

# NCEDA DEVELOPMENTS



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Emily Atkinson, Executive Editor

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With the end of 2008 approaching, there are several things I would like to remind you about that are on NCEDA's horizon for the remainder of 2008 and into 2009. The first is our **Networking Luncheon on December 10<sup>th</sup>** at the **Cardinal Club, on the 28<sup>th</sup> floor of the Wachovia Capital City Building**. This luncheon will feature Bob Leak, Sr., who will give a brief history of the economic development process in North Carolina and the importance of the industrial/commercial contribution to the community tax base.

The next item is our **Professional Development Seminar on January 27<sup>th</sup>**. This ¾-day long seminar, being held at the N.C. Biotechnology Center, will focus on responding to Requests For Proposals. Speakers include representatives from the N.C. Department of Commerce, site selection consultant Jeannette Goldsmith, and economic developers and allies. Please join us for what is sure to be a very educational session. You can register online at [www.nceda.org](http://www.nceda.org). NCEDA is offering this seminar to members and non-members at the same rate. I encourage you to take this opportunity to invite potential new members, members of your Board or local elected officials such as members of your town council or board of commissioners.

In addition, we are in the planning process for our MidWinter Conference, which will be March 5-6, 2009. Also, please mark your calendars for the 2009 Annual Conference, which will be June 15-17 in Atlantic Beach.

NCEDA is currently working to update the next edition of our membership directory. If you have not done so already, please update your profile on our Web site, [www.nceda.org](http://www.nceda.org). Profiles received by December 31 will be included in the new directory. If you were in the last directory and have renewed your membership for 2008-09, you will be included in the new edition.

Thank you for your continued support of NCEDA. I look forward to working with you in 2009.

*Scott T. Hamiet*

NCEDA President  
2008-2009



# 2008-09 NCEDA Calendar of Events

## **REGISTRATION NOW OPEN:** **NCEDA Professional Development Seminar** **“Ready to Respond to Requests for Proposals”** **January 27, 2009**

As a new addition to this year's professional development series, NCEDA is conducting a 3/4-day Professional Development Seminar that will help attendees better respond to Requests for Proposals (RFPs). Planned speakers include a site selection consultant, representatives from the N.C. Department of Commerce, regional developers, local developers and allies. Each speaker will discuss tips and tools for responding to Requests for Proposals.

Registration includes the 3/4-day seminar, networking breaks and lunch. See below for more details on the agenda.

**When:** January 27, 2009; 10:00 a.m. – 3:15 p.m.  
**Where:** N.C. Biotechnology Center; Research Triangle Park  
**Cost:** \$85 (NCEDA members); \$85 (non-members)

Register online at [www.NCEDA.org](http://www.NCEDA.org).

### **Professional Development Seminar Agenda:**

<b>10:00 – 10:05 a.m.</b>	<b>Welcome</b>
<b>10:05 – 11:05 a.m.</b>	<b>Best Practices in Responding to RFPs</b> N.C. Department of Commerce
<b>11:05 – 11:15 a.m.</b>	<b>Networking Break</b>
<b>11:15 – 11:45 a.m.</b>	<b>EDIS Updates</b> N.C. Department of Commerce
<b>11:45 a.m. – 12:30 p.m.</b>	<b>NETWORKING LUNCH</b>
<b>12:30 – 2:00 p.m.</b>	<b>Trends in Economic Development</b> Site Selection Consultant - Jeannette Goldsmith
<b>2:00 – 2:15 p.m.</b>	<b>Networking Break</b>
<b>2:15 – 2:45 p.m.</b>	<b>Responding to RFPs on a Regional Level</b> Regional Economic Developer
<b>2:45 – 3:15 p.m.</b>	<b>Infrastructure Concerns When Responding to RFPs</b> NCEDA Allies Panel
<b>3:15 p.m.</b>	<b>Closing Remarks</b>

## **Meet Your Board**

**This month we will feature board member George Sharpe.**



George Sharpe is the Director of Business Development for Giffels / IBI Group. His previous work includes positions with DeVere Construction Company, Lord Aeck & Sargent Architecture, Heery International, and CP&L/Progress Energy. Prior to that, he was a project engineer with Fiber Industries/Celanese Corp. in Florence, SC. He graduated from Clemson University with a BS in Mechanical Engineering and has his Professional Engineer's license.

