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Abbie Hollins, Executive Editor

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## President's Message

by Scott Millar

As our membership knows by now, NCEDA released last month the findings of a statewide poll we commissioned. The poll was conducted to determine NC voters' views on incentives. The results showed that by an overwhelming 2 to 1, North Carolinians supported using economic development incentives to bring jobs to our state. Those of us on the frontlines of economic development understand the significance of having the public's support on this issue, and I encourage you to share the poll findings with your local newspapers, county commissioners, and elected officials. Despite what the opposition believes, NCEDA's poll clearly showed that North Carolina's citizens are determined to do what it takes to stay afloat in today's competitive economy.

While the incentives battle rages on, let us not forget about some exciting events taking place on NCEDA's social calendar. The NCEDA 2005 Fall Conference is right around the corner, and conference chair John Hunter, along with vice chairs Brenda Daniels and Bonnie Renfro, has put together an exciting program revolving around an often overlooked economic development industry: sports. The program will feature a wide range of speakers and presentations, including a panel on the impact of golf in NC, a session on non-traditional economic development, and a Charlotte Bobcats representative. I hope you'll join us at the Grandover Resort in Greensboro for the 2005 Fall Conference next month.

Additionally, membership renewal season is coming to a close. If you have not already sent in your membership dues for the 2005-06 year, please do so immediately.

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### NCEDA

North Carolina Economic  
Developers Association, Inc.

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### NCEDA

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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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## NCEDA Officers

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NC Electric Membership Corp.  
**Jim Fain**  
N.C. Department of Commerce  
**Tony Copeland**  
N.C. Department of Commerce

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By renewing your membership, you'll have the chance to stay in the loop on the various moving pieces of the economic development community in our state, as well as receive greatly reduced prices at our various events throughout the year. As the state's leading economic development association, we would not be able to continue without the support of your membership.

As we prepare to enter the Fall season, know that your support has never been more crucial. We encourage you as economic developers on the frontlines to take a stand in support of incentives and economic development in our state. I again urge you to help us extend our outreach efforts by taking the time to submit letters to the editor and op-eds to your local papers in support of incentives and the poll findings. Please continue to share with us any action that you have taken or recent successes you have had with letter placements.

NCEDA will also do our best to keep the membership plugged in to the latest developments that affect us; in the meantime, I thank you for your continued commitment.

As always, we look forward to serving you.

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## UPCOMING EVENTS

**September 6 - 9, 2005**

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

**September 20, 2005**

Networking Luncheon  
Speaker: Maurice Ewing  
"Accredited Economic Development  
Organization Program"  
Cardinal Club  
Raleigh, NC

**October 11-12, 2005**

NCEDA 2005 Fall Conference  
Grandover Resort  
Greensboro, NC

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## Meet Your Board

*This month we feature board member Jon Hamm.*

With over 36 years of experience at Sprint, Hamm has an extensive background in broadband network development, rural economic development, general business development, business marketing, human resources, regulatory, tariffs, and public affairs / public relations / community relations.

Currently, Hamm is manager for community development and public affairs for Sprint operations in North Carolina. In this position since 2001, he manages a team of 10 area public affairs managers and two assistants located throughout the state, primarily in the rural areas. His team is responsible for coordinating economic development and community development activities, for local customer relations, and for promoting Sprint's advanced broadband services.

Hamm has also served as a commissioner on the North Carolina Rural Internet Access Authority, representing Sprint in this initiative to extend broadband connectivity and internet access to all parts of North Carolina. He was appointed to the RIAA in 2000 by Speaker of the House Jim Black. Subsequently he was appointed by Senator Marc Basnight in 2003 as a commissioner on the E-NC Authority.

Other business activities include: board of directors of NC Travel Industry Association, board of directors of NC Economic Development Association, member of economic development committee of NC Citizens for Business and Industry, board of directors of NC Business Committee for Education, member of NC Technology Association, and member of the Public Relations Society of America.

Hamm resides in Wake Forest. He is married and has four children.



## Patron Sponsor Profile

*This month we feature Progress Energy.*


Progress Energy, headquartered in Raleigh, NC, is a Fortune 250 diversified energy company with more than 24,000 megawatts of generation capacity and \$9 billion in annual revenue.

The company's holdings include two electric utilities serving more than 2.8 million customers in North Carolina, South Carolina and Florida. Progress Energy also includes non-regulated operations covering merchant generation, energy marketing, natural gas exploration, fuel extraction, rail services and broadband capacity.

Progress Energy has a strong tradition of investing in the economic growth of its communities. The company's experienced economic development team actively partners with state and local officials in attracting and retaining industry and jobs.

For the past two years, *Site Selection* magazine has named Progress Energy one of the Top Ten Utility Economic Development Programs in the U.S. In the changing electric utility marketplace, Progress Energy is aggressively positioned to help businesses make the most efficient and economical energy choices available.

