

Vol. III, Issue No.10 April 2005
Abbie Hollins, Executive Editor

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President's Message

by Mac Williams

"Let the debating begin." I have been watching the ESPN series where they are listing their Top 25s of everything sports... players, coaches, records, teams, games, etc. The host ends each show with that quote.

ESPN obviously took into account multiple factors (though that is not shared with the viewer) and determined who/what would be on the list at all and then in what order ascending from #25 to #1. Whatever the factors were for each category list, ESPN has offered up something for our consideration; and, each list is sure to create discussion and maybe even controversy. For example, in the Top 25 coaches list, Dean Smith was named #1 and the Tiger Slam (all 4 golf majors at once) was listed the #1 record. I personally agree with both choices, but others may or may not...thus the debate.

As the long session of the General Assembly is unfolding, and NCEDA and our members get involved with issues and bills, it occurred to me that legislation is done much the same way. There is an issue and interested parties, considering many factors, offer something up that, in turn, creates debate among other interested parties.

While the debates over the Top 25s lists is for fun and won't change them, debate over legislation is much more serious; and, debate can and does change what ultimately is passed. Those of us interested in economic development have that situation currently unfolding as legislation has now been introduced concerning the William S. Lee tax credits.

(cont'd on the next page)

NCEDA

North Carolina Economic
Developers Association, Inc.

Developments is published the first
Monday of every month by NCEDA.

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submit it via e-mail or fax, prior to
publication of
Developments.*

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As the debating unfolds, I am reminded of two things. First, over the last couple of years, enough political and media scrutiny has been cast over WSL to the point it would, for some, certainly be easier, not to mention cheaper, to just do away with the program altogether. In our debating, we need to remember that it was entirely possible that nothing at all would be offered up to debate about. It could have just as easily died its natural sunset death. Second, I am reminded that it has not died and we still have the issue and legislation to debate, in part, because NCEDA asked for it and worked for it to be an issue.

At last year's Annual Meeting, the question of "What will happen with the tax credits?" was the only topic discussed during the local developers break out session. The charge given was 'Keep it (WSL) but change it.' Heeding member interest, NCEDA followed up with an extensive survey effort and provided a report at the following the 2004 Fall Conference. From that, the NCEDA Legislative Committee worked to provide specific recommendations, through our legislative agenda, for proposed changes. Those were shared with our other team members (NC DOC, NCCBI, NC ED Board). Like ESPN must have done for their lists, legislators have taken into consideration input from experts and multiple other factors and offered something up.

NCEDA has been and will continue being a champion for: 1) keeping credits in the toolbox; and, 2) being meaningfully applicable in all 100 counties. NCEDA recognizes that the revisions will impact our members differently, depending on your county, but NCEDA will provide you with the necessary information and seek your input as we advocate for policies to keep our state competitive.

So, let the debating begin.

Finally, congratulations to the following winners:

- Katherine Thomas (Progress Energy) and her MidWinter Conference team for a great meeting themed "Building Championship Teams for Economic Development Success."
- Kevin Gullette and Julie Pruett recipients of the Holshouser and Ervin scholarships, respectively. Enjoy training camp!

Meet Your Board

This month we feature Board member Jimmy Smith.

Jimmy Smith is the Director of Economic and Community Development for a 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.

Patron Sponsor Profile

This month we feature Sprint.

Sprint provides local exchange services to more than 1.5 million business and residential customers in North Carolina and is a major provider of long-distance, wireless, directory and telecommunications supply services in the state.

With the support of its 6,500 North Carolina employees, the company is recognized for its state-of-the-art wire line and wireless network and its exceptional customer service. Sprint continues to deploy broadband services, such as FastConnect DSL, ATM and frame relay.

The company's Internet backbone network provides customers with a broad portfolio of IP products and dependable access to the world's Internet content. Earlier this year, Sprint unveiled PCS Vision, its revolutionary Third Generation (3G) wireless network.

Sprint not only brings new technologies to the communities it serves, the company also provides significant support for humanitarian, community and economic development initiatives.

Sprint's community involvement is motivated by a sense of obligation and a desire to advance the interests of the communities where it does business and where its employees live and work.

The company commits resources to facilitate economic development and to promote community improvement through charitable donations, in-kind contributions and a high level of employee participation.

To learn more about Sprint in your community, visit the company's website at www.sprint.com/local.

NORTH CAROLINA ECONOMIC DEVELOPERS ANNOUNCE 2004-2005 SCHOLARSHIP WINNERS

RALEIGH, N.C. – The North Carolina Economic Developers Association (NCEDA) announced its annual NCEDA scholarship award recipients at the NCEDA MidWinter Conference in Pinehurst on March 10. The awards were given to members who demonstrate outstanding achievements in economic development throughout the state.

