

Volume VI Issue No. 1 July 2007
 The Newsletter of NCEDA
 Amy Jackson, Executive Editor

President's Message by: Donny Hicks

I think we can all agree that NCEDA's 41st Annual Conference was a great success. Secretary Jim Fain, Billy Warden and all our panelists did a great job in discussing pressing issues and concerns in economic development. We appreciate each of our speakers and members who participated in the panel discussions on the pending building code legislation and the N.C. Ports. We all also enjoyed a great performance by the Embers and an exciting night at the North Carolina Aquarium.

I want to thank all of you who were able to attend the conference and help make it such a great success. Thanks again to all our sponsors (see page 8).

I also want to thank our members for their outreach efforts throughout the past year. NCEDA has had a visible presence during the legislative session, and remains the voice of economic development throughout the state.

Our recent legislative briefing was a great success. Jeannette Thompson, national site selection consultant from McCallum Sweeney, gave a helpful presentation on economic development and marketing strategy. There were also nearly 60 legislators present and good representation from the NCEDA Board of Directors and Legislative Committee.

Mark your calendars! The 2007 NCEDA Fall Conference is scheduled for October 17-18 at the Grandover Resort in Greensboro, N.C. We will also be hosting 2 tax increment financing seminars in partnership with the Council of Development Finance Agencies. The Oct. 18th seminar will be held immediately following the fall conference at the Grandover, and the on Oct. 19th seminar will be in Raleigh, North Carolina at the Holiday Inn Brownstone. More details to come.

Finally, the deadline to renew your membership is quickly approaching. Membership renewals will only be processed online at:

https://www.nceda.org/membership_login.php. Your membership will automatically expire in our registration system on **August 1, 2007**. **So, please complete your renewals before that date. The cost for dues will be \$200 for the 2007-2008 year.** If you do not renew before the deadline you will have to reapply as a new member with the addition of a \$25 new member fee. If you have not renewed your membership, please do so before **August 1, 2007**.

I look forward to serving as your president and being a part of another successful year for NCEDA!

NCEDA

North Carolina Economic
 Developers Association, Inc.
 Developments is published the first
 Friday of every month by
 NCEDA.

NCEDA
 1201 Edwards Mill Road;
 Suite 102
 Raleigh, NC 27607

Toll-Free 1-888-24NCEDA

Fax 919-882-1902

nceda@capstrat.com

<http://www.nceda.org>

Inside this issue:

<i>President's Message</i>	1
<i>NCEDA Calendar of Events</i>	2
<i>Membership Renewal Process</i>	2
<i>Across the State</i>	3
<i>IEDC Announcement</i>	4
<i>NCEDA in the news</i>	5
<i>NCEDA in the news</i>	6
<i>Job Openings</i>	7
<i>Special Thanks</i>	8
<i>Meet Your Board</i>	9
<i>Meet Your Patron Sponsor</i>	9

NCEDA **Officers** **2007-2008**

President

Donny Hicks

Gaston County EDC

704-825-4046

dhicks@co.gaston.nc.us

Vice President

Scott Hamilton

AdvantageWest

828-687-7234

shamilton@awnc.org

Secretary/Treasurer

Katherine Thomas

Progress Energy

(919) 546-2653

katherine.thomas@pgnmail.
com

Immediate Past President

Ronnie Goswick

Franklin County EDC

919-554-1863

rgoswick2001@earthlink.net

Ex Officio

Jim Fain

N.C. Department of Commerce

Tony Copeland

N.C. Department of Commerce

Herb Crenshaw

AT&T North Carolina

Jordan Whichard

The Daily Reflector

John Peterson

Executive Director

NCEDA Calendar of Events

October 17-18, 2007

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

October 18, 2007

C DFA Seminar
Grandover Resort; Greensboro, N.C.

October 19, 2007

C DFA seminar
Holiday Inn Brownstone; Raleigh, N.C.

NCEDA Membership Renewal

Membership support is what makes NCEDA successful. Please remember to renew your membership before August 1, 2007. Your membership will automatically expire on August 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 Aug. 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.

NCEDA Board Members

2008

Jon Hamm

EMBARQ

919-554-7311

Jon.r.hamm@embarq.com

Dianne Reid

Chatham County EDC

919-245-2325

edcdirector@earthlink.net

Bonnie Renfro

Randolph County EDC

336-626-2233

brenfro@rcedc.com

2009

Leonard Kulik

N.C.'s Eastern Region

232-522-2400

kulik@nceast.org

George Sharpe

DeVere Construction Company

919-363-6551

gsharpe@devere.tv

Michael Trotter

Duke Energy

704-382-3904

motrotte@duke-energy.com

2010

Mark Clasby

Haywood County EDC

828-456-3737

mclasby@haywoodnc.net

Joanna Thompson

Wayne County Development

Alliance

919-731-7700

Linda Weiner

RSM McGladrey, Inc.

