

NCEDA DEVELOPMENTS



2011
Volume X Issue VII
Emily Massey, Executive Editor

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2012 Event Registrations Now Open!

Visit nceda.org to register for January-March events.

Additional Dates to Note:

January 18, 2012

Networking Luncheon: Raleigh, N.C.

February 15, 2012

Professional Development Seminar: Raleigh, N.C.

March 1-2, 2012

2012 MidWinter Conference: Pinehurst, N.C.

June 26-28, 2012

2012 Annual Conference: Wrightsville Beach, N.C.

October 3-4, 2012

2012 Fall Conference: Greensboro, N.C.

NCEDA President's Message

I hope you all had a wonderful holiday season! And I hope that a new year means prosperity for our communities, and for North Carolina. Your membership in NCEDA is a great step in that direction as we continue to support our state's economic developers and allies who work tirelessly to create jobs, expand tax base and keep North Carolina competitive.

A valuable way to keep in touch with fellow NCEDA members and stay updated on relevant topics is to attend our networking luncheons. We are very pleased to announce that North Carolina Treasurer Janet Cowell will speak at our January Networking Luncheon to give a timely presentation from her department. Please join us in Raleigh on Wednesday, January 18 for this great event. To register, please visit nceda.org.

It's also time to mark your calendars for February 15 and register for the 2012 NCEDA Professional Development Seminar, which will feature insightful presentations around the theme: "Competition vs. Competitiveness." For registration and program details on this event, please see page 3 of this newsletter.

Registration is now open for the 2012 NCEDA MidWinter Conference, which will be held March 1-2 in Pinehurst. We hope you can join us for an exciting program about "Creating a Stronger Economy," featuring speakers such as Senator Kay Hagan. For hotel reservation and conference registration information, please see page 4 of this newsletter.

At this upcoming conference, we will announce the recipients of the 2011-2012 NCEDA Scholarship Awards. These scholarships are granted to economic developers with limited resources for the purpose of professional advancement in the economic development field. Applications are being accepted through February 10. Please consider taking advantage of this valuable opportunity. Details on the requirements and the application form can be found on pages 5-7.

Additionally, you will find in this newsletter a copy of the NCEDA Legislative Priorities for the 2012 Legislative Session. These priorities center on keeping North Carolina competitive for economic development success. Your NCEDA Board of Directors and Legislative Committee will continue to keep you updated as we head into this session.

I wish you all a happy and healthy 2012 and look forward to seeing you at our upcoming events. Thank you for being an NCEDA member and for your commitment to economic development in our state.

Sincerely,



NCEDA 2011-2012 President



Networking Luncheon: January 18, 2012

Join us for the NCEDA January Networking Luncheon featuring North Carolina's State Treasurer Janet Cowell. This event will provide a timely program and also the opportunity for networking with fellow economic developers and allies.

When: Wednesday, January 18, 2012; 11:45 a.m. - 1:15 p.m.

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

Cost: \$35 (members); \$55 (non-members)

Deadline for registration will be Monday, January 16. Any cancellations after this date will be refunded, less a \$20 processing fee.

Register online today at nceda.org!

Professional Development Seminar: February 15, 2012

Discussions about economic development often bring up the issue of competition. But what does it really mean to be competitive? Please join us for the 2012 NCEDA Professional Development Seminar, where we will discuss "Competition vs. Competitiveness." The program will include an analysis of state rankings from Jonathan Morgan, UNC Government; a discussion of best practices from the N.C. Department of Commerce; and companies' first-hand accounts on what economic development tools brought them to our state.

When: Wednesday, February 15, 2012; 10:00 a.m. - 3:00 p.m.

Where: N.C. Biotechnology Center, Research Triangle Park, N.C.

Cost: \$85 (members or non-members)

Deadline for registration will be Monday, February 13. Any cancellations after this date will be refunded, less a \$20 processing fee.

To register visit nceda.org.

2012 MidWinter Conference: March 1-2, 2012

Creating jobs throughout North Carolina's 100 counties is a top priority for our state. Join us for the 2012 NCEDA MidWinter Conference to discuss "Creating a Stronger Economy" featuring timely and informative updates on generating job growth and building a foundation for future economic development. Presentations will cover a diverse range of topics including military defense expansion and clean technology innovation, with strong insights to take back to your organizations.

