

Volume VI Issue No. 2 August 2007
The Newsletter of NCEDA
Amy Jackson, Executive Editor

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

As the summer quickly comes to an end, NCEDA has been busy planning for 2007-2008. The NCEDA Board recently met to discuss the new year and how to enhance and improve your membership. Thanks to all the members who took the time to complete our 2007 Membership Survey. Because of your feedback, the board is better able to serve you for the coming year.

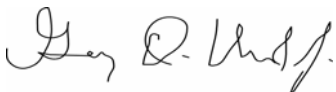
Don't forget to review the committee sign-up memo and join one of NCEDA's committees. I encourage each of you to take part in one of our committees. We greatly appreciate the work each committee does throughout the year.

Mark your calendars! The 2007 NCEDA Fall Conference is scheduled for October 17-18 at the Grandover Resort in Greensboro, N.C. Please see page seven for information on how to reserve a room. More details coming soon.

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 in at the Holiday Inn Brownstone Raleigh, North Carolina. More details to follow.

Finally, if you have not renewed your membership for 2007-2008, the deadline has now been extended to September 1, 2007. **The cost for dues is \$200 for the 2007-2008 year.** Membership renewals will only be processed online at: https://www.nceda.org/membership_login.php.

As we enter a new year with NCEDA, please feel free to contact us with questions or ideas to better serve you. We are committed to our members, and we are here to help at any time.



Donny Hicks
NCEDA President 2007-2008

NCEDA

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2007-2008

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NCEDA Calendar of Events

September 19, 2007

Networking Luncheon 12:30 p.m.
Capital City Club; Raleigh, N.C.

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 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.

NCEDA Board Members

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Across the State

The 10th annual *North Carolina Economic Development Guide* will be published in fall 2007. Advertising in this guide offers your company or organization an excellent way to target North Carolina's best out-of-state and in-state prospects for business expansion and relocation. For more information, please contact Ben Kinney at *Business North Carolina* magazine at (704) 523-6987 ext. 236 or e-mail: bkinney@businessnc.com.



Registration-Early Registration fee is **\$175 if postmarked by September 17, 2007**. After September 17, registration will be \$200, and onsite registration will be \$225, subject to space availability.

Registration Fee Includes-Conference programs & workshops; Reception, October 17; JobLink Celebration Breakfast, October 18; Governor's Awards Banquet, October 18; Breaks & conference materials. Registration does not include lodging. Conference participants are responsible for making their own lodging arrangements.

Accommodations-A block of rooms has been reserved at the ***Sheraton Four Seasons Hotel, Greensboro.800) 242-6556*** Special conference room rate is \$122.00 (plus 13% tax) for up to four guests per room (72 hour cancellation policy). Specify that you are attending the *NC Workforce Development Partnership Conference* to receive this rate. Conference rate and block of rooms will be honored until **September 17, 2007**

Cancellation requests **must be in writing** and postmarked no later than September 17, 2007 and will be subject to a \$50.00 cancellation fee. Cancellations after September 25 will be subject to the full registration fee. Substitutions will be accepted at any time.

Mail cancellation requests to: Martha Barefoot, Registrar

Workforce Development Training Center

4351 Mail Service Center

Raleigh, N.C. 27699-4351

If you have questions regarding the conference, please contact Robbin Broome rbroome@nccommerce.com or Martha Barefoot mbarefoot@nccommerce.com at (919) 329-5588 or FAX (919) 329-5599.

SAVE THE DATE:

Tax Increment Financing Seminars

Hosted by the North Carolina Economic Developers Association
and the Council of Development Finance Agencies.



October 18, 2007 in Greensboro, N.C.
October 19, 2007 in Raleigh, N.C.

About the Seminar

NCEDA has partnered with the Council of Development Finance Agencies (CDFA) to help city and county leaders become more familiar with the concept and uses of tax increment financing tools for economic development. (The seminar agenda can be found below.)

Seminar Registration

There is no cost for registration, 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.

When registering, please be sure to choose the date and location of the seminar you wish to attend:

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.

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 don't already have an NCEDA Web account, please click on the "Not yet registered" link on the Login page.)

07 ANNUAL CONFERENCE

SEPTEMBER 16 - 19 | PHOENIX, AZ



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

The Power of Knowledge and Leadership



On September 16-19th, Two Thousand Economic Developers will gather in Arizona. Will you be one of them?

The International Economic Development Council (IEDC) is dedicated to helping economic development professionals improve the quality of life in their communities. With over 4,400 members, it is the largest membership organization serving the economic development field.

Last year in New York City, over 1600 attendees from more than 22 countries exchanged information, experience, and best practices at IEDC's Annual Conference. In 2007, IEDC again brings economic developers together at its **2007 Annual Conference** in Phoenix, where they'll learn new strategies, discuss hot topics, and make those important connections to help them along the way. The conference is shaping up to be our best ever and we're looking forward to your participation.

Conference Tracks-This year's conference theme is "Economic Development in the 21st Century: New Leadership, New Models", and stresses the need for communities of all types to adjust their models and leadership to meet the challenges posed by globalization and technology.

