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Abbie Hollins, Executive Editor

## Inside...

A Message From Your President...	1
Upcoming Events.....	2
Meet Your Board.....	3
Patron Sponsor Profile.....	3
'05 Annual Conference Update.....	4
Legislative Reception Re-cap.....	4
Job Posting.....	5
Thanks to Patron Sponsors.....	5

## President's Message

by Mac Williams

With June's arrival, a very exciting and busy year for NCEDA is closing and another is beginning. For the association, the swirl of activity around ending one year and starting the next is mere routine and the transition will be seamless. That is as it should be and is testament to the solid foundation the association enjoys due to three fundamentals:

- committed and talented volunteer leadership
- excellent professional management
- and, most importantly, an involved and supportive membership base.

It will be critical that these fundamentals be maintained as NCEDA continues fulfilling our mission as "the voice for economic development" in North Carolina.

Having had the privilege of serving the last six years as a Board member and in the various Officer roles, and participating in those annual June transitions, I have no doubt NCEDA will persevere and prosper.

To the Board members and officers, past and present, thank you for the association structure you have forged and maintained over time. It provides the vehicle for a healthy flow of volunteer participation and leadership while ensuring a necessary continuity.

To the association staff and management, past and present, thank you for your consistent, professional, responsive support – most of it behind the scenes and under-appreciated.

(continued on next page)

### NCEDA

North Carolina Economic  
Developers Association, Inc.

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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

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Your handling of the constant, daily press of deadlines, details, and diversions on multiple fronts allows for the volunteer experience to be focused, enjoyable, and rewarding.

Most importantly, thank you to the membership for your sustained support be it financially through your dues and sponsorships or personally, as an event participant or committee volunteer. The active participation of our membership is the key to the continued success of NCEDA.

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## UPCOMING EVENTS



**June 5 to 7, 2005**

NCEDA 2005 Annual Conference  
Sheraton Atlantic Beach  
Atlantic Beach, NC

**September 6 to 9, 2005**

33rd Annual Basic Economic Development  
Course  
University of North Carolina - Chapel Hill  
Chapel Hill, NC

**October 12 to 13, 2005**

NCEDA 2005 Fall Conference  
Grandover Resort  
Greensboro, NC

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## Meet Your Board

*This month we feature Board member Donny Hicks.*

Donny Hicks is the Executive Director of the Gaston County Economic Development Commission, a position he has held for seventeen years. Prior to his appointment as Director he served as the Development Specialist for the same organization. The EDC is a Gaston County Department charged with recruiting new business, retaining existing companies, marketing our assets and the development of public and private business parks.

He is a cum laude graduate of the University of North Carolina at Charlotte and earned a Master of Public Administration degree from the University of North Carolina at Chapel Hill. Mr. Hicks is a graduate of the Economic Development Institute and the Economic Development Executive Program at the University of Oklahoma. He has earned the Certified Economic Developer designation from the International Economic Development Council. He has also earned the designation of Certified Commercial Investment Member from the Commercial Investment Real Estate Institute and the Designation of Economic Development Finance Professional from the National Development Council.

In 2001 he was chosen by the North Carolina Economic Developers Association at the Practitioner of the Year. He serves on the Board of Directors of the North Carolina Economic Developers Association and is the Co-Chair of the Legislative Committee.

Donny is married to Laurel Hicks. She is the Assistant Director of the Gaston County Public Library. They have fourteen-year-old twin girls.

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## 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.

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## 2005 Annual Conference Update

As the conference is this weekend, we would like to make sure that everyone understands what to expect upon arriving at the conference and going through the registration process.

Registration items will be available for everyone at the Conference check-in. These items include:

- \* 2005 Annual Conference Program
- \* 2005 Annual Conference Attendee List
- \* 2005 Annual Conference Sponsor Inserts
- \* Nametags for registered events
- \* Drink tickets for registered events

Registration for the conference will take place between 5:00-7:00 p.m. on Sunday, June 5, 2005, with the Welcome Reception in honor of Past Presidents beginning at 6:00 p.m.

Registration will resume on Monday, June 6, 2005 from 7:30-8:00 a.m., with the NCEDA Business Session beginning at 8:30 a.m.

If you have any questions/concerns about the 2005 Annual Conference registration process, please contact Abbie Hollins: [ahollins@capstrat.com](mailto:ahollins@capstrat.com) or 888-246-2332.

Thank you, and we look forward to seeing you at the beach!



## 2005 Legislative Reception

NCEDA hosted the association's 2005 Legislative Reception last Wednesday, May 18, at the N.C. Museum of History in downtown Raleigh. The event was well-received, drawing in legislators from around the state and several members of the Council of State. Despite the House being called back into session at 5:30 p.m., many members still managed to swing by after recessing for the night at 7:00 p.m.

We would also like to give a special thanks to Duke Power and PSNC Energy for their sponsorship of the 2005 Legislative Reception.

Finally, thank you to all of our members who were able to attend. NCEDA's legislative reception continues to be a key way for our members and the members of the General Assembly to connect and build on important relationships. NCEDA is proud that our reception has grown into one of the premier legislative events of the season, and it certainly would not have this reputation without the continued support from our members.

Thank you!






## **Job Posting**

Economic Development Specialist (Posting  
6100-637)  
Orange County Economic Development  
Commission  
Hillsborough, NC

Assists the Economic Development Director to encourage economic development throughout the County and achieve the goals of the EDC Strategic Plan. Develops and produces information about the County's economic development activities for citizens, clients, other departments and other interested parties. Represents the department at public meetings. Coordinates client visits and business round tables. Master's degree preferred. Position requires working knowledge of economic development principles and practices, general knowledge of research and statistical techniques, and general knowledge about business growth and development. Hiring Range: \$37,039 - \$48,125. Orange County provides a comprehensive employee benefits package, including membership in the NC Local Government Employee's Retirement System. Closing Date: 6/8/05.

Apply To: Orange County Personnel Department, 208 S. Cameron St., P.O. Box 8181, Hillsborough, NC 27278. Phone: (919) 245-2550. Fax: (919) 644-3009. Web site: [www.co.orange.nc.us](http://www.co.orange.nc.us). An official Orange County Application For Employment is required and must be received on or before the closing date. Resumes will not be accepted unless accompanied by a completed application form. EEO



## **THANK YOU TO OUR 2004-2005 PATRON SPONSORS!**

**BellSouth**

**CSX Transportation, Inc.**

**Duke Power**

**ECS, Ltd.**

**ElectriCities of NC, Inc.**

**NC Electric Membership  
Corporation**

**NC Department of Commerce**

**Norfolk Southern Corporation**

**Piedmont Natural Gas**

**Piedmont Triad Partnership**

**Progress Energy**

**PSNC Energy**

**S&ME, Inc.**

**Sprint**

