

NCEDA DEVELOPMENTS



September 2008
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Emily Atkinson, Executive Editor

Inside This Issue:

- A Message From Your President
- NCEDA Fall Conference
- NCEDA Calendar of Events
- Meet Your Board
- Meet Your Patron Sponsor
- 2008-2009 NCEDA Committee Sign-up
- Job Openings
- Other Organization Events
- NCEDA Board of Directors

I would like to take this opportunity to thank all the NCEDA members who have registered for this year's Fall Conference. For those of you who have not yet signed up to join us in Concord September 22-23, I encourage you to do so. This year's conference will focus on the 2008 election. Both candidates for Governor, Mayor Pat McCrory and Lt. Governor Bev Perdue, will attend the conference and share their views on economic development in North Carolina. Registrations made after Sept. 12 will include a \$100 late fee, so please act quickly. For more information and to register for the conference, please visit www.nceda.org.

I also would like to thank those members who have joined one of our committees this year. The committee chairs have started outlining their program of work to be inline with our "Ready to Respond" theme and will be striving to make this year one of our best. If you have not yet joined a committee and would like to do so, please review the committee memo and email us at nceda@capstrat.org to join.

One of the committees hard at work is the Professional Development Committee, which has outlined our networking luncheon schedule. The first luncheon will be October 15 at the Capital City Club. Our speaker, former Congressman Charlie Stenholm, is a representative of API, and he will discuss the petroleum industry and its presence in and effect on North Carolina.

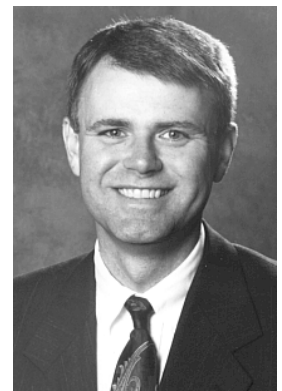
In a year of rising costs, I am pleased to report the Professional Development Committee has worked with the Capital City Club to reduce the costs of the networking luncheons for this year to \$35. To view a full listing of Networking Luncheon dates, please visit the NCEDA Calendar at <http://www.nceda.org/calendar.php>.

As always, please remember that your 2008-09 Board members are here to serve you. Please feel free to contact any of us with questions, concerns or new ideas.

I look forward to seeing everyone in Concord for our Fall Conference!

Scott T. Hamiet

NCEDA President
2008-2009



NCEDA 2008 Fall Conference Information



The 2008 NCEDA Fall Conference will focus on the 2008 election and the candidates running for Governor. NCEDA has invited both candidates to speak during the Conference and we look forward to hearing their views on economic development for our state. We also look forward to seeing each of you at this year's 2008 NCEDA Fall Conference for a great program.

Fall Conference activities will begin with conference registration on **Monday, September 22 at 5:30 p.m.** and adjourn on **Tuesday, September 23 at noon.**

All NCEDA Fall Conference attendees should register online at: www.NCEDA.org.

Registrations submitted after **Friday, September 12, 2008** will include a \$100 late registration fee.

Refunds will be made, minus a \$25 processing fee, if cancellations are received at NCEDA by **Friday September 12, 2008**, at 5:00 p.m. Fax cancellations to (919) 882-1902 or email nceda@capstrat.com. **No refunds will be granted after this date.**

BELOW IS A TENTATIVE SCHEDULE OF EVENTS:

Monday, September 22, 2008

11:30 a.m. Golf Tournament Registration/Luncheon

12:30 p.m. NCEDA Golf Tournament

5:30 – 7:00 p.m. Conference Registration

7:00 – 8:00 p.m. Welcome Reception

8:00 – 9:30 p.m. Dinner

9:30 – 11:00 p.m. Networking Reception

Tuesday, September 23, 2008

7:30 – 8:30 a.m. NCEDA Networking Breakfast

8:00 – 8:30 a.m. Conference Registration

8:30 a.m. – Noon NCEDA Conference Sessions

Noon Conference Adjourns

Golf Tournament

The Golf Tournament will be held at the Rocky River Golf Club at Concord. To play golf, you MUST be registered for the conference. The shotgun start is 12:30 p.m. on Monday, September 22. Please be at the golf course no later than 11:30 a.m. to sign in and receive your team assignment.

Dress Code

The dress code for the 2008 NCEDA Fall Conference is business casual.

Conference Registration

Full conference registration options:

NCEDA Member	\$220
Non-Member	\$420
Guest/Spouse Full Registration	\$100
Golf Tournament	\$100

Late Fee \$100
(if submitted after September 8, 2008)

Don't miss out on this conference! Presentations will be made by both Lt. Governor Bev Perdue and Charlotte Mayor Pat McCrory.

