

Volume VI Issue No. 4 October 2007
The Newsletter of NCEDA
Amy Jackson, Executive Editor

President's Message **by: Donny Hicks**

The Fall Conference is quickly approaching, and we hope that you will join us in Greensboro for this year's program. Conference chairs Dianne Reid and Bonnie Renfro have been working hard on this year's program "Flying High: Aviation and Economic Development." Come join us as we learn from a variety of case studies concerning aviation and economic development. Representatives from recent development projects will share their best practices for working with the aviation industry. There will be representatives from the Honda Jet and Honda Aero projects, as well as Spacial Integrated Systems and Commerce Overseas projects.


If you have not yet registered for the Fall Conference, please remember to do so by **Monday, October 8th**. All registrations received after this date will be considered late. You can register online at www.nceda.org.

Please see page two for new hotel information on how to reserve a room. The NCEDA room block at the Grandover has been filled, but there is a room block still available at the Sheraton Four Seasons.

Finally, I want to remind all of you that NCEDA has also planned two seminars with the Council of Development Finance Agencies regarding tax increment financing. I encourage all members to invite your local government leaders to attend. These free sessions will be held October 18th at the Grandover Resort in Greensboro, N.C., and October 19th at the Holiday Inn Brownstone in Raleigh, North Carolina. Please register online at www.nceda.org. The deadline to register is **Friday, October 12th**.

I look forward to seeing all of you at the Fall Conference!

Donny Hicks



NCEDA President 2007-2008

NCEDA

*North Carolina Economic
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Executive Director

NCEDA Calendar of Events

October 17-18, 2007

NCEDA 2007 Fall Conference
Grandover Resort; Greensboro, N.C.

October 18, 2007

Tax Increment Financing Seminar
Grandover Resort; Greensboro, N.C.

October 19, 2007

Tax Increment Financing Seminar
Holiday Inn Brownstone; Raleigh, N.C.

November 14, 2007

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

December 12, 2007

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

January 2008

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

February 2008

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

March 6-7, 2008

2008 MidWinter Conference
Pinehurst Resort; Pinehurst, N.C.

April 2008

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

May 2008

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

June 11-13, 2008

2008 Annual Conference
Sheraton Hotel; Atlantic Beach, N.C.

2007 Fall Conference Hotel Information

The hotel block at the Grandover has been filled. There is an NCEDA room block available at the Sheraton Four Seasons. There will be a shuttle provided from the Sheraton to the Grandover for all activities at no additional charge. Room Rate:\$169 per person, per night plus tax

Information for the Sheraton:

Sheraton Greensboro
Hotel at Four Seasons
3121 High Point Road at I-40
Greensboro, NC 27407
Phone: (336) 292-9161
Sales and Reservations:
(800) 242-6556

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2008

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2010

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Meet Your Board

This month we will feature Board member Michael Trotter with Duke Energy.

Michael Trotter is Manager of Economic Development for Duke Energy. He is responsible for new and expanding industrial and commercial business recruitment in Duke Energy service territory covering nine North Carolina counties. Since 1904, Duke Energy's Economic Development team has helped build the Carolinas' economy with the textile industry, furniture industry and others. Today, we're evolving into an East Coast center for high-tech manufacturing: automotive, pharmaceuticals, biotech, medical devices and supplies. High economic growth occurring in the region is attracting suppliers such as glass, plastic and metal fabricators. Michael joined Duke Energy in 1986 after graduating from Clemson University with a Bachelor of Science degree in electrical engineering. He is also a registered professional engineer in both North and South Carolina. Duke Energy Corp., one of the largest electric power companies in the United States, supplies and delivers energy to approximately 3.9 million U.S. customers. The company has nearly 37,000 megawatts of electric generating capacity in the Midwest and the Carolinas, and natural gas distribution services in Ohio and Kentucky. In addition, Duke Energy has more than 4,000 megawatts of electric generation in Latin America, and is a joint-venture partner in a U.S. real estate company. Duke Energy's Carolinas operations include nuclear, coal-fired, natural gas and hydroelectric generation. That diverse fuel mix provides nearly 21,000 megawatts of safe, reliable and competitively priced electricity to more than 2.2 million electric customers in a 22,000-square-mile service area of North and South Carolina. Headquartered in Charlotte, N.C., Duke Energy is a Fortune 500 company traded on the New York Stock Exchange under the symbol DUK. More information about the company is available on the Internet at: www.duke-energy.com.

