

Vol. III, Issue No.7 January 2005
Abbie Hollins, Executive Editor

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President's Message

by Mac Williams

On behalf of the board of directors, I hope everyone had a safe and happy holiday season and is off to a rewarding new year.

Your association is full of activity as we enter the second half of our membership year, with a number of events lined up over the next several months.

Let me again offer my congratulations to the Triad for securing Dell Computers. Despite all of the negative talk of incentives over the past two months, NCEDA stood firm in our commitment to job creation, and we look forward to the opportunities that Dell will bring to the Triad and our state.

The 2005 MidWinter Conference is right around the corner (March 10-11 at Pinehurst Resort in Pinehurst, NC) and Katherine Thomas is pulling together an excellent program. For those of you interested in catching the ACC action, there will be a first-ever NCEDA Sports Bar complete with a big screen tv for attendees to view the first rounds of the tournament. We look forward to a great turnout, and more information will be available soon.

Our first networking lunch of the New Year will be held next Wednesday at the Cardinal Club in Raleigh. Dr. Larry Keen with the NC Community College System will address our group on the System's newest initiatives, and a limited number of seats still remain.

On the Legislative front, the NCEDA legislative committee is finalizing the 2005 legislative agenda, which we will share with

(cont'd on the next page)

NCEDA

North Carolina Economic
Developers Association, Inc.

Developments is published the first
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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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the membership. Thanks to the legislative committee, who met in December with Scott Hamilton and Donny Hicks to offer ideas and suggestions on what to incorporate, NCEDA will have a solid set of legislative priorities. Please mark your calendars for the NCEDA 2005 legislative reception scheduled for May 18.

The 2004-2005 membership directory was mailed out in late December. Please contact the NCEDA office if you need additional copies. And though membership renewals are still 6 months out, remember to update the NCEDA office with your new information if you change places of employment, as well as continue to encourage others to join our organization.

Lastly, the 2005-2006 Board nomination process is underway. You are encouraged to discuss your interest in serving on the board with an NCEDA past president. Nominations are due on April 16, 2005. Please find a board application on the last page of this newsletter.

Looking forward to a productive 2005.

Mark Your Calendars

January Networking Luncheon

Guest Speaker: Dr. Larry Keen

January 12, 2005

Cardinal Club

Raleigh, NC

12:30 - 1:45 p.m.

February Networking Luncheon sponsored by: NCEDA, ACEC/NC & NAIOP

Guest Speaker: Mark Vitner

Grandover Resort

February 8, 2005

12:00 - 1:30 p.m.

NCEDA 2005 MidWinter Conference

March 10-11, 2005

Pinehurst Resort

Pinehurst, NC



Meet Your Board

This month we feature board member James T. Fain III.


Jim Fain was appointed Secretary of Commerce by Governor Mike Easley in March 2001. Prior to his appointment, Fain served as the Assistant Secretary of Commerce for Economic Development since July 1999, following a career in banking with First Union Corporation.

A long-time participant in city, county and state civic efforts, Fain serves in a variety of volunteer posts. He is a member of the Board of Trustees for Rex Healthcare and the Wake Education Partnership and a director of the NC Economic Developers Association, and the N.C. Museum of Art Foundation.

Fain's past civic activities and honors include: Director of the Triangle United Way, Director of the Greater Raleigh Chamber of Commerce, the 1999 recipient of the A.E. Finley Award and the 1995 recipient, jointly with his wife Peggy, of the Individual Award from the United Arts Council.

As Assistant Secretary, Fain initiated a strategic review of all economic development divisions within the Department, leading to a number of restructuring and re-engineering efforts. Under his leadership, the Department is currently working to position North Carolina for success in the industries, marketplaces and technologies of the 21st century.

Fain graduated with a Bachelor of Arts in Political Science in 1971 and a Master's in Business Administration in 1975, both from the University of North Carolina at Chapel Hill. He and his wife live in Raleigh and have two children, Catherine and John.




Patron Sponsor Profile

This month we feature PSNC Energy.

PSNC Energy distributes natural gas to residential, commercial and industrial customers throughout North Carolina. It is a wholly owned subsidiary of SCANA Corporation and began operations in the mid-1930s.

