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Kira Peoples, Executive Editor

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## President's Message

by Scott Millar

As March rolls in, I am sure we are all counting down the days until the 2006 MidWinter Conference. In less than two weeks, we will be joining fellow NCEDA members to discuss *Economic Development & Transportation: Driving North Carolina's Future*. These two industries have always worked hand in hand for North Carolina's economic success. The MidWinter Conference Committee, co-chaired by Steve Gosselin and Jon Hamm, has assembled an outstanding slate of presenters to provide timely information regarding key issues facing economic development and transportation in North Carolina. In addition to NCEDA members, we look forward to welcoming quite a few members from ACEC N.C., NAIOP and the N.C. Transportation Board.

I want to thank those of you who joined us for our February networking luncheon with Lt. Governor Bev Perdue. We had record breaking attendance with more than 120 attendees. Thanks go to Dianne Reid and Jimmy Smith for all the work they have done in organizing this year's networking events.

Finally, I want to give you an update on our legislative efforts. The NCEDA Legislative Committee co-chairs, Donny Hicks, Scott Hamilton, John Peterson, Bonnie Renfro, and I met with representatives from the Department of Commerce, NCBI and the N.C. Metropolitan Coalition to discuss next steps for the William S. Lee Act.

NCEDA will continue to be active in future discussions regarding potential changes to this economic development tool. The future of this tool is of great interest to the entire membership. We must ensure that our state's incentive policies continue to encourage economic prosperity and job creation for all North Carolinians. NCEDA is braced to be the flag bearer for the William S. Lee Act, as well as other incentives programs, and we are up for the task.

The lawsuit filed by Bob Orr regarding economic incentives will be coming to a hearing near the end of April, and it is expected by June that the U.S. Supreme Court will rule on the Cuno case.

The NCEDA Legislative Committee continues its progress with this year's legislative agenda. I want to thank all of you who have volunteered to serve on this committee. This committee continues to refine NCEDA's position and overall legislative strategy.

### NCEDA

North Carolina Economic  
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<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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**REMINDER:  
2006-2007 NCEDA Board  
Application Process**

NCEDA is accepting applications for the 2006-2007 NCEDA Board of Directors. Directors serve three-year staggered terms. The NCEDA year runs from July-June; therefore the incoming class term will be July 2006-June 2009. **Applications are due on or before Friday, April 14, 2006.**

You are encouraged to discuss your interests in board service with the NCEDA past presidents. Please also feel free to contact any current NCEDA Board Member if you have any questions about service on the NCEDA Board of Directors. More information about the NCEDA past presidents and the current board is available at [www.nceda.org](http://www.nceda.org).

To express interest in board service, please complete the following application and send it, along with an accompanying letter, to:

John Peterson  
Executive Director  
NCEDA  
1201 Edwards Mill Road, Suite 102  
Raleigh, NC 27607

Or you may fax to 919-882-1902.

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**2006-2007 Board Service Application  
NCEDA BOARD OF DIRECTORS**

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

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## Meet Your Board

*This month we feature board member Jimmy Smith.*

Jimmy Smith is the Director of Economic and Community Development for Four County Electric Membership Corporation.

Serving Bladen, Duplin, Sampson, Pender and east Columbus counties, Smith works with new and expanded economic development. He also performs legislative lobbying and government relations.

For more than 28 years, Smith has worked in public administration, management and public relations. He has worked for the Pender County Office of Tax Supervisor, the United Parcel Service and the Pender County Planning Department.

Smith serves as a board member for the Southeastern North Carolina Regional Economic Development Commission. As board member, he represents an eleven county economic development region serving as the Chairman of the Technology Committee. He also serves on the Wilmington Committee of 100, Pender Economic Development Alliance and Wallace 100 Committee.

Smith's interest in economic growth and development began while at East Carolina University where he majored in Geography and minored in Urban and Regional Planning. With a graduate degree in Geography from East Carolina University as well, he continued his educational credentials at the University of North Carolina at Chapel Hill and the University of North Carolina at Wilmington focusing on industrial development and coastal management.

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## Patron Sponsor Profile

*This month we feature Norfolk Southern.*

Norfolk Southern Corporation is a Norfolk, Va.-based company that controls a major freight railroad, Norfolk Southern Railway Company. The railway operates approximately 21,300 route miles in 22 eastern states, the District of Columbia and Ontario, Canada, serves all major eastern ports and connects with rail partners in the West and Canada, linking customers to markets around the world. Norfolk Southern provides comprehensive logistics services and offers the most extensive intermodal network in the East.

Norfolk Southern works with state and local economic development authorities on projects involving site location and development of infrastructure to connect customers to its rail system and provides free and confidential plant location services, including site layout, engineering and logistics assistance.