Meet Your Patron Sponsor

This month we will feature Patron Sponsor Electricities.

Electricities is a not-for-profit government service organization representing cities, towns and universities that own electric distribution systems. Today, Electricities represents more than 90 members in North Carolina, South Carolina and Virginia. Formed in 1965 to protect the interests of Public Power customers and to provide a unified voice to speak out in the North Carolina legislature, Electricities continues today to serve Public Power communities.

Electricities provides customer service and safety training, emergency and technical assistance, communications, government affairs, economic development and legal services. Through consolidation of these services, members save their customers the expense of administering these functions locally. Electricities also provides management services to the state's two municipal Power Agencies: North Carolina Municipal Power Agency Number 1 (NCMPA1) and North Carolina Eastern Municipal Power Agency (NCEMPA). Most member cities have been in the electric business for 100 years or more.

Contact: Brenda Daniels

Phone: 919-760-6363

Email: bdaniels@electricities.org



SEDC Annual Conference

**Early Discounted Registration Extended
to Friday, October 12th**

Register NOW online for SEDC's 2007 Annual Conference

Networking, Education, and Fun! All of this is what you can expect at this year's Annual Conference in Little Rock! **Bridging the Gap Between Community and Economic Development** is our theme. The educational sessions will provide examples of how these once separate disciplines have become more interdependent and how communities must focus on them equally to prosper.

Hotel room reservation deadline is October 15th!

The major program areas of the conference will feature presentations on:

- **Southern Workforce-** Hear the 2007 Report on the Future of the South from the Southern Growth Policies Board
- **Best Practices in Community and Economic Development-** Hear from the winners of our annual Community Economic Development Awards (CEDA)
- **Retail Development**
- **Site Location Consultants Panel**
- **ED and CD Professionals As Change Agents**
- **Climate Change/Global Warming-** How is this issue affecting ED and CD

Other great happenings include:

- **A motivational speech** from 18-year NFL Veteran Referee Walt Coleman from Little Rock.
- **A unique golf tournament** featuring an exhibition by 3-time World Long Drive Champion and Little Rock resident Sean "The Beast" Fister.
- **Monday evening November 5th** our Silent Auction reception will be special this year as it will be held at the William J. Clinton Presidential Library and Museum, one of only 12 Presidential Libraries in the U.S.
- **Tuesday evening November 6th** we will be hosted by the Governor and First Lady of Arkansas at the historic Arkansas Governor's Mansion for a reception and entertainment.

This event is recognized by the International Economic Development Council (IEDC) as a professional development event that counts toward the recertification of Certified Economic Developers (CEcD).

Memo

To: NCEDA Membership

From: Donny Hicks, NCEDA President

Re: NCEDA Tax Increment Financing Seminars

NCEDA is pleased to announce that we have partnered with the Council of Development Finance Agencies (CDFA) to host a series of tax increment financing seminars. Our goal is to help city and county leaders become more familiar with the concept and uses of this economic development tool. The CDFA is a national association dedicated to the advancement of development finance concerns and interests. CDFA is comprised of the nation's leading and most knowledgeable members of the development finance community representing more than 200 public, private and non-profit development entities.

We encourage all NCEDA members to reach out to your local city and county leaders (elected officials; city/county - managers, finance directors, attorneys, planning directors and economic developers) who may benefit from attending these seminars. We are also reaching out to the N.C. Association of Council Commissioners and N.C. League of Municipalities to invite their members.

NCEDA is underwriting all expenses associated with these seminars, so there is no cost for registration and NCEDA non-members are welcome. But you MUST be registered to attend. Registrations must be received by Friday, October 12, 2007. Space is limited, so please register early to ensure attendance.

All seminar attendees should register online at www.NCEDA.org. For any questions about registration, please contact the NCEDA office at (888) 246-2332.