Tentative agenda:

Thursday, March 1, 2012:

Golf Tournament Luncheon	11:30 a.m.
Golf Tournament at Pinehurst Resort - Course No. 5	12:30 p.m. (shotgun start)
Croquet Tournament at Pinehurst	2:00 p.m.
Conference Registration	6:00 p.m. – 7:30 p.m.
Welcome Reception	6:30 p.m. – 8:00 p.m.
Dinner	8:00 p.m. – 9:30 p.m.
Networking and Dessert Reception	9:30 p.m.

Friday, March 2, 2012:

Breakfast (for Pinehurst Resort guests)	7:30 a.m. – 8:30 a.m.
Conference Registration	8:00 a.m. – 9:00 a.m.
Conference Program	8:30 a.m. – 12:00 p.m.

Confirmed speakers include:

Bob "Pic" Billingsly, *Sanderson Farms, Inc.*
Senator Kay Hagan, *U.S. Senate*
Lee Anne Nance, *RTRP*
Mark Sutherland, *Military Growth Task Force*

NCEDA MidWinter Conference Registration:

The registration fee covers all conference materials, Thursday's receptions and dinner, and Friday's breaks. Friday breakfast costs are included in your Pinehurst hotel reservation. For any questions about registration, please contact the NCEDA office at (888) 246-2332. **Register today at nceda.org!**

Please note: If you are not staying at Pinehurst Resort, your breakfast on Friday is not included.

REGISTER ONLINE TODAY AT nceda.org

Hotel Information:

The room block at the Pinehurst Resort is now open. The NCEDA rates are as follows:

- Single Occupancy: \$16500+taxes/fees (per person, per night)
- Double Occupancy: \$91.00+taxes/fees (per person, per night)

To make reservations via phone, call Pinehurst Resort at 800-487-4653. Please identify yourself as an NCEDA conference participant to receive the special room rate.

To make reservations online, use the link included in NCEDA announcement emails, or go to the event page found under the Calendar tab on www.nceda.org.

NCEDA's room block will be released on **Monday, January 30, 2012**. Reservations made after this date are

NCEDA 2011-2012 Scholarship Awards

MEMO

TO: NCEDA Membership
FROM: Pat Mitchell and Rodger Sauls, *Professional Development Committee Co-chairs*
DATE: January 4, 2012
RE: 2011-2012 Scholarship Applications

Our association proudly sponsors three scholarships to support professional advancement in the economic development field: the Dan Stewart Scholarship to the Economic Development Course, the Jack Ervin Scholarship to the Economic Development Institute, and the Governor James E. Holshouser Professional Development Scholarship to the Economic Development Institute.

- **Dan Stewart EDC Scholarship** pays \$575 toward tuition to the one-week basic economic development course at UNC-Chapel Hill. The scholarship recipient is responsible for all travel costs.
- **Jack Ervin EDI Scholarship** pays \$650/year for three years (a total value of \$1,950) toward three years of tuition to the Economic Development Institute (EDI). The scholarship recipient is responsible for all travel costs.
- **Governor James E. Holshouser Professional Development Scholarship** pays for general funding support of the cost of attending EDI. The scholarship is in the amount of \$1,000/year for three years (a total value of \$3,000).

****TO BE CONSIDERED, APPLICATIONS MUST BE RECEIVED BY FEBRUARY 10, 2012 AT 5 P.M. ONLY ELECTRONIC COPIES ARE ACCEPTED.**

NCEDA Scholarship Information

Each year the North Carolina Economic Developers Association (NCEDA) seeks to identify outstanding practitioners and to recognize and support their advancement. The following scholarships honor three individuals who contributed to the profession, had a strong commitment to high professional/personal standards, and were highly successful in achieving their goals while earning the respect of their peers and associates.

Dan Stewart EDC Scholarship (\$575 total value)

Dan Stewart was committed to economic development as a means of creating a better North Carolina. Stewart's career in economic development at NC State and CP&L led to his appointment as director of the North Carolina Department of Conservation and Development in the early 1960s. Stewart is also the author of "Thank You Lord for a Good Life."