Be sure to register online at www.nceda.org.

2008-09 NCEDA Networking Luncheon Calendar

NCEDA October Networking Luncheon

Charlie Stenholm
Former U.S House Representative



The question of America's future energy supply is one of today's most pressing debates. A recent Pew research poll shows that energy policy ranks as one of the top issues voters will consider when selecting a president, ahead of social security, terrorism and the war in Iraq. And yet, while politicians of both parties have promised increased energy independence, they continue to prohibit the production of America's massive oil and natural gas resources.

Please join NCEDA for an informative luncheon as Former U.S. Representative Charlie Stenholm addresses concerns about rising demand and its impact on economic development throughout the nation and in North Carolina.

When: Wednesday, October 15, 2008; 12:00 – 1:30 p.m.

Where: **Capital City Club**; Raleigh, N.C.

Cost: \$35 members, \$55 non-members

Register online at www.nceda.org.

2008-09 Networking Luncheon Calendar

November 12, 2008

Location: Capital City Club

December 10, 2008

Location: Cardinal Club

(please note the location change)

April 15, 2009

Location: Capital City Club

May 13, 2009

Location: Capital City Club

Proposed Luncheon Topics include:

- Green and Healthy Buildings
- Economic Impact Analysis and Tax Base Discussion
- Building/site Preparation and Readiness
- Address from the new Secretary of Commerce
- Responding to RFP's

For more information on our luncheons and to register, please visit our Web site,

www.nceda.org.

Meet Your Board

This month we will feature board member Leonard Kulik.



Leonard is Vice President of North Carolina's Eastern Region Development Commission. He is second in command and charged with managing key NCER relationships and partnerships, and overseeing strategic initiatives. Since joining the organization in 1966, he has also served as Marketing Director, Project Manager and Business Analyst. He currently serves on the Board of Directors of the North Carolina Economic Developers Association.

Prior to joining the Eastern Region staff, Len was Executive Director of Marketing, Aerospace Group, Government Affairs Office, Textron Corporation, Washington, D.C.; serving as Senior Fortune 200 Corporate Representative to the U. S. Department's of Defense, State and Commerce; the Federal Aviation Agency and the International Military Attache Community for contract, technical and operational issues.

Before moving to Washington D.C., Len worked at Bell Helicopter in Fort Worth Texas, a division of Textron, as a design engineer, engineering project manager and U. S. and international marketing representative.

Len holds a MA from Central Michigan University in Business Management/Personnel Administration, a BA in Industrial Design from the University of Illinois and is a graduate of the Dept. of Defense Systems Management College programs for US and International Defense Systems Program Managers. He attended the Basic Economic Development Course at Southern Mississippi University, the advanced Economic Development Institute-EDI program at Oklahoma University and is a graduate of the NC Rural Economic Development Centers Leadership Institute.

While on active duty with the US Army's 101st Airborne Div, he was an airborne infantry officer and instrument rated helicopter pilot.

Len and his wife, Diane, live in Greenville, NC. Diane is active in community affairs, past Chair of the City of Greenville Appearance Commission and was recently appointed Chair of the Police Community Relations Committee. Len and Diane have two children, Jeffrey and Heather and five grandchildren, Augusta, Canyon, Ashley, Taylor and Austin.

Meet Your Patron Sponsor

This month we will feature Patron Sponsor: Norfolk Southern.

Norfolk Southern Corporation (NYSE: NSC) is one of the nation's premier transportation companies. Its Norfolk Southern Railway subsidiary operates approximately 21,000 route miles in 22 states and the District of Columbia, serving every major container port in the eastern United States and providing superior connections to western rail carriers. Norfolk Southern operates the most extensive intermodal network in the East and is North America's largest rail carrier of metals and automotive products.

Contact: Jim Bowman
Phone: (919) 831-3092
Email: jsbowman@nscorp.com



MEMO

TO: NCEDA Members
FROM: Scott Hamilton, NCEDA President
RE: NCEDA 2008-2009 Committees

It's that time of year-- time to express your interest for the 2008-2009 NCEDA committees of your choice!

Please reply to this email listing any committee(s) that interests you.

A description of each committee can be found below.

All member interest will be forwarded along to the Committee Chairs, who will then organize the committee activities.

Member participation is critical to our success. Thank you in advance for your commitment to NCEDA!

Note: Committees vary in their organizational format. Some will meet only via e-mail or conference call. Others may only meet during NCEDA conferences.

Thank you!

