

Vol. IV, Issue No. 10 April 2006
 Kira Peoples, Executive Editor

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President's Message

by Scott Millar

The 2006 MidWinter Conference can officially be counted a success. With record-breaking attendance and a strong program, our membership joined together for networking and discussion surrounding *Economic Development & Transportation: Driving North Carolina's Future*. Many thanks to Steve Gosselin and Jon Hamm, and for those who contributed to the conference and all of our conference sponsors. We have full listing of our sponsors on page three.

Planning is already underway for NCEDA's 40th Annual Conference this June at the Grove Park Inn. Ronnie Goswick and his committee are working hard to plan an event worthy of such a milestone. To celebrate NCEDA's 40th anniversary be prepared for extra festivities – including a black-tie optional dinner, reception and live entertainment.

Also, be sure to join us at the Capital City Club on April 20 for our next networking luncheon. This month's luncheon will feature three speakers addressing labor market data and training. They will discuss success stories, tips and projects that prove labor market data and training are critical to economic development.

Lastly, the NCEDA Legislative Committee Co-Chairs have been hard at work preparing for the upcoming Legislative short session. The NCEDA Legislative Committee was invited to speak before the House Select Committee on Economic Development. The committee was formed to address the William S. Lee Act and any changes that need to be made to the incentives program.

NCEDA Legislative Committee Co-Chair Donny Hicks addressed the committee, explaining the need for our state to continue to gain the necessary tools to remain competitive regionally, nationally and globally.

He explained NCEDA's position, specifying the need to simplify and streamline the existing William S. Lee Act, while ensuring that our state's incentive policies continue to encourage economic prosperity and job creation for North Carolinians among all the state's 100 counties.

(Cont'd on page 2)

NCEDA

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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.*

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We will continue to keep you posted on the Legislative activity in the coming months. Please be sure to mark your calendars for the 2006 Legislative Reception to be held May 16 at the Museum of History. This event is a key way for NCEDA members and members of the N.C. General Assembly to connect and strengthen relationships. Invitations will arrive at your office in the coming weeks. It is important that you, as members of NCEDA, reach out to your State Representatives and Senators and encourage them to attend this reception. As you know, they have been invited to be our honored guests. This personal outreach goes a long way in making our event a great success.

I look forward to an exciting spring.

Excerpt from Donny Hicks' Remarks to House Select Committee on Economic Development; March 22, 2006

William S. Lee Act

- NCEDA strongly supports the continuation of the William S. Lee Act, North Carolina's primary economic development tool. In addition to being used as a recruitment tool, the William S. Lee Act has been extremely beneficial to North Carolina's existing businesses.
 - We agree with the need to simplify and streamline the existing William S. Lee Act. However, we must ensure that our state's incentive policies continue to encourage economic prosperity and job creation for all North Carolinians among ALL of North Carolina's 100 counties.
 - Weakening of incentives in North Carolina's urban counties will have a negative impact on non-urban surrounding counties (as well as the entire state), which historically have benefited from proximity to successful urban growth engines.
 - These counties usually compete in their own market, not against North Carolina's lower tier counties, but on a regional, national and global level that goes beyond the geographic boundaries of North Carolina.
 - For existing industry, new industry and small businesses, the wage standard continues to be a challenge to North Carolina's competitiveness in ALL 100 counties.
 - Small businesses are a vital link to North Carolina's future and create approximately 75% of the net new jobs and investments in North Carolina each year. Yet small businesses are often not eligible for the same programs bigger corporations receive.
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-

Meet Your Board

This month we feature board member Bonnie Renfro.

Bonnie Renfro has been president of the Randolph County Economic Development Corporation since August 1999. Previously, Bonnie served as vice president and existing industry coordinator for more than three years, with responsibility for existing industry retention and expansion.

Bonnie became a Certified Economic Developer, professional designation in 2002. She is a former chair of the Economic Developers Advisory Council for the Piedmont Triad Partnership

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

She moved to Asheboro in 1993 with husband David and children, Katie and Richard.

Patron Sponsor Profile

This month we feature PSNC Energy.