The conference program will be showcased in four tracks:

The World of Options: How Can Communities Compete?

- The New Workforce and Entrepreneurship: Opportunities and Challenges
- New Models and New Leaders for Economic Development
- 20th Century Mainstays in the 21st Century Economy

Leading experts in the industry will lead sessions over four days on cutting edge trends, best practices and replicable models.

Speakers will include:

Dr. Michael Crow-President, Arizona State University

Thomas Dorr, Under Secretary for Rural Development, U.S. Department of Agriculture

Warren Adelman, President and COO GoDaddy

Accommodations

The conference will be held at the [Westin Kierland Resort & Spa](#) in Phoenix, AZ. The Westin Kierland Resort & Spa reflects the cultural wealth of its surroundings. The theme, "Treasuring the Essence of Arizona," is evident throughout the resort, with exceptional regional cuisine, art, and music. This beautiful resort is just a short walk from the Kierland shopping center, 38 acres of upscale shops, boutiques, and restaurants.

IEDC has arranged a conference room rate with the resort of \$199 single and double occupancy until Friday, August 17, 2007. To make a reservation, please call (480) 624-1000 and ask for the IEDC room block.

About IEDC

IEDC represents all levels of government, academia, and private industry. From public to private, rural to urban, and local to international, our members represent the entire range of economic development experience. The strength of our organization comes directly from the expertise and influence of our members. IEDC provides a broad range of member services including research, advisory services, conferences, professional certification, professional development, publications, legislative tracking and more.

FOR ADDITIONAL INFORMATION PLEASE VISIT THE EVENT WEB SITE AT:

http://www.iedconline.org/HTML/Email/AnnualConference/blast_states.html

Listed below are descriptions of the 2007-2008 committees for NCEDA. Please email ajackson@capstrat.com and let us know where you would like to participate.

2007-2008 NCEDA Committee Descriptions

Professional Development Committee

Committee Chairs: Len Kulik and Mark Clasby

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 Chair: Linda Weiner

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.

2007 Fall Conference Committee

Committee Chairs: Dianne Reid and Bonnie Renfro

This committee is responsible for choosing the theme of the 2007 Fall Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

2008 MidWinter Conference Committee

Committee Chairs: Michael Trotter and Linda Weiner

This committee is responsible for choosing the theme of the 2008 MidWinter Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

2008 Annual Conference Committee

Committee Chair: Scott Hamilton

This committee is responsible for choosing the theme of the 2008 Annual Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

Legislative Committee

Committee Chairs: Bonnie Renfro, Scott Hamilton and Donny Hicks

This committee is responsible for the association's legislative agenda, legislative updates, legislative calls to action and the 2008 legislative reception.

Local Developers Advisory Committee

Committee Chair: Joanna Thompson

This committee serves as a communications forum for local economic developers. This group will be surveyed on topics and issues throughout the year.

Allies Advisory Committee

Committee Chairs: George Sharpe and Jon Hamm

This committee serves as a communications forum for NCEDA allies. This group will be surveyed on topics and issues throughout the year.

2007 Fall Conference Information

SAVE THE DATE!

When: October 17-18, 2007

Where: The Grandover Resort; Greensboro, N.C.

Reserve your room today!

Information for the Grandover Resort

**One Thousand Club Road
Greensboro, N.C. 27407**

**Please call (336) 294-1800
or toll free at 1-800-472-6301
to reserve your room.**

**You may also make hotel reservations at the Grandover's Web site:
<http://www.grandoverresort.com/>**

NCEDA's room block will expire on September 14, 2007. To ensure your reservation at the NCEDA group rate, you must register by this date.

**MORE INFORMATION ABOUT FALL CONFERENCE
COMING SOON!**

Job Openings



ECONOMIC DEVELOPMENT MANAGER

Basic Function

The basic function of this position is to serve as the principal managing contact for prospective companies considering Apex and its surrounding area for the location of business or industrial facilities, and for existing businesses focused on retention and expansion.

Specific Functions

- Act as point of contact in the identification of available buildings and sites including the maintenance of real estate databases.
- Provide client services to include, but not limited to: coordination of initial inquiries, providing assistance during the decision-making process, maintaining appropriate project records, and providing post-location assistance.
- Perform existing industry calls focused on the retention and expansion of companies located in Apex and Western Wake County.
- Coordinate with appropriate persons and local municipalities in the identification and certification of industrial sites.
- Responsible for proactive marketing initiatives such as updating the Chamber website and other items as assigned by the President/Executive Director.
- Attend targeted economic development events, seminars and meetings. Provide direct support and leadership in the planning, implementation and execution of economic development events, meetings and committees.
- Report quarterly to the town council with specific program results.
- Maintain regular contact with key public and private sector economic development allies.
- Enhance professional development by participation in state, regional and national education and networking conferences.

Act as promotions coordinator for the Apex Downtown Business Association. Attend monthly ADBA meetings, investigate grants and other opportunities to aid and sustain the revitalization of downtown Apex.