The Dan Stewart scholarship provides \$575 toward the tuition cost of the Economic Development Course offered at UNC-Chapel Hill, a one-week program held in August or September. Accredited by IEDC (International Economic Development Council, formerly the American Economic Development Council), the Economic Development Course is for professionals and volunteers in the early stage of their careers. Topics include economic development tools for attraction, expansion and creation, as well as marketing, finance and management. Presenters include academia, site selection consultants and other noted professionals in the economic development field. A capstone case study is also featured during the program. Participants in the course meet others from throughout the state, region and country, building invaluable contacts and forming lasting friendships.

Scholarship recipients are announced at the MidWinter Conference. Scholarship funds will be dispensed from NCEDA as a one-time reimbursement pending proof of payment in the form of a direct receipt from UNC-Chapel Hill.

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NCEDA 2011-2012 Scholarship Awards (cont.)

Jack Ervin EDI Scholarship (\$650/year for three years)

Jack Ervin was the executive director of the Columbus County EDC for 11 years. During that time, Ervin located 21 new industries creating more than 1,800 jobs and was instrumental in organizing the Columbus County Committee of 100. Ervin also served as president of NCEDA in 1988-1989.

The Jack Ervin scholarship provides \$650/year for three years (a total value of \$1,950) toward the tuition cost for the Economic Development Institute (EDI) during the three years of the program. EDI is the premier, nationally renowned education program for the economic development professional.

EDI's mission is to:

- Offer an advanced level of training on a broad range of subjects and skills required to carry out an effective economic development program;
- Prepare participants for professional certification eligibility; and
- Provide graduates for a level of education in demand by employers.

The Economic Development Institute is offered in a structured "academic" style and format with progressively advanced course-content. A graduate of EDI may then apply to sit for the Certification Exam. The scholarship requires a commitment to complete the entire three-year program, and must be completed within three years. Each one week session is offered in the spring and fall at various locations. Please visit their website www.ouedi.org for the current location information. Scholarship recipients are announced at the MidWinter Conference. Scholarship funds will be dispensed from NCEDA as a reimbursement pending proof of payment in the form of direct receipts from the Economic Development Institute. Only one reimbursement request will be accepted per calendar year.

Applicants must have completed two years in economic development work to be eligible. Additionally, applicants must show completion of or plans to complete the Basic course, a prerequisite to the Economic Development Institute.

Governor James E. Holshouser Professional Development Scholarship (\$1,000/year for three years) *Funded by Nexsen Pruet, PLLC and selected by NCEDA*

An old friend to NCEDA, Governor Holshouser began his political career with four terms in the General Assembly, where he was vice chairman of the House Judiciary and Rules committees. He served on the Study Commission on Reorganization of State Government and the Legislative Commission on Student Financial Aid. As governor, he served on the Executive Committee of the National Governors Conference, as chairman of the Southern Regional Education Board and the Southern Growth Policies Board, and as co-chairman of the Coastal Plains Regional Commission.

The James E. Holshouser Professional Development Scholarship will award a recipient \$1,000 per year for three years (a total value of \$3,000) against all costs of attending the Economic Development Institute. Scholarship recipients are announced at the MidWinter Conference. Scholarship funds will be dispensed as a reimbursement directly from Nexsen Pruet, PLLC, pending proof of payment in the form of direct receipts from the Economic Development Institute and/or travel and lodging vendors. Only one reimbursement request will be accepted per calendar year.

Applicants must show a demonstrated financial need to be eligible. Additionally, applicants must show [completion of or plans to complete the Basic course, a prerequisite to the Economic Development Institute.

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NCEDA 2011-2012 Scholarship Awards (cont.)

NCEDA Scholarship Criteria/Submission Instructions

NCEDA scholarships are intended to meet financial need in order to support deserving advancement. The primary criteria for selection will be demonstrated financial need followed by similarly demonstrated professional development. A third element will be the presentation of the application itself. The following information may help you in developing your application. **ALL INFORMATION SUBMITTED IS CONFIDENTIAL.**

Financial Need

Given the vast differences among organizational entities, budget structures, funding levels and sources, etc., it is difficult to impose a single "one size fits all" set of target numbers or ratios in order to determine need. The key is to state your case as factually and effectively as you think is necessary to demonstrate and document your need for financial assistance.

Professional Development

Is economic development your career or merely a "stop along the way" to something else? Demonstrate as convincingly as possible your career path in the profession (past, present and future) and how the program for which you are applying fits into your plans. **(NOTE: FOR THE ERVIN SCHOLARSHIP TO EDI, APPLICANT MUST HAVE COMPLETED TWO YEARS IN ECONOMIC DEVELOPMENT WORK.)**

Application Presentation

Be it to clients, boards, or communities, economic developers make their living making presentations. Consider this application exercise good practice. Is the information complete and easy to read? Is it well organized and attractively and creatively formatted? Most importantly, does it effectively tell your story? Supporting documentation or letters of recommendation are helpful.

