissioners and County Manager.

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Business North Carolina

We do what nobody else does - cover one very special place, this state, and its economy, which is as diverse as the people who call it home. We produce quality, in-depth journalism, digging behind the news, delivering what we uncover in a manner that, though at times provocative, is always fair, accurate and thorough. Our job at *Business North Carolina* is to reflect reality and, in doing so, both enlighten and entertain our readers.

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Convergent Nonprofit Solutions

Convergent Nonprofit Solutions specializes in fundraising for Economic Development Organizations and Chambers of Commerce. We help our clients develop a multi-year economic development initiative; we then test that plan and get buy-in from stakeholders in their community; we then raise the funding needed from the public and private sectors. We make every ask, and by quantifying and illustrating the return on investment (ROI) to our clients' constituents, we secure larger investments in our clients' operations. In many cases, we have converted \$20k to \$30k/year from Committees of 100 into \$150k to \$250k/year to fund additional staff, marketing, travel, office space, and additional programs. Contact our clients in Jacksonville, Thomasville, Goldsboro, Statesville, Lake Norman, Wilkesboro, and Fayetteville to learn more about their experience working with Convergent.

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www.OutcomeDrivenConsulting.com

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Duke Energy Carolinas

Duke Energy Carolinas has a long history of supporting economic development in the State of North Carolina. Our first generating plants and transmission and distribution grid were built over a hundred years ago to fuel industrial development in the Carolinas. More recently, Duke Energy Carolinas has initiated various programs to stimulate new and existing industrial development in our service area, including our Economic Development and Economic Redevelopment Riders that offer credits for customers locating new load on the Duke Energy Carolinas system.

Our Economic Development and Business Development team has played a significant role in locating many major industries within the Carolinas service territory. Our team is highly qualified in providing hands-on, expert services tailored to meet the needs of our clients and their unique business requirements. Services are performed timely, accurately, confidentially and always *free-of-charge*. Duke Energy Carolinas continues to be recognized by *Site Selection* magazine as having one of the “*Top 10 Best*” utility economic development programs across the U.S.

For more information regarding Duke Energy Economic Development, please visit us at:

<http://www.ConsiderTheCarolina.com>.

Contact: Clark Gillespy

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ECS Carolinas, LLP

ECS is a geotechnical, environmental, construction materials, and facilities engineering firm headquartered in Chantilly, Virginia. ECS' subsidiaries operate over 42 locations in the Midwest, Southeast, and Eastern states and employ nearly 1,000 people, including registered professional engineers and geologists, environmental scientists, certified technicians, field engineers, and support staff.

Recently ranked as the nation's 101st largest engineering firm by Engineering News Record (ENR, April 2009), ECS has earned a reputation for being responsive and having the ability to solve problems on major projects. Additionally, ECS was the only geotechnical firm ranked among the Top 100 Pure Design Firms by ENR.

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G.L. Wilson Building Company

From pre-construction to commissioning, G.L. Wilson delivers. Our in-house design and construction professionals can take you from concept to completion; delivering a project to your satisfaction.

Design-Build

Utilizing design-build provides a single source responsibility. Integrating design, construction planning, and an accelerated schedule employ this approach. Open communication and teamwork result in successful design-build projects.

General Construction/CM at Risk

G.L. Wilson serves as both construction manager and general contractor employing a large number of skilled craftsman and trades. We partner with the design team and owner to deliver a first class product.

Program Management

Providing solutions to owners that extend beyond a single project.

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Moss & Associates

Moss & Associates is a privately held construction company that is ranked among the nation's top 100 building contractors with annual revenues topping \$649 million. Through its regional office in Greenville, South Carolina and headquarters in Fort Lauderdale, our firm provides design-build, general construction, construction management and preconstruction consulting services throughout the United States, Bahamas and Caribbean.

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Myrick Construction, Inc.

Myrick Construction, Inc. is a full service General Contractor, licensed in North Carolina, South Carolina and Virginia. Myrick Construction is a family owned company, offering the highest level of experience and workmanship to each project. We are one of the largest accumulative pre-engineered building contractors on the east coast.

Since 1968, Myrick Construction has been a proven leader in general contracting and construction management services. Our success has been built on strong relationships and a commitment to provide clients with superior quality, value and expertise.

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N.C. Association of Electric Cooperatives

North Carolina Association of Electric Cooperatives provides trade association services to the state's 26 electric cooperatives. North Carolina's electric cooperatives serve nearly 30 percent of the state's population, some 2.5 million people, with more than 900,000 accounts. Their power distribution territory covers approximately 23,800 square miles, nearly half the state's land area, in 93 of the state's 100 counties.

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North Carolina Biotechnology Center

The North Carolina Biotechnology Center is the oldest new-tech organization of its kind in the world. Biotech was on the cusp of becoming a new industry in 1984 when Gov. Jim Hunt and other state leaders established the Biotechnology Center to capitalize on its economic promise. The goal was to secure a future of meaningful employment statewide, as the traditional tobacco, textile and furniture markets eroded.

It worked. Today North Carolina is among the top-three states in bioscience employment. Its biotech base is one of the fastest-growing among the major biotech states. It's the nation's leading hub for contract research and testing companies. And it's a world leader in vaccine research and manufacturing.

Specifically, to provide long-term economic and societal benefits to North Carolina through support of biotechnology research, business, education and strategic policy statewide.

The General Assembly funds the Biotechnology Center as a private, non-profit organization dedicated exclusively to biotechnology development. We're headquartered in Research Triangle Park, with regional offices in Asheville, Greater Charlotte, Winston-Salem, Greenville and Wilmington.