****Please Note: If you are registering as a non-member and you don't already have an NCEDA Web account, click on the "Not yet registered" link on the Login page to create an account and then register.)**

October 18, 2007

Grandover Resort; Greensboro, N.C.

12:45 p.m. – 4:00 p.m.

October 19, 2007

Holiday Inn – Brownstone; Raleigh, N.C.

8:00 a.m. – 12:00 p.m.

2007 Fall Conference Information

Tentative Agenda:

SCHEDULE OF EVENTS

Wednesday, October 17, 2007

- 11:30 a.m. **NCEDA Golf Tournament Registration/Luncheon**
Sponsored by S&ME
- 12:30 p.m. **NCEDA Golf Tournament – Shotgun Start**
Golf Sponsors: Trade Mark Properties
G.L. Wilson Building Co.
Warren and Associates Design-Build, LLC
Myrick Construction Co.
- 2:00 – 4:00 p.m. **NCEDA Volleyball Game**
- 5:30 – 7:00 p.m. **Conference Registration**
- 7:00 – 8:00 p.m. **Welcome Reception**
Sponsored by Womble Carlyle Sandridge & Rice
- 8:00 – 9:30 p.m. **Dinner**
Sponsored by Cabarrus Economic Development
- 9:30 – 11:00 p.m. **Networking Reception**
Sponsored by Parker Poe Adams & Bernstein

Thursday, October 18, 2007

- 7:30 – 8:30 a.m. **NCEDA Networking Breakfast**
Sponsored by Progress Energy
- 8:00 – 8:30 a.m. **Conference Registration**
- 8:30 – 9:30 a.m. **NCEDA Business Session**
- 9:30 – 10:15 a.m. **SESSION 1 – Best Practices: Honda Jet Project & Honda Aero Project**
Kelly May, Director, Research & Communication, Alamance County Area Chamber of Commerce
Kathi Dubel, Vice President, New Business Development & Expansion Services, Greensboro Economic Development Alliance
- 10:15 – 10:45 a.m. **SESSION 2 – Best Practices: SIS and Commerce Overseas Projects**
Dr. Ali Farsaie, President and CEO, Spacial Integrated Systems
Chris Garville, President and CEO, Commerce Overseas Corporation
- 10:45 – 11:00 a.m. **NCEDA Networking Break**
Sponsored by PSNC Energy
- 11:00 – 11:30 a.m. **SESSION 3 – Special Presentation: Council of Development Finance Agencies**
Toby Rittner, Executive Director
- 11:45 a.m. **Conference Adjourns**

Job Openings

Senior Director of Business Development

The N. C. Rural Economic Development Center, a North Carolina non-profit corporation dedicated to improving the quality of life of rural North Carolinians, is seeking a highly motivated, experienced professional to lead program initiatives, policy development, and research in business development. This individual will be responsible for overseeing established programs in business development, developing a comprehensive research and policy development agenda, and managing research and development projects in the program area. The position reports to the Vice President for Business Development and Natural Resources and is part of the senior advisory team. Requires at least five years experience in business development related work; broad knowledge of business development and public policy; ability to conceptualize and deliver a research and policy agenda; excellent oral and written communication skills; knowledge of key public and private business interests within the state; solid computer skills. Masters degree in business, economics, finance, or related field preferred. The position offers competitive salary and benefits. EOE.

A writing sample must be submitted with a resume. References required.

Open until filled:

Human Resources
4021 Carya Drive
Raleigh, NC 27610

Major Responsibilities

The major responsibilities of the Senior Director of Business Development are:

Oversee the work and progress of existing programs of the Business Development Division.

Supervise section staff.

Oversee and manage the business development projects within the grants program, including contracting, monitoring, and evaluating results.

Keep abreast of issues and trends in business and economic development that impact rural communities.

Develop a comprehensive research and policy development agenda for rural business development.

Write concept papers, findings and technical reports, grants and other policy documents.

Manage the business development component of the Research and Demonstrations Grants Program.

Director of Economic Development – Farmville, NC, Population 4611.

The Town of Farmville is seeking qualified applicants for the newly created position of Director of Economic Development.