PSNC Energy, headquartered in Gastonia, N.C., is franchised to serve a 28-county service area in North Carolina.

The utility distributes natural gas to approximately 428,000 customers in 96 cities and communities, including 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; and the Asheville, Hendersonville, Brevard and Sylva 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.

Thanks to All MidWinter Sponsors:

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Coldwell Banker Commercial Trademark Properties
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PSNC Energy
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40th Anniversary Annual Conference June 14-16, 2006 Grove Park Inn, Asheville, N.C.

Because demand for accommodations and spa appointments at Grove Park Inn is so high, conference attendees and family members are urged to make reservations well in advance of the conference.

To make reservations, please call 800-438-5800 and mention you are with the NCEDA Annual Conference.

Sponsorship Opportunities Still Available:

Dessert Reception (Exclusive) \$1,500

Golf Sponsors (Unlimited) \$500/each

Breakfast (Exclusive) \$1,500

Conference Sponsors (Unlimited) \$500/each

NCEDA CALENDAR

upcoming events:

April 20, 2006

NCEDA Networking Luncheon
Capital City Club; Raleigh, N.C.

May 16, 2006

NCEDA Networking Luncheon
Capital City Club; Raleigh, N.C.

&

NCEDA Legislative Reception
N.C. Museum of History; Raleigh, N.C.

June 15-16, 2006

NCEDA 2006 Annual Conference
Grove Park Inn; Asheville, N.C.

2006 Legislative Reception Sponsorships Available

On Tuesday, May 16, NCEDA will host the 2006 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 making available sponsorships for this important event.

For more information please contact Kira Peoples: 919-882-1965 or kpeoples@capstrat.com.

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.

REMINDER: 2006-2007 Board Applications Deadline Approaching

NCEDA is accepting applications for the 2006-2007 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 2006-June 2009. Applications are due on or before Friday, April 14, 2006.

To express interest in board service, please complete an 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 fax to 919-882-1902.

REMINDER: Economic Developer of the Year Nominations Now Accepted

NCEDA is proud to accept 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 2005 calendar year.

You are encouraged to make as many nominations as you wish. The nomination form has been distributed to the membership via e-mail. Please contact Kira Peoples for additional information.

The award will be presented at the NCEDA 40th Annual Conference during the awards presentation on Thursday, June 15, 2006.

All entries must be received by Friday, May 12, 2006. 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.

JOB OPENINGS:

Piedmont Triad Partnership

Vice President Client Development

The Vice President – Client Development is responsible for the planning, executing, and evaluating programs to identify and develop leads, prospects and clients for the Piedmont Triad Region. S/he will serve as the primary point of contact for prospects interested in the region, and with the local economic development offices and allies that support business recruitment.

Qualifications – Substantial experience in economic development, business development or sales, with a preference for experience in North Carolina. Proficiency with MS Office, ACT and technology in general is required.

You may indicate your interest in confidence to:

Penny Whiteheart, Executive Vice President
Piedmont Triad Partnership
7800 Airport Center Drive Suite 103
pwhiteheart@piedmonttriadnc.com

Greensboro Economic Development Partnership

The Greensboro Economic Development Partnership is seeking a Vice President of Recruitment & Expansion Services. This position is responsible for the effective day-to-day management and oversight of new industry recruitment and existing industry expansion for Greensboro and Guilford County. The Vice President will have primary responsibility for ensuring the successful completion and sustainability of the program's objectives.

Considerable experience in economic development or related field and a bachelor's degree are required. Candidate will have strong presentation, communication and interpersonal skills and experience preparing thorough and reliable proposals for economic development projects using creative research and marketing abilities.

To apply, please submit a cover letter and resume by Friday, April 14, 2006 to:

Dan Lynch, President
Greensboro Economic Development Partnership
342 N. Elm Street
Greensboro, NC 27401

UNC Charlotte Urban Institute

The UNC Charlotte Urban Institute seeks a Director of Economic Research and Analysis. This position will be responsible for community outreach, technical assistance, research and policy analysis centered on issues of economic or community development.