His professional and civic involvement includes a prior and current term as a board member of NCEDA (he received NCEDA's first Ally of the Year Award in 1996), and he continues to serve on several boards and commissions supporting economic & community development and education.

George and his wife Tori, of 25 years, have two children, 23-year-old daughter Lindsey and 19-year-old son Graham. They enjoy traveling, sports, and just doing things together.

## **Meet Your Patron Sponsor**

**This month we will feature Patron Sponsor: AT&T.**

In 1876, Alexander Graham Bell invented the telephone. That was the foundation of the company that would become AT&T — a brand that has become synonymous with the best, most reliable telephone service in the world.

In 1984, through an agreement between the former AT&T and the U.S. Department of Justice, AT&T agreed to divest itself of its local telephone operations but retain its long distance, R&D and manufacturing arms. From this arrangement, SBC Communications Inc. (formerly known as Southwestern Bell Corp.) was born.

Twelve years later, the Telecommunications Act of 1996 triggered dramatic changes in the competitive landscape. SBC Communications Inc. established itself as a global communications provider by acquiring Pacific Telesis Group (1997), Southern New England Telecommunications (1998) and Ameritech Corp. (1999). In 2005, SBC Communications Inc. acquired AT&T Corp., creating the new AT&T.

With the merger of AT&T and BellSouth in 2006, and the consolidated ownership of Cingular Wireless and YELLOW-PAGES.COM, AT&T is positioned to lead our industry in one of its most significant transformations since the invention of the telephone nearly 130 years ago.

AT&T currently ranks 10th among the 2008 Fortune 500 Companies. Headquartered in Dallas, TX, AT&T currently employs 307,500 and is traded on the New York Stock Exchange.

Contact: Herb Crenshaw  
Phone: (919) 835-1448  
Email: herb.crenshaw@att.com



# JOB OPENINGS

## **Duplin County Economic Development Director**

**JOB DESCRIPTION:** Duplin County is seeking applicants for the position of Economic Development Director. The Director will work under the administrative direction of the Duplin County Economic Development Commission Board. Requires a Bachelor's degree in business administration or closely related field; supplemented by three (3) to five (5) years previous experience and/or training that includes the development and promotion of a city, county, or state; or an equivalent combination of education, training, and experience.

Must possess a valid driver's license issued by the State of North Carolina.

In accordance with the county's drug free workplace policy, employees will be subject to pre-employment and random drug screening.

**DUTIES INCLUDE:** Develops a plan for promoting Duplin County; interacts and communicates with top management of large corporations and utility companies; interacts with citizens; visits existing employers; interacts and networks with state and federal officials, and with the NC Department of Commerce, NC Rural Economic Development Center, and NC's Eastern Region; helps businesses and citizens prepare business plans; represents Duplin County at events and functions; attends workshops and conferences related to economic development; prepares technical reports; prepares budget for Economic Development Commission; maintains budget; prepares and maintains budget for capital development project; administers the County's Revolving Loan Program; prepares marketing materials and grant applications; serves on advisory boards which support departmental efforts; oversees the development and operation of county's industrial parks, industrial buildings, WestPark Business Technology Center incubator, and works with County departments and county towns on infrastructure issues; and assigns, reviews, plans, and coordinates work of Assistant Economic Development Director and Administrative Secretary; selects, develops, instructs, transfers, disciplines, and discharges subordinate personnel; evaluates performance and recommends salary increases for subordinate personnel.

Duplin County is located in eastern North Carolina, half-way between the capital of Raleigh and the seaport at Wilmington; I-40 connects Duplin County to these two areas. I-40 has 6 interchanges in Duplin County. Four industrial/business parks have been developed in the past 10 years as well as a business incubator.

