

Vol. III, Issue No.8 February 2005
Abbie Hollins, Executive Editor

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President's Message

by Mac Williams

The General Assembly officially began their long session last week, and with our legislators facing a \$1.2 billion budget gap, we must be prepared to advocate for NCEDA's legislative priorities. As we move forward, it will be more important than ever for our association to continue building on work done in recent years to elevate the role of NCEDA in helping determine policies and practices to keep our state competitive.

Our 2005 legislative agenda was sent to the membership this past week via email and fax. I would like to again thank the members of the Legislative Committee, chaired by Donny Hicks (Gaston County) and Scott Hamilton (Henderson County). Many of our priorities are in line with those of other business organizations, like NCCBI and Department of Commerce, and these coalitions put all of us at a stronger advantage to move our priorities forward.

Thanks to everyone who registered for this week's February 8 networking luncheon featuring Mark Vitner with Wachovia. It will be NCEDA's first time partnering with two other organizations within the economic development community – NAIOP and ACEC/NC – and if the sold-out crowd is any indication, it will not be the last.

The 2005 MidWinter Conference is a month away and you should have received your conference brochure and registration forms in the mail. The MidWinter Conference will offer our members a chance to take part in an ACC tournament party complete with giveaways (wear your favorite team colors!), enjoy a "Dinner of Champions," and hear from a range of

(cont'd on the next page)

NCEDA

North Carolina Economic
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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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N.C. Department of Commerce

Robert Stolz

The Hardwood Group

Tony Copeland

N.C. Department of Commerce

(con't from last page)

speakers presenting various panel sessions, including winning strategies in public policy, best practices for small business success and a presentation from top economic development leaders in our state.

It is also important to mention that during Thursday's Dinner of Champions at the Conference, NCEDA will announce the 2004-05 recipients of the organization's three scholarships: the Dan Stewart Scholarship; the Jack Ervin Scholarship; and the Governor James E. Holshouser Professional Development Scholarship. If you have not done so already, I urge you to apply for one of these scholarships, as the scholarships are designed to reward the dedicated developers across our state. Visit the NCEDA Web site to obtain an application: www.nceda.org.

In closing, the year ahead promises opportunities for NCEDA to make a difference. With your continued involvement and support, NCEDA looks forward to serving your interests.

Mark Your Calendars

February 8, 2005

NCEDA/NAIOP/ACEC Networking Luncheon

Guest Speaker: Mark Vitner

Grandover Resort

Greensboro, NC

March 10-11, 2005

NCEDA 2005 MidWinter Conference

Pinehurst Resort

Pinehurst, NC

May 18, 2005

NCEDA 2005 Legislative Reception

NC Museum of History

Raleigh, NC

June 5-7, 2005

NCEDA 2005 Annual Conference

Sheraton Atlantic Beach

Atlantic Beach, NC

Meet Your Board

This month we feature board member Katherine Thomas.

A Progress Energy employee for 25 years, Katherine has held a number of management and marketing positions, serving as Manager, Community Relations (Triangle Region), Business Development Manager; District Manager (Henderson), Western Region Sales Manager (Asheville), and Area Manager (Hartsville/Darlington, South Carolina). She led the Community Relations integration effort during the Florida Progress Corporation acquisition.

Katherine completed Leadership North Carolina in June 2000, and she is a 1998 graduate of Leadership Raleigh. She helped lead the Raleigh Road Bond effort to a successful vote in 1998, and also the Raleigh Road, Parks & Affordable Housing Bond in 2000.

Katherine was honored at the 1999 Women in Business Awards, at which The Triangle Business Journal pays tribute to 25 women who've made a distinctive impact on the Triangle business community.

Since moving to Raleigh in 1997, Katherine has been active in the triangle and throughout the state, accepting leadership positions in a number of community and economic development organizations. Katherine presently serves on the Communities in Schools-North Carolina, Board of Directors; Meredith College Business Advisory Board; Wachovia Community Advisory Board; Research Triangle Regional Partnership Board; Raleigh Chamber of Commerce, Board of Directors and Executive Committee (where she is the 2004 Economic Development Board Chair), and Raleigh Community Hospital Advisory Board. She is treasurer for the North Carolina Commerce Trade and Development Fund, Inc. and a member of the North Carolina Economic Developers Association (serving on the 2004 annual meeting committee). She is a member of Triangle CREW and White Memorial Presbyterian Church.