Other Criteria

- Applicants must be residents of and work in North Carolina
- Applicants must be members of NCEDA for duration of the program
- Recipients must be willing to complete all course work
- Recipients will be responsible for all expenses not covered by the scholarship

Submission Instructions

Please submit your application package as an electronic file. The **application deadline is February 10, 2012 at 5 P.M.** Applications must be received at the NCEDA office by this time.

Send applications to: Emily Massey, emassey@capstrat.com.

To access the application, along with this information, please visit http://www.nceda.org/prodevelopment_scholarships.php

NCEDA 2012 Legislative Priorities

North Carolina Economic Developers Association 2011-12 Legislative Priorities

DRAFT

The North Carolina Economic Developers Association (NCEDA) is the leading statewide association for professional economic developers and their allies in North Carolina. For more than 45 years, NCEDA and its nearly 600 members have led efforts to promote North Carolina as an ideal destination for business investment. NCEDA's primary goal is to ensure that our state's business climate and economic development incentives continue to encourage economic prosperity and job creation for North Carolinians among ALL of North Carolina's 100 counties.

In today's global community, business retention and recruitment requires an emphasis on competitive corporate tax rates, workforce training and the option of economic development incentives to attract new businesses and to retain and grow current industries.

Nearly every state and major country uses these tools and continually adapts them to remain competitive. NCEDA feels strongly that North Carolina must continue to do the same.

NCEDA takes into account not only the cost of these programs, but also the benefits including job creation, increase to the tax base, development of industry clusters, and the ripple effect that new and expanding businesses can have on local economies. This is the true return on our investment in our state's business environment and our economic development efforts.

Historically, North Carolina has used various economic development tools and programs, from tax credits and grants to customized training programs, to grow business. We know the tools in the economic development toolbox will continue to change and be modified. We applaud continued assessment and thoughtful evaluation as it will only make our state more competitive.

Our goal is to support policies, initiatives and programs that promote job creation, encourage investment and result in economic prosperity. Working together, we can keep North Carolina competitive and ensure that economic growth reaches all North Carolinians

Our priorities to move North Carolina's economy forward are listed below. Please note that these are not listed in rank order.

(continued on next page)

NCEDA 2012 Legislative Priorities (cont.)

North Carolina's Economic Development Toolbox

One North Carolina Fund

The One North Carolina Fund is one of our state's long-standing economic development tools. NCEDA supports the continued investment in this program. Continue to identify ways to make this tool more flexible.

Job Development Investment Grant Program (JDIG)

NCEDA strongly supports the continuation of the Job Development Investment Grant Program (JDIG). JDIG has proven to be one of North Carolina's most effective economic development tools, with stringent accountability built into the program.

Article 3J Credits – North Carolina's Only Statutory Credit (Sunsets Jan. 2013)

NCEDA strongly supports the extension of the 3J credits for growing businesses and efforts to make them more effective for business location, retention and expansion. Tax credits for investment and job creation are one of the primary economic development tools to support business growth in North Carolina, from both the new and existing industry perspective. NCEDA welcomes the opportunity to make this a more effective tool.

Corporate Income Tax

NCEDA supports continued improvements to the state's business climate through positive changes to our corporate income tax policies.

Regulatory Reform

NCEDA supports continued improvement of the state's business climate by removing regulatory barriers to business and job growth.

North Carolina Community College System – Customized Training Program

North Carolina Community Colleges Customized Training Program reaches across all 100 counties to both new and existing industries to meet the workforce development needs of our business community. **NCEDA supports maintaining the current funding level for the North Carolina Community Colleges' customized industrial training program.**

Increased Funding for the North Carolina Department of Commerce

NCEDA supports the increase of funding for the North Carolina Department of Commerce. North Carolina needs to **fund Commerce marketing efforts (Business and Industry and Travel and Tourism) for a competitive advantage** and provide the ability to **complete current initiatives such as development ready sites.** We also encourage continued support for film incentives. Continued state support is critical to North Carolina's short- and long-term competitiveness.

