

Vol. III, Issue No.9 March 2005  
Abbie Hollins, Executive Editor

## Inside...

|                                     |   |
|-------------------------------------|---|
| A Message From Your President...    | 1 |
| Mark Your Calendars.....            | 2 |
| Meet Your Board.....                | 3 |
| Patron Sponsor Profile.....         | 3 |
| MidWinter Conf. Guide.....          | 4 |
| Job Postings.....                   | 5 |
| NCEDA Update.....                   | 6 |
| Board of Directors Application..... | 7 |

## President's Message

by Mac Williams

There has been much discussion in the economic development community lately surrounding the William S. Lee Act changes and the future of incentives. It is important for our membership to remain unified behind our legislative priorities and to continue building on work done in recent years to elevate the role of NCEDA in helping determine the best ways to keep our state competitive. I would like to reiterate my confidence in the belief that NCEDA and our other partners will continue to be a part of the important dialogue surrounding these issues. Our feedback and input will be critical to the potential changes that may soon be recommended to the Legislature, so let's continue to work together to make sure our voice is heard.

Changing gears, NCEDA's 2005 MidWinter Conference will be officially underway in a few days; I hope everyone is looking forward to it as much as I am. The theme for this year's conference is "Building Championship Teams for Economic Development Success," and Katherine Thomas and her committee have lined up an excellent program that gets to the heart of this idea. Those of you who will be able to join us next week will hear tips for successful lobbying from some of North Carolina's top lobbyists; receive an overview of best practices that will help to ensure small business success; and enjoy a panel on winning partnerships featuring some of North Carolina's economic development champions: Sec. Jim Fain, Watts Carr and Jordy Whichard, who was recently appointed chair of the NC Economic Board.

Thursday night's ACC tournament party will also be a great way to allow attendees to watch some basketball, partake in a first

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### NCEDA

North Carolina Economic  
Developers Association, Inc.

Developments is published the first  
Friday of every month by NCEDA.

### NCEDA

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Fax 919-882-1902  
nceda@capstrat.com  
<http://www.nceda.org>

*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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## NCEDA Officers

2004-2005

President

**Mac Williams**

Alamance Co. Chamber of Commerce  
336-228-1338  
macwilliams@alamancechamber.com

Vice President

**Scott Millar**

Catawba County EDC  
828-464-7198  
SMILLAR@catawbacountync.gov

Secretary/Treasurer

**Ronnie Goswick**

Franklin County EDC  
919-554-1863  
rgoswick2001@earthlink.net

Immediate Past President

**Richard Wiley**

Duke Power  
336-632-3709  
rwiley@duke-energy.com

### NCEDA Board Members

2005

**Scott T. Hamilton**

Henderson County Partnership for Economic  
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828-692-1413  
scott@gohendersoncountync.org

**Donny Hicks**

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**Leon Turner**

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919-693-5911  
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2006

**Brenda Daniels**

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919-760-6363  
bdaniels@electricities.org

**Steve Gosselin**

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2007

**John Hunter**

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704-331-4900  
jhunter@wscr.com

**Katherine Thomas**

Progress Energy  
919-546-2653  
Katherine.Thomas@pgnmail.com

**Jimmy Smith**

Four County Electric Membership Corporation  
910-259-1821  
jimmy.smith@fourcounty.ncemcs.com

**Executive Director**

John Peterson  
888-246-2332  
jpeterson@capstrat.com

**Ex Officio**

**Bud Cohoon**

NC Electric Membership Corp.

**Jim Fain**

N.C. Department of Commerce

**Robert Stolz**

The Hardwood Group

**Tony Copeland**

N.C. Department of Commerce

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ever NCEDA sports-bar and enjoy good old fashioned networking. And please don't forget to bring your checkbooks for the Silent Auction, which will start at 6:30 p.m. on Thursday evening. I won't spoil the secret, but I have heard that there will be some excellent items up for bid. You won't want to miss your chance to claim them!

In the meantime, NCEDA continues to look forward to serving your interests. Please feel free to call on your Board of Directors as needed.

I look forward to seeing everyone in Pinehurst.

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## Mark Your Calendars



**March 10-11, 2005**

NCEDA 2005 MidWinter Conference  
*"Building Championship Teams for  
Economic Development Success"*  
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

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## Meet Your Board

*This month we feature Board member Leon Turner.*

Leon Turner is a native of North Carolina and was born in Lincolnton. He attended North Carolina State University and holds a B.S. in Management from the University of North Carolina at Asheville. He is a graduate of the Economic Development Institute at the University of Oklahoma and a Certified Economic Developer.

