

Vol. III, Issue No.11 May 2005  
 Abbie Hollins, Executive Editor

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## President's Message

by Mac Williams

In advance of the long session of the General Assembly, it is shaping up to be a very busy spring and summer for NCEDA.

Last month, the NCEDA Executive Committee met with Secretary of Commerce Jim Fain, Don Hobart and others to discuss the legislation reflected in SB 1049/HB 947 revising the William S. Lee Act, North Carolina's primary economic development tool. Following that meeting, NCEDA surveyed our membership to generate feedback on this legislation, and we responded with a position statement reflecting the association's views on the issue. We will continue to monitor the progress of SB 1049/HB 947 and keep the membership as informed as possible.

And as we continue to push the key priorities reflected in our 2005 legislative agenda, I encourage you to attend NCEDA's 2005 Legislative Reception on May 18, 2005, at the NC Museum of History in Raleigh. The legislative reception will be attended by many key legislators, and interacting with these individuals is the surest way to build on and strengthen the relationship between our economic developers and members of the North Carolina General Assembly. We should each do our part to make this event a success by encouraging your local legislators to drop by.

Speaking of events, NCEDA will be hosting a second May networking luncheon, also scheduled for May 18 at the Cardinal Club. The featured guest speaker will be George Ports with Capital Associated Industries who will discuss the effects of worker's compensation in the manufacturing industry. And to kick off June's events, NCEDA will return to Atlantic Beach for

(cont'd on the next page)

### NCEDA

North Carolina Economic  
 Developers Association, Inc.

Developments is published the first  
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### NCEDA

1201 Edwards Mill Rd., Suite 102  
 Raleigh, NC 27607  
 Toll-Free 1-888-24NCEDA  
 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  
Development  
828-692-1413  
scott@gohendersoncountync.org

**Donny Hicks**

Gaston County EDC  
704-867-4771  
dhicks@co.gaston.nc.us

**Leon Turner**

Granville EDC  
919-693-5911  
leon1@nc.rr.com

2006

**Brenda Daniels**

ElectriCities of NC, Inc.  
919-760-6363  
bdaniels@electricities.org

**Steve Gosselin**

ECS Ltd.  
704-525-5152  
sgosselin@ecslimited.com

**Don Porter**

Raeford Hoke County EDC  
910-875-6113  
dporter@hokecounty.org

2007

**John Hunter**

Womble Carlyle Sandridge & Rice PLLC  
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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the association's 39th Annual Conference, where Scott Millar and his committee have pulled together a unique agenda. One of the highlights of this conference will be a debate on incentives featuring Ernie Pearson (Sanford Holshouser Law Firm) and former Judge Robert Orr (NC Institute on Constitutional Law). The timeliness of this issue should make for a great discussion with strong perspectives presented on each side.

We are also currently accepting nominations for the N.C. Economic Developer of the Year Award, to be awarded during Tuesday's program at the Annual Conference. Please note the application form on page six (6) of the newsletter. I encourage you to all think of people you know who truly made a difference in economic development last year, be it an ally, practitioner or volunteer. There are many dedicated practitioners in the field; now is the time to honor an individual who has demonstrated the highest level of excellence.

I look forward to seeing everyone soon at any of these upcoming spring events. We have much going on in economic development this spring. Let's all continue working together to ensure economic prosperity in our state. And, as always, NCEDA appreciates your continued support.

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## UPCOMING EVENTS

**May 18, 2005**

NCEDA Networking Luncheon

*George Ports*

Capital Associated Industries, Inc.

Cardinal Club

Raleigh, NC

**May 18, 2005**

NCEDA 2005 Legislative Reception

5:30 - 7:00 p.m.

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 Richard Wiley.*

Richard Wiley is director of economic development for Duke Power, a business unit of Duke Energy. He is responsible for new and expanding industrial and commercial business recruitment in Duke Power's North Carolina service territory.

Wiley joined Duke Power in 1972. After a series of promotions in various locations across North Carolina and South Carolina, he was named manager of economic development in 1993. He was named to his current position in 1999.

A native of Anderson, S.C., Wiley graduated from Clemson University in 1972 with a bachelor of science degree in electrical engineering.

Wiley serves as past president and a member of the board of directors of the North Carolina Economic Developers Association, and is a member of the board of directors of the North Carolina Agribusiness Council. He recently served as a member of the Governor's North Carolina Economic Development Board and is a member of the board of directors and Executive Committee of the Piedmont Triad Regional Partnership. He is past chairman of Junior Achievement of Central North Carolina. Wiley is also a member of Corporate Real Estate Network (CORENET), the Investor Owned Utilities Economic Development Association, as well as various other trade and professional organizations. He serves as vice-chair of the North Carolina Citizens for Business and Industry (NCCBI) - Economic Development Committee. He is a member of First Baptist Church in Greensboro, N.C.