Restoration of Funding for the Seven Regional Partnerships

Supported by the findings of the N.C. General Assembly's Program Evaluation Division, NCEDA recommends that the funding for the seven regional economic development partnerships be returned to the recurring budget. Recurring state support for these vital economic development organizations is critical to North Carolina's economic success.

NCEDA 2011-2012 Patron Sponsors

Memorandum

To: NCEDA Membership
From: Bonnie Renfro, *President*
Date: November 2, 2011
Re: NCEDA 2011-2012 Patron Sponsors

I wanted to take the opportunity to thank and recognize a very important group of NCEDA sponsors – the NCEDA Patron Sponsors.

AT&T North Carolina	N.C. Department of Commerce	Piedmont Natural Gas
Duke Energy	N.C. Electric Membership Corporation	Piedmont Triad Partnership
ElectriCities of NC, Inc.	Nexsen Pruet PLLC	Progress Energy
N.C. Community College System	Norfolk Southern Corporation	PSNC Energy

Our association has been blessed with a supportive membership base investing in the association at all levels. From your annual dues to conference sponsorship, your investment in NCEDA is vital to the success of the organization.

The NCEDA Patron Sponsors are a vital part of our organization. Their annual support has enabled us to remain a fiscally sound organization, well-equipped to meet the challenges needed to support all North Carolina counties as the statewide voice of economic development.

Sponsorships have allowed NCEDA to maintain its growth of recent years, to be as economical as possible for its members, and to offer exceptional programs, conferences and professional development opportunities to our members at an affordable price.

I want to take the opportunity to thank and recognize our current 2011-2012 Patron Sponsors, but also let the membership know about the Patron Sponsorship level and the annual benefits associated with it. As an NCEDA Patron Sponsor, you will be recognized with:

- Signage and recognition in all printed materials at each of the three NCEDA conferences (Fall, Midwinter and Annual) and our annual Legislative Reception.
- Company logo featured on the back cover of the 2011-2012 NCEDA Membership Directory.
- A feature article highlighting your organization in the NCEDA newsletter.
- Company advertisement featured on the NCEDA website.

The annual investment to become a Patron Sponsor is \$2,500. If you have interest or any questions about the program please feel free to ask me, a member of the NCEDA board or John Peterson. Thank you for your continued support of NCEDA!

Op-ed: Getting the business for N.C.

The following op-ed by NCEDA member Don Donadio includes key points on North Carolina's economic development policies and competitiveness.

Getting the business for N.C.

The News & Observer
January 8, 2012

BY DONALD A. DONADIO

RALEIGH -- There are three steps that North Carolina should take to make it more competitive with its neighbors for new, high-impact industrial and commercial projects. But before addressing these steps, the state's progress in reinventing its economy should be acknowledged.

North Carolina's business recruitment processes, its business and regulatory climate, the transparency and accountability of its incentive programs and its notable successes in recruiting major industrial and commercial businesses in knowledge-based sectors have all received and deserve positive recognition. Nevertheless, the review of the state's economic development incentive programs and delivery systems being conducted by the Joint Legislative Economic Development and Global Engagement Oversight Committee presents an opportunity for promoting economic growth and stimulating job creation through much-needed changes to the state's corporate income tax code that at least will place North Carolina on an equal footing with many of its neighbors.

Site selection searches involve, among other things, an analysis of the comparative costs (including taxes) of doing business over specified periods in competing states. Most southeastern states, including South Carolina, Georgia and Virginia, have lower tax rates; much more favorable tax apportionment formulas (which determines the income tax a multistate business owes to a given state); and sizeable upfront cash grant programs that do not require special legislation. For any large business that has relatively few sales in North Carolina, its corporate income tax here over a 10-year period would be many times greater than it would have to pay if it were to locate the same facility, for example, in South Carolina.

This disparity has not gone unnoticed; for 2011 the Tax Foundation ranked North Carolina among the 10 states with the worst business tax climate. Conversely, Virginia ranked 12th and South Carolina 24th.

Adding to their advantage, South Carolina and Virginia have established discretionary grant programs allowing them to make large upfront cash grants based on the project's merit and its projected rate of return to the state without having to ask the legislature to enact special legislation. Currently North Carolina has in place a mechanism for making such grants, the Site Infrastructure Development Fund (SIDF), but the legislature has not appropriated any funds to the SIDF since it was created to induce Merck to locate a vaccine facility in Durham County in 2003.