In its 28-county service area, PSNC Energy serves some of the nation's most rapidly growing and economically successful markets. PSNC Energy's territory includes 96 cities and communities, including the Raleigh, Durham and Chapel Hill areas in the north central part of the state; the Concord, Statesville and Gastonia areas in the Piedmont; and the Asheville, Hendersonville, Brevard and Sylva areas in western North Carolina.

The Gastonia-based multi-million dollar company serves approximately 400,000 winter-peak customers and employs close to 860 people.



Interested in being a Patron Sponsor?

How would you like to increase the visibility of your company or organization for a reasonable price? If this idea appeals to you, consider joining the business elite by becoming an NCEDA patron sponsor!

NCEDA's patron sponsors are the highest level of sponsorship for the organization. As a patron sponsor you receive a variety of benefits, including:

- Verbal recognition, ribbons, and signage at each of the three major NCEDA conferences
- Feature article highlighting your organization in the NCEDA newsletter
- Company logo featured in the annual NCEDA Membership Directory
- Company name and logo featured in Member Search on NCEDA's Web site, as well as an ad next to each member's directory entry with link to company web page.

The support of our patron sponsors allows NCEDA to remain the leading organization for economic development professionals and their allies, as well as North Carolina's leading advocacy organization for economic development.

NCEDA patron sponsorships are \$2,500 a year. If you are interested in becoming a patron sponsor, please contact:

John Peterson, Executive Director
888.246.2332
jpeterson@capstrat.com

NCEDA Updates

2005 MidWinter Conference

The 2005 MidWinter Conference is two months away, scheduled for March 10-11, 2005 at the Pinehurst Resort in Pinehurst, NC!!

This year's conference guarantees to be a spectacular event, complete with an NCEDA ACC Tournament party! Plan to attend this conference that will feature a solid program discussing issues pertinent to our members, including: winning strategies in public policy, a presentation by some of the top leaders in economic development in our state and a panel devoted to small businesses, a vital North Carolina industry.

Hotel accommodations information will be available on NCEDA's Web site beginning next week. As in past years, Pinehurst Resort has secured several rooms under an NCEDA room block, but these rooms do go quickly, so be sure to reserve yours as soon as possible. It is important to note that this year, the hotel cost will cover your ROOM and BREAKFAST. Your conference registration fee will cover the cost of the two receptions, dinner and break.

Conference brochures will be in the mail at the end of January.

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NCEDA Board Nominating Process

NCEDA is now accepting nominees for the 2005-2006 NCEDA Board of Directors. Directors serve staggering three year terms.

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NCEDA Updates (con't)

Nominations are due on or before April 16, 2005.

You are encouraged to discuss your interest in board service with the NCEDA past presidents. The past presidents make up NCEDA's Nominating Committee, which is the Committee who elects the new class of board members each year. A list of the past presidents can be found on page 88 of your membership directory. Please find a board nomination application on the last page of this newsletter.

For more information about NCEDA's Board of Directors or to fill out an application, please visit the Web site: www.nceda.org.

2005 MidWinter Conference Sponsorships
With the MidWinter Conference planning already underway, now is the time to consider being a 2005 MidWinter Conference sponsor!! Sponsorships start at \$500, and are a great way to showcase your organization. For more information about sponsoring the 2005 MidWinter Conference, please contact one of the MidWinter Conference Sponsorship Chairs:

Conley Hilliard
chilliar@electricities.org
919.760.6325

Joanna Thompson
jthompson@wayncecountyedc.org
919.731.7700

Todd Tucker
todd.tucker@pgnmail.com
919.546.2652

Job Posting

EXISTING INDUSTRY / KEY ACCOUNTS COORDINATOR

City of Monroe
Monroe, NC

This is a part-time position. The successful candidate must be able to perform activities associated with meeting, surveying, reporting, managing, assisting, and event planning for the Existing Industries. The candidate must also have the ability to read financial documents, engineering drawings and technical drawings.

The successful candidate requires a Bachelor's degree in planning, marketing, electrical engineering or other relevant fields with one to two years experience. Certification as Certified Energy Manager and/or Key Public Power Associate is extremely valuable. This person should be flexible and willing to work outside of normal business hours.

To apply, you must possess a valid driver's license and ability to provide own transportation. Multi-tasking computer skills are required. Salary will depend on qualifications. To apply, please send resume to:
The City of Monroe
300 W. Crowell St.
Monroe, NC,

OR fax resume to 704-282-5784, or call 704-282-4506. EOE/Drug Free

**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