Since January 1998, Leon has been the executive director of the Granville Economic Development Commission in Oxford, North Carolina. He became involved in economic development in 1983 and served as executive director of the Haywood County Economic Development Commission for five years prior to moving to Granville County. His background includes experience in retail, banking and real estate.

Leon was appointed to the North Carolina Rural Re-development Authority and serves as Chairman of the RTCC of the Region K Rural Planning Organization. He also serves on the Granville County Tourism Development Authority and the Granville Education Foundation. He is active in the Research Triangle Regional Partnership and serves as a member of its board.

Leon and his wife June live in Oxford, North Carolina. They have three sons, Rusty, James and David and four wonderful grandchildren, Julia, Jordan, Zane and Carson.

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## Patron Sponsor Profile

*This month we feature Duke Power.*

Duke Power is the electric utility business unit of Charlotte-based Duke Energy, a diversified multinational energy company. Duke Energy manages a dynamic portfolio of natural gas and electric supply, delivery and trading businesses; and is among the 10 largest energy companies in the world.

Duke Power supplies electricity to more than two million residential, commercial and industrial customers in both Carolinas. Our Economic Development team provides hands-on, high-quality services tailored to meet the needs of our clients and their unique business requirements. Our services are performed timely, accurately, confidentially and always free-of-charge. Duke Power is committed to providing customers with a continuous flow of service and expertise and quickly responds to new opportunities.

By combining the skills of our professional economic development staff with other organizations, both public and private, we offer our clients a unified development effort for choosing the right location in North Carolina.

Richard Wiley leads Duke Power's North Carolina Economic Development team, with Harry Poovey, Michael Trotter and John Geib providing support to our 40 NC counties. Teresa Bray provides overall administrative assistance to the team.

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# Your Guide to NCEDA's 2005 MidWinter Conference

## Schedule of Events:

### Thursday, March 10

|                                  |                 |
|----------------------------------|-----------------|
| Golf Registration and Lunch      | 12:15 p.m.      |
| Golf Tournament                  | 1:00 p.m.       |
| Croquet Tournament               | 2:00 p.m.       |
| Conference Registration          | 5:30-7:00 p.m.  |
| Tip-Off Reception                | 6:30-7:45 p.m.  |
| Silent Auction                   | 6:30-7:45 p.m.  |
| Dinner of Champions              | 7:45-9:00 p.m.  |
| Scholarship Presentation         | 8:30 p.m.       |
| Game Time Reception              | 9:00-10:30 p.m. |
| Silent Auction Winners Announced | 9:45 p.m.       |

### Friday, March 11

|                    |                 |
|--------------------|-----------------|
| Breakfast          | 6:30-8:30 a.m.  |
| Conference Program | 8:30-12:00 p.m. |

## **NCEDA Business Session**

8:30 - 9:15 a.m.

NCEDA Update, Mac Williams  
NC Dept. of Commerce Update, Sec. Jim Fain  
Incentives Update, John Hunter  
2005 Annual Conference Update, Scott Millar  
Legislative Committee Update, Donny Hicks

## **Winning Partnerships in Economic Development**

9:15 - 10:00 a.m.

Sec. Jim Fain, NC Dept. of Commerce  
Watts Carr, Piedmont Triad Partnership  
Jordy Whichard, NC Economic Development Board

*Moderator: Bob Leak, Jr., Winston-Salem Business, Inc.*

## **Coaching the Players: Influencing Public Policy in Decision Making**

10:00 - 10:45 a.m.

Tim Kent, NC Association of REALTORS  
Leslie Bevacqua Coman, Capstrat  
*Overview: Scott Hamilton, Legislative Committee Co-Chair*

(con't)

## **Expansion Teams: Best Practices for Small Business Success**

11:15 - 12:00 p.m.

Tim Janke - SBTDC and IMAF

Dr. Connie Wilson - Endacea, Inc.

David Fitchett - Carolina Glass & Mirror, Inc.

*Moderator: Scott Daugherty, SBTDC*

## **Registration:**

The 2005 MidWinter Conference registration desk will open at 5:30 p.m. this Thursday, March 10 at the Pinehurst Convention Center Foyer.