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Op-ed: Getting the business for N.C. (cont.)

If the state were to eliminate the premium it exacts from companies proposing to do business here through its corporate income tax rate, franchise tax and unfavorable apportionment formula, it would not be necessary to provide large, front-end-loaded cash grants to level the playing field.

While North Carolina has had many business recruitment successes and its programs and policies are envied by many states, it can build a more competitive recruitment framework - and one which would not have to rely as heavily upon "extra" incentives or special legislation when a large, impactful project justifying a major financial commitment comes along. To be more competitive the state should (1) establish a mechanism for offering upfront cash grants where individual grant decisions are made without the necessity of special legislation, (2) reduce the corporate income tax rate to the median rate in the region and (3) adopt a single sales factor corporate income tax apportionment formula.

These changes would do much to eliminate the disadvantages inherent in the state's current business recruitment tools; however, the legislature can not lose sight of the fact that our closest competitors have done all of these things and continue to offer tax credits and other incentives for attracting jobs and investment.

Although these changes can be phased in over a multi-year period, all of these changes should be enacted at one time as a part of comprehensive economic development legislation.

Donald A. Donadio, a partner with Womble Carlyle Sandridge & Rice, LLP, has been involved in representing companies that are considering the location or expansion of major facilities in the state and the region for more than three decades.

North Carolina Companies to Watch 2012

Announcing: Open Nominations for *North Carolina Companies to Watch 2012*

CED, the Council for Entrepreneurial Development, in partnership with the Edward Lowe Foundation, is hosting the third annual North Carolina Companies to Watch (NCCTW) on **June 7, 2012 in Raleigh, NC**. NCCTW is a state-wide award ceremony to **showcase growth-oriented companies** and recognize their accomplishments and contributions to the state's economy. For more information on NCCTW, visit <http://www.cednc.org/ncctw>.

Eligible Companies

Companies who have received this award in the past are not eligible. In order to be considered for the award, a company must be nominated, and meet the following criteria:

- Privately-held, for-profit business headquartered in North Carolina
- 6 – 99 full-time employees at the end of 2011
- Annual revenues between \$750,000 and \$50M in 2011
- Companies that demonstrate intent and capacity to grow based on leadership, competitive advantage, employee or revenue growth, or other measurable growth success

How to Nominate

Nominations for NCCTW begin on **January 3, 2012**, and close on **February 27, 2012**. Companies can be nominated by *any individual* who submits the simple online form. Companies are invited to self-nominate, if all qualifications are met. Once a company is nominated, the selection committee requires a formal application from the company by March 12, 2012. **Winners are notified on May 1, 2012** and invited to participate in the **awards ceremony**, held on **June 7, 2012**.

Do you know of a rapidly-growing company in North Carolina?

Nominate them today: <http://bit.ly/ncctw2012nominations>

Partner Organizations

NCCTW is brought to you in partnership with:

- BIG
- Entrepreneurs Organization
- Greensboro Chamber of Commerce
- NC Board of Science and Technology
- NC Department of Commerce
- NC Institute of Minority Economic Development
- NC Rural Center
- NCTA
- Research Triangle Regional Partnership
- SBTDC
- Women President's Organization
- Wyrick Robbins



Person County Recruitment Announcement Economic Development Director- Exempt

General Statement of Duties: Serves as initial contact for potential industries and businesses considering new location or expansion; shows sites and arranges meetings with local officials; researches land and coordinates contacts for the property; serves as liaison during plant or facility construction; investigates labor supply, utilities, and works with various groups to ensure the availability of an adequate, well trained workforce for industrial concerns. Develops marketing tools for the economic development of the County including brochures, flyers, booklets, website, and ads, etc. Develops a network of contacts to identify potential parks and sites; monitors building projects and works with local partner agencies including the education systems, local governments, etc. Develops grants and funding sources to support infrastructure improvements, i.e. community development Block grants, rural Development Administration and NC Rural Economic Development Center Fund; researches, writes and contracts for grants procurement and administration; Works on grants to support County Government as directed by the County Manager. Maintains frequent and regular contact with state industrial developers, community leaders, and representatives of both large and small businesses and industries. Keeps current records on sites and buildings, and reports changes to the State industrial developers; keeps files and statistics on labor wages, demographics, economic base, maps, profiles, utilities, retail sales, building permits, finances and schools; reports on growth announcements and statistics on various agencies. Prepares department budget recommendations; establishes yearly goals and objectives. Serves as staff resource and technical consultant to the County Economic Development Commission, and makes presentations as requested. Leads the implementation efforts of the Person Futures Strategic Plan in the outcome area of "Prosper the Local Economy." Coordinates efforts with a wide variety of local, regional and state groups such as Regional Partnership officials, NC Department of Commerce; NCEDA, NCCBI, and others. Attends meetings of other local economic development groups and partners.