Wiley and his wife, Gayle, have a married son and daughter and two grandchildren.

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## Patron Sponsor Profile

*This month we feature Sprint.*

Sprint provides local exchange services to more than 1.5 million business and residential customers in North Carolina and is a major provider of long-distance, wireless, directory and telecommunications supply services in the state.

With the support of its 6,500 North Carolina employees, the company is recognized for its state-of-the-art wire line and wireless network and its exceptional customer service. Sprint continues to deploy broadband services, such as FastConnect DSL, ATM and frame relay.

The company's Internet backbone network provides customers with a broad portfolio of IP products and dependable access to the world's Internet content. Earlier this year, Sprint unveiled PCS Vision, its revolutionary Third Generation (3G) wireless network.

Sprint not only brings new technologies to the communities it serves, the company also provides significant support for humanitarian, community and economic development initiatives.

Sprint's community involvement is motivated by a sense of obligation and a desire to advance the interests of the communities where it does business and where its employees live and work.

The company commits resources to facilitate economic development and to promote community improvement through charitable donations, in-kind contributions and a high level of employee participation.

To learn more about Sprint in your community, visit the company's website at [www.sprint.com/local](http://www.sprint.com/local).

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## NCEDA Upcoming Sponsorship Opportunities

### 2005 Legislative Reception

On Wednesday, May 18, NCEDA will host the 2005 Legislative Reception, one of the state's premier legislative events each session. In keeping with our goal of remaining a high-profile leading state organization, NCEDA is, for the first time, making available sponsorships for this important event.

Our legislative reception is always well received by the members of the NC General Assembly. Last year, over 120 legislators joined us for this event of networking and relationship building!

Your sponsorship will enable us to offer a stellar event at a reasonable cost. For a complete listing of sponsor benefits, please see the list below.

For more information about becoming a 2005 Legislative Reception sponsor, or if you have any questions, please contact Abbie Hollins: 919-882-1906. The last day to sign up for a sponsorship is **Wednesday, May 11, 2005, by 5:00 p.m.**

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### Legislative Reception Sponsor Information

**Cost: \$1,000**

**Benefits:**

- Sponsor Boards - We will create signage with your company that will be displayed during the reception
- Table Tents – Table tents with your company logo will be placed throughout the reception.
- Complimentary invitations – Each sponsor will receive 6 complimentary invitations to the reception, and will be recognized as sponsors with ribbons.

## NCEDA Upcoming Sponsorship Opportunities

### Annual Conference Sponsorships Available!!

There are numerous sponsorship opportunities for your organization at the NCEDA 2005 Annual Conference, June 5-7, 2005. It is NCEDA's goal to acknowledge and thank our sponsors as much as possible throughout the conference. Please contact the NCEDA office for more information: 888.246.2332.

Monday Golf Sponsors	\$500/each
Monday Reception (Exclusive)	\$1,500
Monday Breakfast (Exclusive)	\$1,250
Monday Break (Exclusive)	\$750
Tuesday Breakfast (Exclusive)	\$1,250
Tuesday Break (Exclusive)	\$750
Tuesday Lunch (Exclusive)	\$1,000
Annual Conference Sponsors	\$500/each

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### Recycling Means Business!!

*Recycling Means Business!* profiles a remarkable array of companies handling a wide spectrum of material to support North Carolina's recycling economy.

North Carolina's recyclers are proving that economic growth and environmental protection can go hand-in-hand. As the global economy becomes more dependent on "secondary" resources (especially China, which is now absorbing huge amounts of recycled paper, plastic, and metals to feed its industries), the opportunities for increasing the positive business impacts of recycling in North Carolina will only multiply.

For more information, call Matt Ewadinger with N.C. DPPEA's Recycling Business Assistance Center (RBAC) at (919) 715-6504. The RBAC is a partnership of the N.C. Departments of Commerce and Environment and Natural Resources.

**NCEDA NETWORKING LUNCHEON**  
**Guest Speaker**  
**George Ports**  
**Capital Associated Industries**

NCEDA will hold its next Networking Luncheon on Wednesday, May 18, 2005 from 12:00 – 1:30 p.m. at the Cardinal Club in Raleigh.

As the legislative session swings into full gear, worker's compensation and tort reform have become some of the hot issues of the season. Join us on Wednesday, May 18, as guest speaker George Ports addresses attendees on worker's compensation and how it affects the manufacturing industry in North Carolina.