Salary commensurate with qualifications and experience.

*Applications will be received until January 2, 2009, at 5:00 p.m.*

### **SUBMIT APPLICATIONS TO:**

**Duplin County Personnel Office  
224 Seminary Street, P. O. Box 910  
Kenansville, NC 28349**

Applications may be obtained from the County's web site – [www.duplincountync.com](http://www.duplincountync.com) – Job Opportunities link.

An Equal Opportunity Employer

# JOB OPENINGS

## **Salisbury-Rowan Economic Development Commission Project Manager**

**JOB DESCRIPTION:** The Salisbury-Rowan Economic Development Commission (EDC) is seeking to fill the position of Project Manager. The position requires a candidate with relevant education and experience who is capable of performing duties in a professional manner and who exhibits excellent interpersonal communication skills (both oral and written). The Project Manager is required to be self-directed and capable of delivering comprehensive project profiles in a timely manner.

The Project Manager will perform a variety of routine and complex administrative, technical and professional duties at the direction of the Executive Director of the EDC. The Project Manager will be expected to work a flexible schedule in accordance with the demands of the position.

**REQUIRED KNOWLEDGE AND SKILLS:** A working knowledge of current economic development trends and applications; familiarity with local, state, and regional economic development programs and practices; basic understanding of real estate transactions; awareness of appropriate marketing tools and methodology; up-to-date skills in software and technical applications including use of computer, telecommunication equipment, and LCD and sound systems; a thorough knowledge of all economic development resources and services available in Rowan County, as well as those resources provided by state, regional, and federal economic development organizations; demonstrated commitment to maintain contact with local, regional, and state economic development offices, utility companies, railroad, commercial and industrial realtors, and private business firms; and ability to communicate and interface effectively with elected officials, county and municipal leaders, media representatives, and the general public.

**REQUIRED QUALIFICATIONS:** A four-year degree from an accredited college or university or equivalent combination of experience and training to include three years' recent experience in economic development and a graduate of the Basic Economic Development Institute.

*Open until filled. First review of applications on or before December 29, 2008.*

**APPLICATION PROCESS:** Interested candidates may submit resumes via mail or email to:

**Robert Van Geons  
Executive Director  
Salisbury-Rowan EDC  
204 E. Innes St., Ste. 220  
Salisbury, NC 28144  
[vangeonsr@rowanedic.com](mailto:vangeonsr@rowanedic.com)**

# Upcoming Events



The Research Triangle Park (RTP), in partnership with the International Economic Development Council, is pleased to serve as the lead organizer for the **XXVI International Association of Science Parks World Conference on Science & Technology Parks, 2009**. Held in the United States for the first time, and expected to draw over 800 participants from 70 countries, this dynamic conference is a unique opportunity to engage with colleagues in the field of technology-based economic development to share innovative ideas around the conference theme of “**Future Knowledge Ecosystems: The Opportunity for Science and Technology Parks, Places and Partners.**”

**A Unique Opportunity for Economic Developers:** Preparing our communities for the future is a daunting challenge. Places and regions that are fully integrated, viable and use knowledge and its applications as the major driver in economic development will fair well in this new landscape. Attend the 2009 IASP World Conference to share cutting-edge ideas, engage in discussion and forecasting of unfolding global trends, and highlight applicable lessons learned and success stories in technology-led economic development. Take back to your community a deeper understanding of how technology and innovation will serve as the future engine of economic growth.

**When:** June 1 - 4, 2009

**Where:** The main venue for the conference will be the Raleigh Convention Center. The Welcome Cocktail on June 1, 2009 will be held at the RTP Headquarters.

**Registration:** To register online, please visit [www.iasp2009rtp.org](http://www.iasp2009rtp.org)

If you have something you would like posted in our newsletter, please let us know. Provide us with the details about your job posting, upcoming event or economic development news and it will be included in our next newsletter. Send your postings to [nceda@capstrat.com](mailto:nceda@capstrat.com).

# NCEDA Board of Directors

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### Immediate Past President

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