A master's degree in economics, business, public administration or a related field and four years of experience in economic development, community development or applied economics is required. The director must have knowledge of applied research methodologies and relevant literature. This position will have extensive public contact. Excellent interpersonal and communication skills (both oral and written) are required. Experience in grant writing, budgeting and staff supervision is desired. Salary will be in the range of \$40-50K.

A resume and cover letter should be submitted to:
Jana Harrison, UNC Charlotte Urban Institute, 9201 University City Blvd.,
Charlotte, NC 28223-0001.

City of Wilmington

Community Lending Officer - Candidate will be responsible for implementation and administration of a small business loan program. Responsibilities include, but are not limited to processing small business loans; responding to customer inquiries and complaints; overseeing the marketing of the small business program, identifying and recommending cost effective marketing strategies, measuring the effectiveness of the program and recommending improvements to the program; collaborating with various outside agencies; monitoring funds available for small business loans and making recommendations on funding needs; monitoring loan budget and first level approval of eligible expenditures and performing other duties of a similar nature or level.

Bachelor's Degree in Finance, Business, Public Administration, Economics or related field and 2 years of commercial or mortgage lending experience required. Currently accepting applications through Monday April, 10, 2006 at 5:00pm

Submit application to the City of Wilmington, Human Resources, 320 Chestnut Street, (P.O. Box 1810), Wilmington, NC, 28402. An online application may be completed at www.wilmingtonnc.gov.

Community Development Block Grant Support Letter

The following letter was sent on behalf of the NCEDA membership to N.C. Congressmen from President Scott Millar:

Dear Congressman:

On behalf of the North Carolina Economic Developers Association (NCEDA), I am writing to request your support for \$4.3 billion in formula funding for the Community Development Block Grant (CDBG) program in the Fiscal Year (FY) 2007 Transportation, Treasury and HUD appropriations bill. This important program provides our communities with the vital tools to help spur homeownership, housing rehabilitation, public improvements, public services and economic development projects. These activities not only help individual communities, but also strengthen our nation's economy as a whole.

NCEDA is the statewide association for professional economic developers and their allies, with nearly 600 members and representing every county in the state. Our members are on the front line in recruitment and retention of business and industry to our state.

CDBG is one of the most effective federal domestic programs in helping to revitalize neighborhoods. Every dollar of the CDBG program invested in communities is leveraged by three dollars in private funding, bringing much-needed investment, jobs and the chance for a fresh start to blighted communities. It is a critical funding source to more than 1,100 entitlement communities, urban counties and states, which in turn serve more than 3,000 rural communities. In FY 2005, more than 95 percent of CDBG funding went to activities principally benefiting low- and moderate-income persons. The program's housing projects provided 166,992 households with assistance including financial assistance to new homeowners and rehabilitation assistance to the elderly and existing homeowners. CDBG's economic development programs created or retained 91,287 full-time jobs and public improvement projects benefited 9,453,993 persons. CDBG also has a strong record in business retention: more than 80 percent of the businesses assisted through the program were still in operation after three years. Specifically in North Carolina, the Department of Commerce's CDBG economic development program in 2005 leveraged \$276.6 million in private investment and helped create 2,236 new jobs.

Because of its flexibility and use in a variety of projects, local and state governments and development officials have come to rely on the program as the cornerstone of any new community revitalization effort. Just a few months ago, the Administration and Congress recognized the effectiveness of the program by delivering \$11.5 billion in targeted CDBG funding to the Gulf Coast for reconstruction activities after the 2005 hurricane season.

The CDBG formula allocation was funded at \$4.41 billion in FY 2001. Since then the formula allocation funding has decrease by \$670 million or 15.19 percent with a 5 percent reduction in FY 2005 and a 10 percent reduction in FY 2006. In light of these reductions in funding, communities have had to struggle to continue their programs and have discontinued crucial projects for low- and moderate-income persons. These reductions directly affect the local economy, as they translate into reduced private investment that is fueled by CDBG funding.

While we recognize that Congress will face difficult decisions when allocating resources, we believe \$4.3 billion in CDBG formula funding is necessary to ensure that communities across the country and in North Carolina can provide good jobs, safe neighborhoods and affordable housing. Thank you for your consideration of this request.