A native of Gastonia, Katherine is a Meredith College alumnae and magna cum laude graduate.

Katherine, her husband, Dr. Ken Thomas and son, Will, reside in Raleigh.

Patron Sponsor Profile

This month we feature CSX Corporation.

CSX Corporation is the parent company of a number of subsidiaries that provide multimodal freight transportation services across America and around the world. Formed in 1980, CSX Transportation operates the largest rail network in the eastern United States. CSX Transportation, based in Jacksonville, Fla., provides rail transportation over more than 23,000 route miles in 23 states, the District of Columbia and two Canadian provinces. In addition, it provides services to customers outside its network through its strategic partnerships with shortline and Class I railroads in the United States, Canada and Mexico. CSX serves more North American ports than any other U.S. railroad, and, through CSX Corporation subsidiary company CSX World Terminals, also reaches key ports in Europe, Asia, and South America. CSX Intermodal is the nation's only transcontinental intermodal service provider, with single-line non-stop service between the Midwest and New York and New England. Together with CSX Transportation, it offers the industry's fastest service between the consumer-rich markets of New York/New England and Florida, and provides transcontinental service linking the eastern U.S. with key markets on the West Coast.

CSX Transportation's Regional Development Department works closely with state and local economic development authorities to bring new businesses and jobs to communities along its system. Through its industrial development program, CSX Transportation has played a key role during the last decade in helping nearly 1100 companies locate and expand along its rail lines. Since 1994, CSX Transportation has supported approximately \$25 billion in industrial development projects, creating over 70,000 jobs.

Contact:
Clark Adams
CSX Transportation-Regional Development
919-851-5445
Email: clark_adams@csx.com
Website: www.csx.com

NCEDA Updates

Calling for NCEDA 2005-2006 Board Nomination Applicants

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

The NCEDA 13-member Board of Directors governs the association. Each year at the Annual Conference, held in June, members of the association elect four officers (president, vice president, secretary/treasurer and immediate past president) and nine members to serve on the board.

The active past presidents of NCEDA constitute the nominating committee, chaired by the immediate past president. Members interested in board service should contact one of the past presidents. A complete listing of NCEDA's past presidents can be found on page 88 of the 2004-2005 membership directory. Applications can be found on the NCEDA Web site and on the last page of this newsletter.

Nominations are due on or before April 16, 2005 by 5:30 p.m. in the NCEDA office.

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

NCEDA Updates

NCEDA 2005 MidWinter Conference

This year's conference guarantees to be a spectacular event, complete with an ACC Tournament party! Registration forms are due on Friday, February 25, 2005.

Tentative Schedule:

Thursday, March 10

Golf Registration and Lunch	12:15p.m.
Conference Registration	6:00-7:30p.m.
Tip-Off Reception	6:30-7:45p.m.
Dinner of Champions	7:45-9:00p.m.
Game Time Reception	9:00-10:30p.m.

Friday, March 11

Breakfast	7:00-8:30a.m.
Conference Program	8:30-12:00p.m.

NCEDA Business Session

8:30 - 9:15 a.m.

Mac Williams, NCEDA President
Sec. Jim Fain, NC Dept. of Commerce

Introducing the A-Team

9:15 - 10:00 a.m.

Sec. Jim Fain, NC Dept. of Commerce
Watt Carr, Piedmont Triad Partnership

Winning Strategies in Public Policy

10:00 - 10:45 a.m.

Tim Kent, NC Realtors Association
Leslie Bevacqua Coman, Capstrat

Growth Team: Best Practices for Building Small Companies

11:15 - 12:00 p.m.

Tim Janke, J.D. - SBTDC and IMAF
Dr. Connie Wilson - Endacea
David Fitchett - Carolina Glass and Mirror
Moderator: Scott Dougherty, SBTDC



Job Posting

Economic Development Director RiverLink Asheville, NC


Founded in 1986 RiverLink is a non-profit organization spearheading the economic and environmental revitalization of the French Broad River and its watershed as a destination to live, work and play.