This Town Staff position will be assigned to the Farmville Economic Council and the Director will assist in the development and implementation of economic development plans, programs and services for the Town and serve as the Town's liaison, advocate and facilitator when interacting with business owners, the community, government officials, and developers. Specifically, the Director will implement the findings and recommendations of the Town's Strategic Economic Development Plan and the Existing Business Retention and Expansion Program.

Candidates shall possess solid knowledge of economic development programs and the secondary factors influencing economic diversification. Contract management is important along with the ability to successfully develop and maintain effective working relationships with citizens, business owners, land developers, media, and political representatives. Designation as a Certified Economic Development Developer is preferred. Minimum requirements include a B.S. in marketing, business, or public administration or related field, supplemented by six years of economic development experience, or an equivalent combination of education, training and experience that provides the required knowledge, skills and abilities. Salary is commensurate with education, certification and experience.

Resumes should be mailed to:

Richard N. Hicks; Town Manager
P.O. Box 86
Farmville, N.C. 27828.

Review of applications will begin immediately and will continue until the position is filled.

The Town of Farmville is an equal opportunity employer regardless of race, sex, creed, color, age, religion, national origin or physical impairment.

Job Openings cont.



Business Development Manager

The Wilson Chamber of Commerce seeks qualified individual to recruit new and expanding retail and service businesses and small companies to Wilson.

Responsibilities include: proactively recruiting business prospects to locate or expand in Wilson; creating and maintaining databases; business planning; supervising development of a marketing plan and materials; designing and maintaining a web page; and providing a clearinghouse of business development information. Preferred candidates are those with previous experience in sales, including but not limited to commercial real estate, economic development and/or owning and operating a small business. Must have excellent computer skills and experience working under tight deadlines. Send resume, salary requirements and references to:

President, Wilson Chamber of Commerce, P.O. Box 1146,
Wilson, NC 27894-1146

Vice President, Carolinas Gateway Partnership, Nash County

Responsible for coordinating existing industrial park development; continuing "shell" building program; working with new clients and existing industry. Position reports to President, Carolinas Gateway Partnership, a regional public-private economic development agency promoting economic development in Nash County and Edgecombe County, North Carolina. Bachelor's degree in related field required with preference given to prior economic development experience and/or certification. Excellent benefits package. Salary is commensurate with qualifications and experience.

The Carolinas Gateway Partnership is a non-profit corporation and is the local economic development agency for the Rocky Mount, North Carolina metropolitan area.

Send resume marked confidential to:

President

Carolinas Gateway Partnership

427 Falls Road

Rocky Mount, NC 27804

The Carolinas Gateway Partnership is an Equal Opportunity Employer.

Junior Economic Developer-Cumberland County

Seeking highly motivated individual for the position of Junior Economic Developer.

The ideal candidate will possess a 4-year degree in Business Administration or have strong real estate experience and be highly motivated. The position requires strong social and interpersonal skills as well as strong computer skills. Work will include clerical to professional duties. Must reside in Cumberland Co. once employed. EOE – Drug screening and background check required. Benefits package provided.

Resumes Only:

Human Resources Dept.

P.O. Box 9

Fayetteville, NC 28302

No later than October 19, 2007.

Job Openings cont.

NC STATE UNIVERSITY

Director of NC Economic Development Partnership - Office of Extension, Engagement, & Economic Development

North Carolina State University

The Director of the NC Economic Development Partnership will have primary responsibility for building alliances for economic development and connecting the unique strengths of NC State University (NCSU) to appropriate agencies and industry clusters. Consistent with the University's statewide land grant mission, these alliances include a significant partnership between NCSU and the NC Department of Commerce (NCDOC). Locally, the Director will work with Wake County Economic Development and other agencies to utilize the University's extension, teaching, research and knowledge and technology transfer capabilities to enhance the productivity and competitiveness of North Carolina's existing and traditional industries as well as technology-based emerging companies.

The job description can be viewed in its entirety on NC State's Extension and Engagement Web site:

<http://www.ncsu.edu/extension>

The job posting can be viewed at: <http://ncsu.edu/jobs>

Interested applicants should electronically submit their application with a letter of application, resume, and the names and addresses of three references by October 15, 2007.