For more information on Progress Energy's economic development services please visit: [www.progress-energy.com/economic](http://www.progress-energy.com/economic).



## 2005-2006 Membership Renewals

It's that special time of year again - membership renewal season! We encourage everyone to renew their memberships for 2005-2006. NCEDA memberships run from July 1 - June 30.

You should have received a renewal letter in the mail, complete with an invoice for membership dues (\$200 per person) and a member information record. Please return the member information record with your dues payment. This is important because the information you return to us will be reflected in our 2005-2006 membership directory.

Members of NCEDA will continue to receive special discounted rates at our professional development seminars, networking luncheons, conferences and other events.

We are looking forward to an extremely successful year. Please renew your membership and enjoy the many ways that NCEDA can help you!

If you have any questions, please contact the NCEDA office at (888) 246-2332.

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## IEDC Recertification Points

Any NCEDA member who attended the NCEDA 2005 Annual Conference, held June 5-7, 2005, in Atlantic Beach, is eligible for International Economic Development Council (IEDC) Level III credit towards recertification. The IEDC recognition program recognizes organizations that continue to support, enhance and contribute to the profession of economic development.

If you qualify, please contact Kobi Enwemnw, Certification Associate at IEDC for additional information on receiving your credits:

Phone: 202/942-9483

Email: [kenwemnw@iedconline.org](mailto:kenwemnw@iedconline.org)

## NCEDA 2005 Fall Conference

Get ready to rumble! The NCEDA 2005 Fall Conference, themed "Non-Traditional Economic Development: The Impact of Sports in NC," will deliver a high-energy event focusing on the economic development impact of the sports industry in North Carolina. Join us in October at the Grandover Resort in Greensboro to hear from a variety of representatives from leading sports programs around the state. Additionally, attendees will have an opportunity to get an informative update on the Dell lawsuit and other pertinent legislative activities. With lots of networking opportunities, an exciting program, and a golf tournament to partake in, the NCEDA 2005 Fall Conference is an event you won't want to miss!

If you are planning on staying at the Grandover Resort, please make your reservations by **Monday, September 12, 2005**. NCEDA has a block of rooms reserved that will be released after that date. Please identify yourself as an NCEDA conference participant to receive the special room rate of \$165/night + tax for single or double occupancy.

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## 2005 Fall Conference Sponsorship Opportunities Still Remain!!

Tuesday Golf Tournament Sponsors - \$500/each  
Tuesday Golf Luncheon (Exclusive) - \$1,500  
Tuesday Dinner (Exclusive) - \$2,500  
Wednesday Breakfast (Exclusive) - \$1,000  
Wednesday Break (Exclusive) - \$1,000  
Fall Conference Sponsors - \$500/each

For more information or if you have any questions, please contact the following:

John Hunter – 704/331-4900 or  
[jhunter@wcsr.com](mailto:jhunter@wcsr.com)

Brenda Daniels – 919/760-636 or  
[bdaniels@electricities.org](mailto:bdaniels@electricities.org)



## Job Posting

Asheville Chamber of Commerce  
Business Development Representative  
Asheville, NC

The Economic Development Department of the Asheville Area Chamber of Commerce is accepting applications for the position of Business Development Representative. The Chamber's Economic Development serves as staff to the Economic Development Coalition of Asheville-Buncombe County.

Position responsibilities include service to existing industry as well as marketing to targeted technology sectors. Some travel is required. A background in marketing/sales will be beneficial. Economic development experience is preferred.

Please forward resume to :

Ray Denny, VP  
Economic Development  
Asheville Area Chamber of Commerce  
P.O. Box 1010  
Asheville, North Carolina 28802



## Job Posting

City of Danville  
Marketing and Research Manager  
Danville, VA

The City of Danville's Office of Economic Development is seeking a Research and Marketing Manager to perform complex professional research, marketing, and sales work in promoting increased business activity for the City of Danville to existing and prospective companies (both domestic and international).

This professional will join a fast-paced team environment that has announced 12 projects creating over 2,200 jobs within the past 15 months.

Candidate will develop and maintain a comprehensive research library, website, print and digital materials to support organizational activities; Assist the Director in the development of policy initiatives; Candidate must have a comprehensive knowledge of research methods supporting economic development and marketing principles; Considerable experience in Microsoft Office Suite, internet, and sales/contact management programs; Bachelors degree required - with major course work in economics, marketing, public or business administration preferred; Experience in an economic development position preferred.

Salary Range: \$45,000 - \$54,000 DOQ. Apply by September 9, 2005.

Send resume, salary history and completed City of Danville application to: City of Danville, Human Resources Department, PO Box 3300, Danville, VA 24343.

See our web site to download a city application:  
[www.danville-va.gov](http://www.danville-va.gov)

Equal Opportunity Employer