2008-2009 NCEDA Committee Descriptions

Professional Development Committee

Committee Chairs: George Sharpe, Michael Smith and Michael Trotter

This committee is responsible for networking luncheons as well as professional development seminars and the NCEDA awards programs. This committee will also bring back recommendations on how to make the awards and scholarships more productive and useful to our members.

Membership Committee

Committee Chairs: Len Kulik and Mike Wilkins

This committee handles member recruitment, member retention, membership survey, the NCEDA web site and NCEDA marketing materials. The Membership Committee will examine surveying the current membership and determine the satisfaction of members with NCEDA ongoing programs and economic development issues.

2008 Fall Conference Committee

Committee Chairs: Joanna Thompson

This committee is responsible for choosing the theme of the 2008 Fall Conference, establishing the program, soliciting sponsorships and

working with the NCEDA office to arrange logistics.

2009 MidWinter Conference Committee

Committee Chairs: Mark Clasby and Jim Nichols

This committee is responsible for choosing the theme of the 2009 MidWinter Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

2009 Annual Conference Committee

Committee Chair: Katherine Thomas

This committee is responsible for choosing the theme of the 2009 Annual Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

Legislative Committee

Committee Chairs: Bonnie Renfro and Linda Weiner

This committee is responsible for the association's legislative agenda, legislative updates, legislative calls to action and the 2009 legislative reception and ED 101 legislative orientation.

JOB OPENINGS

CITY OF WINSTON-SALEM DEVELOPMENT DIRECTOR

The City of Winston-Salem is seeking to fill the position of Development Director within the Development Office. Under general supervision, works closely with the City Manager Office in recommending and implementing Board policies and programs. Responsible for coordinating city development programs, overseeing city operations and service delivery with emphasis on productivity, customer service and economic growth, does related work as required. Department head reporting directly to the Deputy City Manager with oversight responsibilities of multiple programs; responsible for decision making related to economic development projects; budgetary oversight of the city's economic development programs; managerial responsibilities related to operations of the department; city liaison for various community development projects including Goler-Depot revitalization project and the Liberty Street Corridor revitalization project; develops and maintains programs for the economic development retention, expansion, recruitment efforts of quality business to the inner-city areas; oversees the implementation of programs and plans related to the economic revitalization of the city's blighted areas; actively identifies and recruits quality businesses for relocation or expansion using a variety of programs and techniques; makes public presentations and prepares administrative reports; oversees the city's Brownfields demonstration programs and prepares administrative reports, as required; provides small business assistance and referral for start-up businesses; provides staff and technical

support to several city boards and commissions including the M/WBE Citizens' Advisory Committee, the Winston-Salem Sister City International Board, and the Small Business Loan Committee, and performs other various as required.

JOB REQUIREMENTS: Any combination of education and experience equivalent to a bachelor's degree, and preferably a master's degree, in business or public administration, economics, urban planning or related field supplemented by considerable experience in business administrative duties including some experience directly related to economic development or business management plus two years at a supervisory level. CECD certification a plus. Thorough knowledge of all phases of the economic development process and the socio-economic characteristics of Winston-Salem/Forsyth County; considerable knowledge of the legal and regulatory requirements of the local, state and federal jurisdictions; ability to plan, perform, and complete several time sensitive projects simultaneously; ability to make accurate decisions; ability to research and present complex information orally or in formal written reports; ability to deal tactfully and effectively in high level negotiations.

Interested candidates should fax, mail or e-mail resume to:

**HR Recruiter
City of Winston-Salem
PO Box 2511
Winston-Salem, NC 27102
FAX: (336) 748-3053
hrrecruiter@cityofws.org
E/O/E/M/F/H**

SIXTH ANNUAL **Carolina** Join Us **CONNECT**

Where great ideas **connect**
with influential people.

When Larry Page and Sergey Brin created Google they had a great idea, but successful implementation required connecting with investors and partners. That's why Carolina Connect continues to be about "Successful Connections" and we are proud to be able to announce this year's Carolina Connect will take place once again at The Grove Park Inn in Asheville on September 11, 2008.

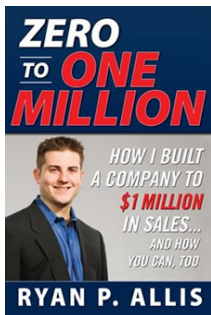
It is this dedication to entrepreneurship that continues to serve as a catalyst for Carolina Connect, a conference which provides professional development and first-class networking to entrepreneurs and investors from across the Southeast. Kicking things off in the morning this year will be Ryan Allis, CEO of iContact, and the leading provider of email marketing tools for small businesses. Ryan has built Durham based iContact from its start in 2003 to its current size of over 100 employees, 25,000 customers and \$15 million in annual sales. In 2005, Ryan was named by BusinessWeek as one of the top 25 Entrepreneurs under age 25. He is the author of the book "Zero to One Million".