The search committee will begin reviewing applications October 15, 2007.

North Carolina State University is an equal opportunity employer and affirmative action employer. The University strongly encourages all qualified applicants to apply. Individuals with disabilities needing special accommodations during the application process should call Cindy Maciejewski at 919-513-1562. Proper documentation of identity and employability will be required. NC State University welcomes all persons without regard to sexual orientation.

Jackson County-Economic Development Director

Jackson County is recruiting for an Economic Development Director. An employee in this position is to coordinate, supervise and promote economic and commercial development and industrial recruitment and encourage the expansion of existing businesses and industries. The employee reports to the County Manager and the Chairman of the Economic Development Commission and serves as Secretary to the EDC Board of Directors.

Applicants must have a bachelor's degree in business administration, public administration, planning, economic development, or related field and a minimum of 3-5 years experience in progressional public sector economic development. Must have thorough knowledge of economic development principals, strategic business planning and community development strategies. Must be highly motivated, possess excellent written and oral communication skills, be able to work independently but also a team player, be able to work effectively both in the public sector as well as the business community, and be able to handle many diverse tasks at one time. Must present a professional image and be able to handle confidential information. Must possess a valid NC driver's license. The salary range is \$38,762 - \$70,211 D.O.E.

To apply, submit a NC State application to the Sylva branch of the NC Employment Security Commission by, 4:30 PM, Friday, October 19, 2007.

AN EQUAL EMPLOYMENT/EQUAL OPPORTUNITY EMPLOYER

If you have questions feel free to contact, Rick Fulton, Jackson County EDC, chairman, at (828)586-1313 or Brenda Oliver-Holt, EDC Board Member, (828)828-586.2719 or Tamera Crisp (828) 488-0300.

Dear NCEDA Member;

The North Carolina Economic Developers Association would like to thank you for your membership this year by offering you a FREE one-year introductory subscription to *Business North Carolina* at no obligation to you. *Business North Carolina* magazine is North Carolina's premier business monthly and has a normal subscription rate of \$30 for one year.

Your NCEDA membership entitles you to one free year - *12 issues* - of facts, figures, stories and trends you just can't find anywhere else. Take advantage of your free subscription today by following the below instructions.

INSTRUCTIONS

Subscribe online! Go to <http://www.businessnc.com/subscribe>, and enter NCEDA7 when prompted to enter your special offer.

or

**Complete the form below and fax it to 704-523-4211, or mail it to:
Business North Carolina, 5435 77 Center Drive, Suite 50 Charlotte, NC 28217**

Please allow four to six weeks for your FREE subscription to begin.

- YES! I would like to start receiving a complimentary subscription of *Business North Carolina* magazine.
 No, thank you.

NAME TITLE

COMPANY PHONE NUMBER

ADDRESS

CITY STATE ZIP

SIGNATURE DATE

(important- must be both signed and dated)

Check one Only:

- M () Manufacturing
- A () Agriculture, Forestry or Fisheries
- N () Mining
- C () Construction
- T () Transportation
- K () Communications
- U () Utility
- R () Retail Trade
- W () Wholesale Trade
- B () Banking or Finance
- I () Insurance
- E () Real Estate
- S () Institution or Service (Educational, Legal, Architectural, Library)
- G () Government
- P () Computers
- O () Other (please specify)

Check one Only:

- A () CORPORATE FINANCIAL MANAGEMENT: Chairman of the Board, Chief Executive Officer, President, Partner, Owner, Vice President, Treasurer, Corporate Secretary, General Manager, Director or Manager of Finance, Controller, Budget Director, Trust Officer or Internal Audit Manager.
- B () OPERATING MANAGEMENT: Manager, Supervisor or Department Head.
- C () PURCHASING: Director, Manager, Agent or Buyer
- D () SALES/MARKETING: Director or Manager of Advertising, Communications, Marketing, Promotion or Sales.
- F () Professional: Lawyer, Doctor, CPA, Dentist, etc.
- E () OTHER TITLE: (please specify)