Skills Required

Qualified candidate will have excellent communication skills (written and verbal), present themselves in a professional manner, be a confident public speaker and possess the skills to function in a diverse political climate. The successful candidate will have a comprehensive knowledge of sales and marketing and economic development experience is preferred. A college degree and excellent computer skills are also required.

Accountability

The Economic Development Manager is directly responsible to the President/Executive Director.

Job Openings continued

DIRECTOR – ECONOMIC DEVELOPMENT, WASHINGTON COUNTY

Under limited supervision, the employee performs complex administrative work in directing the economic and industrial development within Washington County (County). The work involves promoting the expansion of existing industry in the County and the establishment of new industries throughout the County. Recruitment of new business and industry to the county will be the focal point and expectation of the employee appointed to this position. The incumbent will direct the preparation of various marketing materials, establish professional relationships with state, regional and local development organizations, host representatives of prospective business entities and with the assistance of the County Manager and other appropriate persons will negotiate to secure new industry for the County. The incumbent must exercise independent judgment and simultaneously must consider financial, socio-economic, legal and regulatory variables as they affect the County in relation to economic development activities. When appropriate, the incumbent will prepare various reports and present them to the County Commissioners. The incumbent will report directly to the County Manager. Desired education and work experience include a bachelor's degree in economic development business administration, marketing or a related field, preferably with a Master's Degree or North Carolina Economic Development Certification and five years experience in business, industrial development or a related field; or any equivalent combination of training and experience which provides the required knowledge, skills and abilities. The County will offer a competitive salary and attractive benefits package based on qualifications. Please send a cover letter and resume including salary history to Ms. Lois Askew, Clerk to the Board, c/o Washington County Government, P. O. Box 1007, Plymouth, NC 27962. Cover letter and resume can be transmitted via email to: laskew@washconc.org. Applications will be accepted through September 7, 2007. EO/ADA/ Drug-Free Workplace.

NCEDA Membership Renewal Process

Membership support is what makes NCEDA successful. Please remember to renew your membership before **September 1, 2007**. Your membership will automatically expire on **September 1, 2007** if you do not renew.

Membership renewals will only be processed online at www.nceda.org. Simply log onto your NCEDA Web account using your email address and password. (Unless you have changed it your password is blueberry.) Review your personal contact information listed online and please make any necessary changes. All changes you make will update our online database immediately.

The cost for dues will be \$200 for the 2007-2008 year. We accept checks and credit cards (VISA or MasterCard ONLY). Please indicate your payment type on the online form. Please send in your payment as soon as possible.

If you do not complete your membership renewal **before September 1, 2007**, then it will be necessary for you to reapply as a new member and pay the additional application fee of \$25.

Thank you for your continued support of NCEDA. If you have any questions about the renewal process please contact the NCEDA office at (888) 246-2332. We value your continued support of the association and look forward to another great year.

Meet Your Board

This month we will feature Board member Joanna Thompson with Wayne County Development Alliance.

Joanna S. Thompson is President of the Wayne County Development Alliance, Inc. located in Goldsboro, North Carolina. The Alliance was newly formed in 2006 as a private/public, nonprofit economic development agency of which she helped to spearhead and coordinate the formation.

She is a native of Syracuse, New York; moved to Cary, North Carolina in 1974 and moved to Goldsboro in 1993. Joanna is a graduate of Western Carolina University with a BS Degree in Planning. She also attended graduate school at North Carolina State University.

She has completed several leadership and economic development courses, including the "North Carolina Rural Economic Development Institute" in Raleigh; "Leadership NC;" and is a graduate of Oklahoma University's "Economic Development Institute," a national program for economic development professionals.

Joanna is a member of several professional organizations; such as: North Carolina Economic Developers Association; NC EAST; North Carolina's Eastern Region Marketing Advisory Group; North Carolina Citizen's for Business & Industry; International Economic Development Council; and the Southern Economic Development Council. Joanna was appointed to the National Association of Counties Steering Committee on Community and Economic Development.

Locally, she is involved in many activities; including: Downtown Goldsboro Development Corporation – Board of Directors; Seymour Johnson AFB - Military Affairs Committee and an Honorary Squadron Commander; Wayne County Chamber of Commerce – Board of Directors; and the Goldsboro Rotary Club. Joanna is the mother of one 12-year old son, Adrian, and she enjoys training and participating in Triathlons.

Meet Your Patron Sponsor

This month we will feature Patron Sponsor Duke Energy.

Duke Energy is a diversified energy company with a portfolio of natural gas and electric businesses, both regulated and unregulated, and an affiliated real estate company. Duke Energy supplies, delivers and processes energy for approximately 3.8 million electric and 1.7 million gas customers in the Americas.

The economic development team provides hands-on, high-quality services tailored to meet the needs of our clients and their unique business requirements. Our services are performed timely, accurately, confidentially and always *free-of-charge*. Duke Energy is committed to providing customers with a continuous flow of service and expertise and quickly responds to new opportunities. For more information regarding Duke Energy, please visit us at <http://www.duke-energy.com>.

For more information contact:

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