

Vol. V, Issue No.7 January 2007
Kira Peoples, Executive Editor

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President's Message

by Ronnie Goswick

Greetings and happy New Year to all.

Thanks to everyone who joined us last year for our December networking luncheon featuring Charles Hayes and his discussion of the University of North Carolina's role in economic development. We had record-breaking attendance and standing room only! For those of you who missed his presentation, or would like a second look, the power point is posted on our homepage at www.NCEDA.org. You will see the link in the bottom half of the page.

And coming up this month, we are excited to have Leslie Bevacqua Coman as the speaker for our January networking luncheon. In preparation for the upcoming legislative session, NCEDA has invited Leslie to address our members about the changes to North Carolina's lobbying laws and ethics reform legislation.

Leslie is one of the top lobbyists in our state and before coming to Capstrat, served as vice president of governmental affairs for North Carolina Citizens for Business and Industry (NCCBI). Please join us for a discussion about the challenges and opportunities associated with these changes. There is still space available, so visit our Web site today and register for this event.

Thank you to all of our members who participated in the membership survey. We were very pleased with the response rate. Be on the lookout in the coming weeks for the results to be posted to the Web site.

I'd like to give you an update on the status of NCEDA's 2007 Legislative Agenda. The NCEDA Legislative Committee met in October, following the 2006 Fall Conference. Based on the feedback of the committee and that of the membership survey, the NCEDA Legislative Co-chairs are currently finalizing our 2007 NCEDA Legislative Agenda. We will be sure to share this with the membership as we enter the legislative session.

Please be sure to save the date of March 6 for the 2007 NCEDA Legislative Reception. The event will be held from 5:30-7:00 p.m. at the N.C. Museum of Natural Sciences.

And finally, next month, be sure to check your mailbox for your 2006-2007 NCEDA Membership Directory.

We are looking forward to a productive 2007. Cheers!

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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Executive Director

John Peterson

Save the Date!

NCEDA 2007 Legislative Reception

March 6, 2007; 5:30-7:00 p.m.

North Carolina Museum of Natural Sciences

11 W. Jones St., Raleigh, N.C.

NCEDA CALENDAR of EVENTS

January 17, 2007

NCEDA Networking Luncheon

Capital City Club; Raleigh, N.C.

March 15-16, 2007

NCEDA 2007 Midwinter Conference

Pinehurst Resort; Pinehurst, N.C.

June 20-22, 2007

NCEDA 2007 Annual Conference

Sheraton; Atlantic Beach, N.C.

NCEDA 2006-2007 Membership Directories are coming soon!

Be on the lookout for your 2006-2007 Membership Directory!

Directories are set for delivery the first week of February.

Meet Your Board

This month we feature Board member John Hunter with Womble Carlyle Sandridge & Rice PLLC.

John Hunter is an attorney with Womble Carlyle Sandridge & Rice PLLC. John's practice is primarily focused on assisting clients with economic development initiatives and opportunities in the Carolinas. Having served as Director of Economic Development for the two-state, sixteen-county Charlotte Regional Partnership, John works closely with domestic and international companies seeking to expand or relocate to the Carolinas and the southeast United States. John has negotiated economic incentive packages for clients on the state and local levels, and has counseled those clients on various regulatory/permitting matters as well as incorporation procedures.

Further, John has worked closely with negotiating and drafting Industrial Revenue Bond offerings, as well as Fee-In-Lieu-Of-Property-Tax Agreements. John is proficient in Japanese and is a member of the Charlotte Japan-America Association.

John also spends a good amount of his personal time volunteering in his community. Just some of the various organizations in which he is involved include: Former Member of Strategic Planning Committee, Providence United Methodist Church; Coach, Charlotte Junior Soccer; Alumni of the Youth for Understanding Exchange and the Greater Charlotte YMCA.

John attended Duke University for his undergraduate education, followed by the University of North Carolina School of Law.

Meet Your Patron Sponsors

This month we feature S&ME.

S&ME is an engineering and environmental services firm providing geotechnical and construction materials engineering, testing, quality control and assurance, and occupational health and safety services.

With the expertise of 700 employees and the experience of over a quarter-century, they bring professional and technical know-how to produce cost-effective, timely solutions.

S&ME believes that engineering, scientific and technical services must be directed by professionals with significant experience in the disciplines relevant to your needs.

And don't forget... NCEDA's January Networking Luncheon

Join us as we discuss the changes to North Carolina's lobbying laws and ethics reform legislation.

When: Wednesday, Jan.17; noon – 1:30 p.m.

Where: Capital City Club; Raleigh, N.C.

Cost: \$40 members, \$60 non-members

Register online at www.nceda.org.

Register by Monday, January 15.



“5 Pillars of Executive Leadership in a Non-Secure World” Conference

**February 8, 2007, 8:30 AM – 4:30 PM
Hilton Charlotte Center City, Charlotte, NC**

Dear NCEDA Members:

September 11, 2001, the United States witnessed an unprecedented terror and a targeted economic attack. Hurricane Katrina taught us the power of horrendous natural disasters and the need for comprehensive contingency planning. Now, more than ever, security is a key issue that business leaders must address, collaborate on and commit to.