Since every successful business started around an idea; what differentiates a good idea from a great idea? Building on the electricity created by Guy Kawasaki, last year's keynote and upon his recommendation, leading our lunch keynote will be by New York Times and Wall Street Journal best-selling author, Dan Heath to discuss his latest book, "Made to Stick" that he co-authored with his brother, Chip. Dan will describe the traits that link sticky ideas of all kinds from urban legends to corporate mission statements to successful advertisements. Dan has taught and consulted on the topic of making ideas stick with audiences from organizations including Nissan, Microsoft, Home Depot, Fannie Mae and West Point. Dan is a consultant with Duke Corporate Education in Durham, NC.

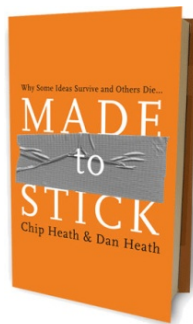
We are pleased to bring the widely-acclaimed Kaufman Foundation "Power of Angel Investing" Seminar to Carolina Connect this year which will be led by John May who is the founder and managing partner of New Vantage Group, a Vienna VA based firm that creates innovative channels to direct private equity into early-stage companies. He is an authority on "angel" investors and has spoken extensively around the world on the topic.

For entrepreneurs, there will be three educational breakout sessions, Startup Survival, High Growth Gear and Fund-Me which will run consecutively throughout the day. Finally we will end the conference with the Critical Conversation Café which will consist of a series of theme-focused PowerPoint-Free discussion tables partnered with industry experts designed to be informal and conversational to allow for maximum exposure on a variety of critical topics facing entrepreneurs and business owners today. Topics include: Start-up Management, Social Marketing, Website Optimization, Media Relations, When your Partner is your Partner and Valuation Methods just to name a few.

If you are interested in participating in *The Power of Angel Investing* Seminar, please contact Natalie Murdock at nmurdock@awnc.org or 828-687-7234.



Morning Keynote:
Ryan P. Allis,
CEO &
Founder
iContact



Luncheon Keynote:
Dan Heath,
co-Author
"Made To Stick"

Grove Park Inn
Asheville, NC | Sept 11, 2008
Registration: www.brecnc.com

Registration is affordable at \$50.00 and covers the cost of breakfast, lunch, closing reception and access to all educational tracks as well as the keynote sessions.

Please register online at www.brecnc.com or for more information, please contact Pam Lewis at plewis@awnc.org, 828-687-7234.



*September 22-23, 2008
Raleigh Convention Center
Raleigh, NC*

Charting a Course for Biofuels, Biopower, and Bioproducts

The Biomass South 2008 regional biomass conference will:

- Promote interstate and regional collaboration by providing a forum and networking time among varied biomass interests, industry, investors, researchers, agencies, eco-developers, venture capitalists, policy makers, NGOs, feedstock producers and others.
- Provide a snapshot of current opportunities, technology, infrastructural needs, research, policy initiatives and incentives for biopower, biofuels and bioproducts in the South.

Resulting in:

- Development of a south-wide Biomass Roadmap to provide guidance for stakeholders in: biomass use, resource management, and business development.
- Building a viable biofuels, biopower and bioproducts industry in the South through research, funding, policy development and incentives.
- Forging new partnerships to promote sustainable development of these new industries in the South.
- A greater understanding of issues which must be addressed to assure broad acceptance of these industries.

Who will be there?

The speakers and session topics are planned to attract policymakers, forestry advocates, woodland owners, biofuels advocates, academics, students, conservationists, community, state, and regional development organizations, and other industry representatives. Based on early response to the conference announcement in May 2008, many of the attendees will be primary decision makers in their organizations, and spheres of influence.

Conference Location and Lodging

The beautiful new Raleigh Convention Center is the site for the Biomass South 2008 conference (www.raleighconvention.com). Guest room accommodations are available at the conference headquarters hotel, the all new Raleigh Marriott City Center Hotel (500 Fayetteville St., Raleigh, NC 27601), and at the Sheraton Raleigh Hotel (421 S Salisbury St, Raleigh, NC 27601). Government employees will find the best rate at the Marriott with official government ID. Airport shuttle services will be provided on Sunday, September 21 at no charge for conference participants.

*For the most up to date information on this conference,
please visit the web page at*

www.ncsu.edu/feop/biomasssouth/2008.html

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