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### 40th Anniversary Annual Conference

**June 14-16, 2006**

**Grove Park Inn, Asheville, N.C.**

Because demand for accommodations at Grove Park Inn is so high, conference attendees and family members are urged to make reservations well in advance of the conference.

To make reservations, please call 800-438-5800 and mention you are with the NCEDA Annual Conference.

Additionally, to obtain desired times and treatments at the Grove Park Inn Spa, you're strongly advised to make your spa appointment when you make your room reservation. Information on the spa can be found at [www.groveparkinn.com](http://www.groveparkinn.com).

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## CHECK YOUR CALENDARS:

### **NCEDA Events:**

#### **March 16-17, 2006**

NCEDA 2006 MidWinter Conference  
Pinehurst Resort; Pinehurst, N.C.

#### **April 20, 2006**

NCEDA Networking Luncheon  
Capital City Club; Raleigh, N.C.

#### **May 16, 2006**

NCEDA Legislative Reception  
N.C. Museum of History; Raleigh, N.C.

#### **June 15-16, 2006**

NCEDA 2006 Annual Conference  
Grove Park Inn; Asheville, N.C.

### ***Essentials of Economic Development***

The Institute of Government at UNC-Chapel Hill announces a new training program for local elected officials called the *Essentials of Economic Development*. The first of four regional workshops was held in Rocky Mount in February. Three more workshops are scheduled as follows:

- April 6, 2006 – Hickory
- May 4, 2006 – Pembroke
- August 29, 2006 - Burlington

These training workshops will help local elected officials understand what is required to compete in the new economy and what a community must have in place in order to be an attractive location for private investment. Participants will examine various economic development strategies and consider how local government can help facilitate the process of creating jobs and wealth. For details and registration information, visit <http://www.cednc.unc.edu/traininglocalelected.htm> or contact Jennifer Lobenhofer at [lobenhofer@sog.unc.edu](mailto:lobenhofer@sog.unc.edu) or (919) 843-7736.

### ***IEDC's 2006 Economic Development Summit***

Why should you attend the 2006 Economic Development Summit? Because the knowledge you will gain will give you and your community the edge.

Attendees will:

- Network with Your Federal Delegation
- Meet Federal Decision-makers
- Be in the Know
- Learn from the Experts
- Focus on the Future

Learn more about what the administration, Congress and federal agencies have been up to at the 2006 Economic Development Summit, March 20-22.

Give your community the edge and register: <https://www.iedconline.org/EDSummit/registration.html>

### ***Strategies to Manage High Energy Costs***

The 3<sup>rd</sup> Annual Sustainable Energy Conference, "Strategies to Manage High Energy Costs," will be held at the McKimmon Center, N.C. State University in Raleigh, March 29 from 8:00 a.m.-4:30 p.m.

Featured speakers are:

- James Woolsey, former director of the Central Intelligence Agency and a strong advocate for energy independence.
- William Schlesinger, Dean of the Nicholas School of the Environment and Earth Sciences at Duke University
- Ray Anderson, Chairman of the Board at Interface, Inc. and a champion of sustainable business practices.

Please mark your calendar for March 29 and refer to the State Energy Office website ([www.energync.net](http://www.energync.net)) for more conference details, registration, sponsorship and exhibitor forms.



## **Job Openings**



### **Project Coordinator Gaston County EDC**

The Gaston County Economic Commission seeks to fill a newly created position to assist with the administrative work of managing, developing and planning of professional services contracts, construction projects and grant monitoring for capital projects.

This individual will coordinate with the EDC staff and the County Attorney for contract preparation and execution, and work directly with construction contracts on water and sewer extensions and land development. The Project Coordinator will also assist with the Grants Analyst on grant applications and work on monitoring the requirements for grants received. The position is open until filled.

More details can be found at <http://www.co.gaston.nc.us/HumanResources/.htm>.



### **Executive Director Lake Norman Regional Economic Development Corporation**

The Lake Norman Regional EDC, a nonprofit economic development organization and cooperative enterprise of the towns of Huntersville, Cornelius, and Davidson, is searching for an Executive Director to implement on-going development projects, recruit businesses to the Lake Norman area, and devise creative land and development ventures.

Competitive salary and benefits. Salary dependent on qualifications. Candidates must have a bachelor' degree in business administration, economics, or related field; CEcD credentials; and a minimum 8 years direct economic development experience. Master's degree preferred.

Email resume and salary history by March 17, 2006 to: [dblobaum@ci.davidson.nc.us](mailto:dblobaum@ci.davidson.nc.us)