George Ports has worked in the human resources field for thirty-one years and has been on the staff of Capital Associated Industries (CAI) for over twenty-one years. Ports' varied experiences in the human resources arena have enabled him to provide valuable assistance to the members of CAI, in a variety of areas, including:

- Counsel regarding government laws and regulations affecting the employment relationship
- Government relations and Legislation issues
- Advice concerning positive employee relations practices

Directions: The Cardinal Club is located at 150 Fayetteville St. Mall, Ste. 2800 in downtown Raleigh. Take I-40/440 to Exit 298-B (South Saunders Street North). Turn right off exit ramp from I-40/440. Stay in the right hand lane all the way to South Street. Turn right onto South Street. Take a left onto Wilmington Street going north. Continue for four blocks until you cross Hargett Street. Alexander Square parking garage is located on the left hand side of Wilmington Street.

Please fill out the form below and return it with payment via fax or mail. Please RSVP by Monday, May 16, 2005. Refunds are available in full if notice of cancellation is made 5 p.m. on May 16.

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NCEDA Networking Luncheon  
Wednesday, May 18, 2005 12:00 p.m. - 1:30 p.m.  
Cardinal Club, Raleigh, NC  
Cost: \$35/member and \$55/non-member

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_  
Payment: Check Number \_\_\_\_\_  
Credit Card Number (Mastercard or Visa only) - \_\_\_\_\_ EXP: \_\_\_\_\_  
Signature: \_\_\_\_\_

## NCEDA "N.C. Economic Developer of the Year" Nomination Form

(please print or type)

Nominee: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: (    )                      Fax: (    )                      E-mail: \_\_\_\_\_

Nominator: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: ( \_\_\_\_ )                      Fax: (    )

E-mail: \_\_\_\_\_

### Criteria:

Explain how the nominee has made significant and measurable contributions to economic development. Please be specific and concise. Use separate sheets for each question.

(1) Identify by name and description the project(s) the nominee contributed to and which were completed in calendar year 2004 and how the nominee contributed to the project(s).

(2) Explain any obstacles overcome in completing the project(s) that are attributable to the nominee's efforts.

(3) Provide supporting material such as letters, news stories, and other items documenting accomplishments and community and peer support.

### Submission:

Nominations should be professional in appearance, similar to an economic development client proposal. Please submit ten (10) original copies of your application package to: NCEDA Service Awards, c/o Abbie Hollins 1201 Edwards Mill Rd., Ste. 102, Raleigh, NC 27607. All entries must be received by Friday, May 13, 2005.

## Job Postings

### **Lenoir County Executive Director - Economic Development Kinston, NC**

Minimum qualifications: four (4) year college degree and five (5) years experience in economic or business development or related field. Experience in latest economic development techniques, including GIS, internet marketing, computer applications desired. Salary dependent on qualifications/experience. General applications can be downloaded from Web site: [www.co.lenoir.nc.us](http://www.co.lenoir.nc.us) or requested from and returned to: Diane Atkinson, County Manager Office, Lenoir Co. Courthouse, PO Box 3289, Kinston, NC 28502, phone 252-559-6455. Closing Date: Until filled

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### **Albemarle EDC Economic Development Director Elizabeth City, NC**

The Albemarle EDC, serving Elizabeth City, Pasquotank and Camden Counties seeking an economic developer. Five years experience in economic development, marketing, planning or combination of education/experience required. A mastery of business needs and excellent communication skills are necessary. Knowledge of industrial recruitment techniques and the ability to work with existing businesses to facilitate expansion are preferred. Degree in economic development or related field is a plus. Submit resumes by June 1, 2005 to:  
AEDC  
P. O. Box 70  
Elizabeth City, NC 27907-0070  
[aedc@simflex.com](mailto:aedc@simflex.com)

(cont'd)

### **Surry County Economic Dev. Partnership Vice President of Existing Industries Dobson, NC**

Surry County Economic Development Partnership, Inc. (SCEDP), a private-public non-profit corporation located in Dobson, NC, is searching for qualified candidates to serve as Vice President of Existing Industries. SCEDP serves all of Surry County, approximate population 75,000. Bachelor's degree in business, marketing, or economics field required. Outside sales and industrial knowledge needed as well as excellent written and oral communication skills. Direct economic development experience and or CED preferred. Salary negotiable. For information on Surry County, refer to [www.surryedp.com](http://www.surryedp.com). Send confidential resume and salary requirements to: SCEDP, PO Box 1282, Dobson NC 27017 by May 15. EOE.

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### **Rockingham County Partnership for Economic and Tourism Development Vice-President, Sales and Marketing Wentworth, NC**

This position reports directly to the President of the Partnership for Economic and Tourism Development Organization and is responsible for the planning, organization, external promotion, and marketing of the Rockingham County area. Job requirements include: public speaking, traveling, possessing a NC Driver's License, and a commitment to participate in after hours and before hours functions and activities. A Bachelors degree from an accredited college or university is preferred. For more information, call: 336-634-5600.

Please submit your resume to the:  
Employment Security Commission Office  
8340 NC Hwy 87  
Reidsville, NC 27320