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North Carolina's Southeast

North Carolina's Southeast markets the dynamic southeast region for economic development, comprised of eleven counties, the Port of Wilmington and Fort Bragg. Our mission: Provide strong economic development leadership in southeastern North Carolina through innovative marketing and collaborative regional initiatives that will create new jobs, generate capital investment, and secure new business locations.

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North Carolina Railroad Company

Built more than 150 years ago, this 317-mile corridor opened up the state to settlement and growth. Today, freight trains operated by Norfolk Southern carry products into and out of the state. Amtrak runs eight passenger trains, including the Piedmont and the Carolinian, along its corridor. There are plans for regional mass transit operations along NCRRC's rails in several North Carolina metropolitan areas.

High-speed rail transit is under consideration from the busy northeast corridor of the country to the booming southern metro regions of Charlotte and Atlanta. Although the NCRRC corridor has great potential to increase both freight and passenger transit efficiency, much work needs to be done. In the last 5 years, \$60 million worth of projects to improve the corridor were completed, but hundreds of millions will be needed to realize the potential of the railroad as a vital transportation artery that will benefit the people of North Carolina.

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North Carolina State Ports

North Carolina's Ports in Wilmington and Morehead City, plus inland terminals in Charlotte and the Piedmont Triad in Greensboro, link the State's consumers, businesses and industry to world markets, and serve as magnets to attract new business and industry. Port activities contribute statewide to 85,000 jobs and \$299 million each year in state and local tax revenues.

Top trading partners are China, India, Brazil, So. Korea, Belgium, Taiwan, Mexico, Colombia, Great Britain and Venezuela.

Primary exports are phosphate, forest products, woodpulp, general merchandise, food products, wood chips and military.

Top imports are sulfur products, chemicals, grains, rubber, scrap metal, cement, metal products, machinery parts, ore, mica and schist.

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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 non-regulated operations covering competitive generation, energy marketing, natural gas production, fuel extraction and broadband capacity.

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PSNC Energy

PSNC Energy is franchised to serve a 28-county service area in North Carolina and distributes natural gas to approximately 485,000 winter-peak customers in 95 cities and communities ranging from the Raleigh, Durham, and Chapel Hill areas in the north central part of the state; the Concord, Statesville, Gastonia, and Forest City areas in the Piedmont; to the Asheville, Hendersonville, Bryson City, Cherokee and Brevard areas in the western part of the state. More information about PSNC Energy is available through the company's web site at www.psnenergy.com.

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SEPI Engineering & Construction, Inc.

SEPI Engineering & Construction, Inc. (SEPI) was founded in 2001 to provide engineering and planning services to private and public sector clients. SEPI, a full service civil engineering services firm, is 8(a) certified with the Small Business Administration and a certified Women Business Enterprise (WBE).

At SEPI, our professionals have extensive and varied engineering industry experience. As a result, we are able to provide our clients with site/civil design, environmental planning, traffic engineering and operations including traffic and noise analysis, construction management, roadway and structural design, water resources, natural resources/permitting, wetland/stream mitigation, public involvement and surveying services.

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W.K. Dickson & Co., Inc.

WK Dickson is an ENR Top 500 multi-disciplined consulting firm specializing in community infrastructure solutions including: Transportation Planning & Design; Environmental and Water Resources Engineering; Land Planning and Development; and Geospatial Technology. The firm has been headquartered in Charlotte, North Carolina since 1929 and we have grown to operate seven regional offices strategically located throughout the Southeastern U.S. The company maintains offices in Charlotte, Hickory, Raleigh and Wilmington, NC; Columbia, SC; Augusta, and Atlanta, GA.

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Withers & Ravenel

Founded in 1983, Withers & Ravenel, Inc. provides consulting services in planning, civil and environmental engineering and surveying. Withers & Ravenel is located in Cary with branch offices in Wilmington and Greensboro, North Carolina. Our 100-person staff includes professional engineers, surveyors, GIS specialists, landscape architects, planners, CADD Technicians, IT developers, and construction administrators. In addition, Withers & Ravenel is a member of the US Green Building Council and has 18 LEED Accredited Professions on staff who help our clients create cost effective and environmentally sound designs.

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Womble Carlyle Sandridge & Rice PLLC

Our economic development team includes lawyers, financial and tax experts and seasoned political and public affairs strategists and tacticians. Led by the state's only four-term governor, we help companies and consultants navigate the maze of issues involved in site selection, and we work in concert with state, county and local economic developers to bring the project in. The success of your economic development program is our mutual objective.

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Yonkers Industries

Yonkers Industries specializes in the building of pharmaceutical and biotech facilities including R & D, pilot plants, labs, bulk manufacturing and finished dosage manufacturing, pulp & paper and process manufacturing. Since Oct. 20, 1983 we have been a key construction partner for leading pharmaceutical and biotech companies around the world, providing pre-construction services, construction management, program management, project support personnel, project support services, and start-up, commissioning and validation support.

We employ more than 225 engineering and construction professionals throughout the United States and Internationally. Our portfolio of projects include sites within the U.S., and in Puerto Rico, Ireland, Mexico, Singapore, China and Spain.

Major clients at the forefront of technological advancements have selected Yonkers Industries as a key construction partner on projects around the world. Our expertise extends to the pharmaceutical, biotech, consumer product, food, specialty and fine chemical, and other high-tech manufacturing industries.

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