The Jack Ervin Scholarship was awarded to Julie Pruett of Hickory, N.C. and the Governor James E. Holshouser Scholarship was awarded to Kevin Gullette of Wadesboro, N.C.

“These individuals have been successful in their fields and work hard to make a difference in their communities. We are happy to contribute to their efforts to sharpen their economic development skills,” said Melanie O’Connell Underwood, executive vice president of the Mooresville-South Iredell Chamber of Commerce and chair of the NCEDA scholarship and awards committee.

As the Jack Ervin scholarship winner, Pruett serves as the director of non-manufacturing recruitment for the Catawba County Economic Development Corporation. Pruett’s responsibilities include handling recruitment of non-manufacturing industries for Catawba County with a focus on high-impact development. She works in conjunction with local property owners, brokers, site consultants and the NC Department of Commerce to encourage development through site selection and incentive information.

Pruett was awarded tuition for three years at the Economic Development Institute (EDI). EDI is the premier, nationally renowned, educational program for economic development professionals.

Gullette, recipient of the Holshouser Scholarship, serves as the director of the Anson County Office of Economic Development. He is responsible for marketing Anson County throughout the region and state and represents the Office of Economic Development on several local and regional boards and commissions. Gullette also leads all management, budget preparation and program activity for Anson County.

The Governor James E. Holshouser scholarship awards Gullette \$1,000 per year for tuition and travel to attend EDI for three years.

NCEDA is the statewide association of professional economic developers and their allies in North Carolina. Its more than 550 members promote the state and their communities as places for new economic activity. On the frontline of economic development in North Carolina, NCEDA is based in Raleigh and provides professional development, advocacy and information services for its members.

For more information, visit the NCEDA Web site at <http://www.nceda.org>.

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**THANK YOU TO THE 2005
MidWinter Conference
Sponsors!**

Womble Carlyle Sandridge & Rice

Mulkey Engineers & Consultants

Progress Energy

Duke Power

Withers & Ravenel

310 Marketing, Ltd.

**Alamance Co. Area Chamber of
Commerce**

Bank of America

Business North Carolina

Charlotte Regional Partnership

EnergyUnited

Froehling & Robertson

North Carolina Railroad Company

PSNC Energy

Research Triangle Foundation

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Shelco, Inc.

ARCADIS

NAI Carolantic Realty, Inc.

...And our 2004-05 Patron Sponsors!!

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NC Electric Membership Corporation

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Norfolk Southern Corporation

Piedmont Natural Gas

Piedmont Triad Partnership

Progress Energy

PSNC Energy

S&ME, Inc.

Sprint

Mark Your Calendars

May 18, 2005

NCEDA Networking Luncheon
George Ports
Capital Associated Industries, Inc.
Cardinal Club
Raleigh, NC

May 18, 2005

NCEDA 2005 Legislative Reception
5:30 - 7:00 p.m.
NC Museum of History
Raleigh, NC

June 5-7, 2005

NCEDA 2005 Annual Conference
Sheraton Atlantic Beach
Atlantic Beach, NC

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Get Connected to North Carolina's Best Economic Development Prospects!!

The 9th annual North Carolina Economic Development Guide will be published in Fall 2005, and this is an excellent opportunity to reach the state's best out-of-state and in-state prospects.

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

NCEDA Updates

Annual Conference Sponsorships Available!!

There are numerous sponsorship opportunities for your organization at the NCEDA 2005 Annual Conference, June 5-7, 2005. It is NCEDA's goal to acknowledge and thank our sponsors as much as possible throughout the conference. Please contact the NCEDA office for more information: 888.246.2332.

Monday Luncheon (Exclusive)	\$1,000
Monday Golf Sponsors	\$500/each
Monday Reception (Exclusive)	\$1,500
Monday Dinner (Exclusive)	\$2,500
Monday Breakfast (Exclusive)	\$1,250
Monday Break (Exclusive)	\$750
Tuesday Breakfast (Exclusive)	\$1,250
Tuesday Break (Exclusive)	\$750
Tuesday Lunch (Exclusive)	\$1,000
Annual Conference Sponsors	\$500/each

* * * * *

Calling for NCEDA 2005-2006 Board Nomination Applicants

NCEDA is now accepting nominees for the 2005-06 Board of Directors.

Members interested in board service should contact one of the past presidents. Applications can be found on the last page of this newsletter.

Nominations are due on or before April 15, 2005 by 5:30 p.m. in the NCEDA office.

Please send your completed application to:
John Peterson
NCEDA
1201 Edwards Mill Rd., Ste. 102
Raleigh, NC 27607

**Expression of Interest
2005-2006 Board Service
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: _____

To express interest in board service, please complete the following form and send it, along with an accompanying letter, to:

John Peterson

Executive Director

NCEDA

1201 Edwards Mill Road, Suite 102

Raleigh, NC 27607