Desirable Education and Experience: Graduation from a four year college or university with a degree in business, planning, economics, or related field supplemented by training in economic development and considerable professional experience economic development; Masters Degree and North Carolina Economic Development Certification preferred.

Salary range Grade 82 \$61,513 - \$95,345

Application Deadline: 5:00 PM January 19, 2012

How to apply: Person County application , resume, and cover letter (all required) to:
Human Resources Director 304 S. Morgan St Room 207/208Roxboro, NC 27573 336-597-1725.

An Affirmative Action Equal Opportunity/ E-Verify Employer

Job Posting: Roanoke Economic Development Director

ECONOMIC DEVELOPMENT DIRECTOR

Roanoke,VA (pop 93,600) seeking experienced professional to lead its economic development program. Responsible for ensuring expansion of tax base, business attraction and retention and entrepreneurial business development; oversees outreach efforts and expansion initiatives. Success as a leader in economic development in an urban area a plus. BA/BS degree (Master's degree preferred) and extensive experience in economic development in a public or private organization required.

Detailed resume to: John T Maxwell, Senior Vice President, the Mercer Group.
Email jtmaxwell41@gmail.com; voice 757-897-3393

Meet Your Board

This month we will feature your NCEDA Vice President Linda Weiner



A native of Johnston County, Linda H. Weiner is Vice President of Engagement and Strategic Innovation for the NC Community College System. Her responsibilities include communication, marketing, small business centers, BioNetwork, emerging industries and economic development collaborations. Prior to May 2008, Linda was Senior Director of Business Development in the Raleigh office of RSM McGladrey, the nation's fifth-largest accounting firm. Her experience includes serving in the NC Department of Commerce as Assistant Secretary for Communications and External Affairs during Sec. Jim Fain's tenure and Director of Public Affairs during Gov. Jim Hunt's last term. Linda's 20-year background in business, communications, lobbying, public relations and economic development encompasses both the public and private sector, including roles with NC State University, the University of North Carolina at Chapel Hill and Wake Medical Center. In 2006, Linda was named one of the Top 25 Women in Business by the Triangle Business Journal. She has been active in the Raleigh Professional Women's Forum, the Research Triangle Regional Partnership, the Greater Raleigh Chamber of Commerce and the Women Against MS Steering Committee.

In addition to the NCEDA Board, Linda serves on the state boards of Leadership North Carolina and the Small Business and Technology Development Centers. Linda has a B.A. in journalism and political science from the University of North Carolina at Chapel Hill, is married to Jeff, her husband of 31 years, and lives in Cary, NC. Linda's pride and joy are her family: son, Matt and his wife, Christina, and son, Jon and his wife, Lindsey, and her twin grandchildren, Eliza and Jacob.

Meet Your Patron Sponsor

This month we will feature Patron Sponsor: AT&T

AT&T Inc. is a premier communications holding company whose subsidiaries and affiliates – AT&T operating companies – are the providers of AT&T services in the United States and around the world. With a powerful array of network resources that includes the nation's fastest mobile broadband network, AT&T is a leading provider of wireless, Wi-Fi, high speed Internet, voice and cloud-based services. A leader in mobile broadband and emerging 4G capabilities, AT&T also offers the best wireless coverage worldwide of any U.S. carrier, offering the most wireless phones that work in the most countries. It also offers advanced TV services under the AT&T U-verse® and AT&T | DIRECTV brands. The company's suite of IP-based business communications services is one of the most advanced in the world. AT&T is proud to be a patron sponsor of NCEDA and a strong supporter of economic development in North Carolina.

Contact: Herb Crenshaw
Phone: (919) 835-1448
Email: herb.crenshaw@att.com



NCEDA Board of Directors

2011-2012 OFFICERS

President

Bonnie Renfro

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