We are engaged in an economy of great opportunity. Businesses, regardless of size or scale, are no longer geographically bound and must forge extensive relationships in order to succeed in this global economy. As technology connects us, it exposes companies to new corporate threats that include a global war on terror, transnational organized crime, economic espionage, cyber intrusions and natural disasters that have resulted in significant economic losses.

NCTA recognizes that in order for companies to remain on the forefront of innovation and global competitiveness, business leaders need to embrace security as a corporate ethic and weave a culture of security throughout the corporate enterprise. We engage our companies to better understand the threat landscape and prepare to protect their people, intellectual property and infrastructure. It is in this framework we are launching two “5 Pillars of Executive Leadership in a Non-Secure World” conferences. The first conference will be held Thursday, February 8, 2007, 8:30 AM to 4:30 PM, at the Hilton Charlotte Center City, in Charlotte, NC. The second conference will be held on June 7th in the Research Triangle Park. Partial listings of invited speakers for the Charlotte conference include:

- Dr. Julie Casani, NC Public Health Preparedness
Director, NC Department of Public Health

- Bill Chu, Professor, Department of SW and Information Systems at UNC-Charlotte
- Gary Gardner, Director of Security, NASCAR
- Russell Nelson, Special Agent in Charge, Secret Service
- David Szady, Senior Vice President, Perot Systems Government Services and former Assistant Director for Counterintelligence, FBI
- Keith Melton, author of *The Ultimate Spy* and world renowned historian and specialist on clandestine operations and espionage tradecraft (*invited*)
- Ed Carney, VP & General Manager of Government Services, Cisco Systems (*invited*)

The conferences will assemble experts in the areas of contingency planning, cyber security, intellectual property protection, physical security and protecting people to discuss present threats, future preparation and how these pillars will directly impact the economic development of your company. In addition, we draw upon our collaborative relationship with the FBI to raise awareness amongst our corporate leaders, on counter-intelligence matters. We will continue to build relationships through the InfraGard and Domain program which has helped the FBI to protect our economic competitiveness and national security interests.

This conference is not just for the “risk-management” team or the “head of security,” it is for leaders and decision makers who need to understand the current and trending paradigms that impact their global businesses or their start-up operations right here in North Carolina. Enclosed you will find a registration form and a menu of sponsorship opportunities you can take advantage of a higher level of participation and exposure.

We hope that you will join us on February 8th and would like extend a special conference registration for members of NCEDA. Included is a registration form to attend the conference for our special rate of \$70. For more information or to register, please contact Marc Montoro, Director of Programs, at (919) 856-0393 ext. 225 or mmontoro@nc-tech.org.

Sincerely,

Joan P.H. Myers
President & CEO

JOB OPENINGS

Executive Director

Chatham County Economic Development Corporation
Pittsboro, N.C.

The Chatham County Economic Development Corporation, a private, non-profit is seeking a visionary Economic Development Director who is a highly effective communicator and consensus builder to maximize the economic potential of Chatham County.

Located in the heart of North Carolina, Chatham County, has a rapidly growing population currently close to 60,000, consists of the towns of Siler City, Pittsboro and Goldston. This community seeks an already successful economic developer who wants to take an expanding community to a new level of excellence. Successful candidates must have strong sales and marketing experience, product development expertise, excellent client and consultant development skills, professional integrity and ability to work well with an excellent team of business leaders, public sector and regional partners.

A minimum of a Bachelor's degree in economic development, business administration, marketing or related field is required. Five years experience in economic development desirable. Certified Economic Developers preferred. Applicant will play a key role in creating and implementing an economic development plan for Chatham County.

Competitive salary and benefits. Salary dependent on qualifications.

To apply, send resume and salary history to:
Chatham County Economic Development Corporation
PO Box 1627
Pittsboro, NC 27312
chathamedc@earthlink.net

Across the State

North Carolina Brownfields:

Community Development Opportunities Workshop

Where: Greensboro, Sheraton Four Seasons Hotel

When: 12:00 p.m., Thursday, February 15 to 2:00 p.m., Friday, February 16, 2007

Register Online: www.nado.org

For more information contact Kelly Novak, NADO Research Foundation, 202.624.7809, knovak@nado.org or Bill McNeil, North Carolina Association of Regional Councils, 919.622.3303 or ncregions@mindspring.com.

Learn how rural and small metro communities cleanup and redevelop contaminated properties.

2006 Salary Survey Report of Economic Development Professionals

Is Your EDO Competitive In Terms of Salaries? Are You?

Perhaps your economic development organization (EDO) is looking to hire a new employee. How do you know that your offer is competitive, or what benefits should be provided? Or maybe you're looking to move to a new community. How do you know what someone with your experience and expertise can expect to make? The International Economic Development Council's (IEDC) new *2006 Salary Survey Report of Economic Development Professionals* can help with the answers.

Based on responses from 5,000 economic developers throughout North America, this is the largest and most comprehensive salary survey ever conducted for the profession. In October 2006, this surveying effort was launched in partnership with your state association along with 22 other state associations. Results were analyzed and compiled into a report, which provides a detailed profile of respondents' activities, compensation and benefits, including 70 pages of data tables. Compensation tables present data by personal, career-related, organizational and geographic factors (metro area, region, and state). Survey results also are broken down by position, jurisdiction size and EDO operating budget.

Get your *2006 Salary Survey Report* now:
IEDC member price*: \$95, Non-IEDC member price*: \$125
Go to iedconline.org to purchase your copy today!