We seek an individual with experience in sustainable economic development, affordable housing, transportation, master planning, reviewing and developing business plans and preparation of RFP and RFQ's. The successful candidate will be a resource to the riverfront property owners and executive director. Night and weekend work may be required.

Additional requirements include:

- Identify projects and resources to implement the Wilma Dykeman RiverWay
- Identify conservation development opportunities and alternatives
- Assist property owners develop materials and information needed for permitting
- Seek funding for implementation of plan
- Draft RFP & RFQ documents as well brochures, promotional, educational and marketing materials
- Research river protection ordinances and architectural standards

If you know about smart growth, are good with numbers and analysis, have experience with RFP's and RFQ's, have great computer and communication skills, know how important transportation is then send your resume to:
P.O. Box 15488
Asheville, NC 28813-0488



Job Posting


Economic Development Recruiter Cabarrus Regional Chamber of Commerce Kannapolis, NC

The position is responsible for the recruitment of businesses in the following industry clusters: motorsports and automotive, information technology, manufacturing, corporate headquarters, biotechnology, health care and supporting industries. The position will coordinate initiatives involving the development of a strong national and international recruiting program, including stimulating entrepreneurial development, developing and maintaining effective relationships with Site Selection Consultants, Brokers and other Economic Development professionals, and provide support for the community's total economic development effort.

The Cabarrus Regional Chamber of Commerce and Economic Development serves as the primary economic development and marketing entity for the cities of Concord and Kannapolis, the towns of Harrisburg, Midland and Mt. Pleasant and Cabarrus County, North Carolina.

Successful candidate must have a minimum of five years experience with strong results as measured by investments and jobs, marketing, administrative and communications expertise.

Please send a resume, cover letter and salary to:
3003 Dale Earnhardt Boulevard
Kannapolis, NC 28083
704-782-4000 / fax 704-782-4050
chambermail@CabarrusChamber.org





Job Posting

Executive Director Chapel Hill Downtown EDC Chapel Hill, NC


Essential duties and responsibilities include: planning, leadership and supervision; client services; programs and initiatives to support the strategic plan and priorities established by the board of directors; information and communication; linkages with other downtown stakeholders; and, management of the corporation. Position reports to the board of directors.

Requires: education/experience equivalent to a degree in Business, Public Administration, Planning or related field; five plus years experience and record of accomplishment in managing downtown organization, business or economic development, real estate development, management or equivalent experience; CED certification or Main Street experience is a plus; excellent interpersonal and verbal and written communication skills are essential.

The salary for the position is \$70,000+ based on job experience, salary history and past accomplishments. Applicants should send a detailed cover letter and resume by email to "chdedc@townofchapelhill.org". A complete job description is available at "www.townofchapelhill.org/chdedc".

Application deadline is March 1 2005.

The Chapel Hill Downtown Economic Development Corporation is an Equal Opportunity Employer.



Job Posting

President/CEO Rolla Regional Economic Commission Rolla, MO


The RREC is seeking an energetic leader to guide and manage creation and implementation of economic development efforts in the Phelps County/Rolla Missouri region. The RREC President/CEO reports to a twelve member Board of Directors, and interacts with key business, government, and institutional leaders, as well as economic and community developers throughout the region.

Position requirements: Bachelors degree in relevant field of study. MBA and/or CEcD certification preferred. Preference is for at least six years of management and economic development experience. Candidates must possess a comprehensive knowledge of marketing, business development, and sales. Previous experience in solicitation of program funding from municipal and corporate sources and building and maintaining public/private partnerships in economic development is a plus.

Salary is dependent on qualifications. Applications will be until filled. To apply, submit a resume and cover letter to:

Acuity Consulting, LLC
Attn: RREC CEO Position
800 University Drive, Suite 105
Rolla, MO 65401
or email to mmdean@earthlink.net

For more information about RREC and the Rolla region, visit <http://www.rollacity.org/comdev/development.html>



**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