## **Silent Auction:**

The 2005 MidWinter Conference silent auction will be held on Thursday, March 10. Bidding begins at 6:30 during the Tip-Off reception, with final bids due by 9:30 p.m. Items include autographed basketballs, footballs and other exciting collectibles for the sports enthusiast in you! The winners will be announced during the Game Time reception at 9:45 p.m. Please bring your checkbooks and take part in the fun!!

## **NCEDA Scholarships:**

NCEDA will announce the 2004-05 recipients of the organization's scholarships: the Jack Ervin Scholarship and the Governor James E. Holshouser Professional Development Scholarship during the Dinner of Champions on Thursday night. Melanie O'Connell Underwood, Awards Committee chair, will be on-hand to honor this year's recipients.

## **Door Prizes:**

Door prizes will be given out throughout the business program on Friday. You must be present to receive your prize. There will be a spectacular grand prize given out at the conference's conclusion at noon on Friday. Please bring a business card with you to registration on Thursday night to drop into our door prize fishbowl!

*We look forward to seeing you in Pinehurst!!!*

## Job Posting

Director of Economic Development and Policy Analysis  
Position #8211  
UNC Charlotte Urban Institute  
Charlotte, NC

This position will be responsible for research projects and policy analysis centered on issues of economic or community development. Expertise in at least two of the following areas is required: economic development, labor markets, industrial competitiveness, economic impact analysis, demographics, workforce development, community redevelopment, and/or regional economic transition. The Director of Economic Development and Policy Analysis is expected to initiate and maintain contact with community groups, cultivate client relationships, design new Institute research projects, collect and interpret data, and formulate recommendations. In addition, the director is expected to work collaboratively with UNC Charlotte faculty, identify funding opportunities, make presentations and represent the Institute at public events.

A master's degree in economics or a related field and four years of experience in economic development, community development or applied economics is required. Excellent interpersonal and communication skills (both oral and written) are required. Experience in grant writing, budgeting and staff supervision are desired. Salary will be in the range of \$40,000 to \$46,000.

A resume and cover letter should be submitted to:

Jana Harrison  
UNC Charlotte Urban Institute  
9201 University City Blvd.  
Charlotte, NC 28223-0001.

Review of applications will begin on March 14 and will continue until the position is filled. AA/EOE/subject to criminal background check.

## Job Posting

Director, Research and Information  
Research Triangle Foundation  
RTP, NC

Reporting to the President and CEO, the Director of Research and Information is responsible for developing high-impact information materials for clients, stakeholders, management, economic development allies, and national and local media. The successful candidate will be responsible for working with senior management to successfully organize and develop the Foundation's ongoing research and information management capabilities, systems, processes and procedures.

Major duties and responsibilities include:

- Analyzing Research Triangle economic topics, working with numbers, and presenting findings.
- Designing high-impact content for marketing, data sheets, and other information materials.
- Updating and enhancing the RTF Information Center website.
- Creating key reports for RTF stakeholders, partners, and allies.
- Supporting business development, planning and development, communications and the CEO.
- Assisting with RTF marketing efforts and mission critical competitiveness issues.

The successful candidate will receive a competitive salary and benefit package based on experience and qualifications.

Interested applicants should submit a resume along with salary history to:  
Rick Weddle at the Foundation  
2 Hanes Drive  
PO Box 12255  
RTP, NC 27709

Electronic copies may be submitted to [weddle@rtp.org](mailto:weddle@rtp.org).



## Job Posting

Executive Director  
Burke Partnership for Economic Development  
Morganton, NC

The Burke Partnership for Economic Development, a nonprofit economic development organization located in the mountains of western North Carolina, is searching for a dynamic Executive Director to grow the organization and program.

Burke County is transitioning from an economy based on traditional manufacturing industries to modern manufacturing, tourism and service industries. The selected candidate will be able to recruit new business, develop product, organize tourism and retirement development, as well as conduct other economic development programs in existing business retention and expansion, entrepreneurship and small business development.

Annual salary range is \$70,000 to \$100,000, depending upon qualifications and experience. For consideration, candidates must have a bachelor's degree in business, economics, marketing or planning; minimum three years direct economic development experience; managerial experience; and be proficient at Windows and Microsoft Office. A CEcD is preferred.

Send confidential resumes by March 15, 2005 to:  
Jeff Morse, BPED  
Post Office Box 1702  
Morganton, NC 28680



## 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



**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