919-781-1458

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 email: bkinney@businessnc.com.

Registration is now open for the **35th Annual Basic Economic Development Course** at the **University of North Carolina at Chapel Hill**. The course will be offered on **August 6-9, 2007** in Chapel Hill, NC. The deadline for early registration is **July 6, 2007**. The registration fee will increase from \$625 to \$675 after that date. A registration form is attached. Visit the course web-site at www.cednc.unc.edu/bedc for more information and to register online.

Contact Angela Bowden at bowdena@sog.unc.edu or 919-843-8176 with questions.



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, NC 27699-4351

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

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 it's **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/HTMLEmail/AnnualConference/blast_states.html

The following advisory was distributed to statewide media on July 10th.



FOR IMMEDIATE RELEASE

July 10, 2007

NCEDA ANNOUNCES 2007-2008 BOARD OF DIRECTORS

RALEIGH – The North Carolina Economic Developers Association (NCEDA) has elected its 2007-2008 board of directors.

The new officers are:

President – **Donny Hicks**, Executive Director of Gaston County EDC

Vice-President – **Scott Hamilton**, Executive Vice President, Henderson County Partnership for Economic Development

Secretary/Treasurer – **Katherine Thomas**, Director-Economic Development, Progress Energy

Donny Hicks is the Executive Director of the Gaston County Economic Development Commission, a position he has held for nineteen years. Prior to his appointment as Director he served as the Development Specialist for the same organization. In 2001 he was chosen by the North Carolina Economic Developers Association at the Practitioner of the Year, and in 2005 he was chosen as the “Person of the Year” by the *Gaston Gazette*. Donnie, his wife Laurel and his daughters reside in Gastonia.

NCEDA also elected three new board members, who will serve until 2009:

Mark Clasby– Executive Director, Haywood County EDC

Joanna Thompson-President, Wayne County Development Alliance, Inc.

Linda Weiner–Senior Director of Business Development, RSM McGladrey, Inc.

“NCEDA will once again have a talented and experienced group to lead our organization for the 2007-2008 term,” said John Peterson, NCEDA’s executive director. The new officers and board members assumed their positions July 1.

About NCEDA

NCEDA is the leading statewide association of professional economic developers and their allies in North Carolina. Its more than 575-plus members promote the state and their communities as places for new economic activity. They are on the front line of economic development in North Carolina. Based in Raleigh, NCEDA provides professional development, advocacy and information services for its members.

For more information, visit www.nceda.org.

###

The following advisory was distributed to statewide media on June 21st.



FOR IMMEDIATE RELEASE
June 21, 2007

Ken Atkins Awarded ‘N.C. Economic Developer of the Year’ by the North Carolina Economic Developers Association

Raleigh, N.C. – The North Carolina Economic Developers Association (NCEDA) named Ken Atkins N.C. Economic Developer of the Year. Atkins was recognized by his peers on June 21, at the Association’s 41st Annual Conference in Atlantic Beach, N.C.

This special award is given once a year to a North Carolina professional who has demonstrated outstanding achievements in economic development on a statewide level. NCEDA recognized Atkins for his leadership as executive director of Wake County Economic Development, a program of the Greater Raleigh Chamber of Commerce.

His leadership was crucial to Wake County’s efforts in securing Credit Suisse, Novartis, Fidelity and many other companies.

“Ken Atkins truly has an extraordinary year in economic development,” said Dianne Reid, co-chair of the NCEDA professional development committee. “Ken has had a great success in economic development for Wake County.”

About the North Carolina Economic Developers Association

NCEDA is the leading statewide association of professional economic developers and their allies in North Carolina. NCEDA’s 575-plus members promote the state and their communities as places for new economic activity. As the leading voice on economic development, they are on the front line of economic development in North Carolina. Based in Raleigh, NCEDA provides professional development, advocacy and information services for its members.

For more information, visit NCEDA’s Web site, www.nceda.org.

###

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.

Special Thanks to our Annual Conference Sponsors

Business Facilities Magazine
Business North Carolina
Charlotte Regional Partnership
Duke Energy
ECS Carolinas
ElectriCities of N.C., Inc.
EMBARQ
Froehling and Robertson
Gaston County Economic Development Division of the Gaston County Chamber
Holmes Smith Development
John S. Clark Company
KCI Technologies
North Carolina's Eastern Region
Progress Energy
PSNC Energy
S&ME, Inc.
Wayne County Development Alliance
Womble Carlyle Sandridge and Rice
Woolpert Consultants

Special Thanks to our Patron Sponsors

AT&T North Carolina
CSX Transportation Inc.
Duke Energy
ECS Carolinas
ElectriCities of N.C., Inc.
EMBARQ
N.C. Department of Commerce
N.C. Electric Membership Corporation
Norfolk Southern Corporation
Piedmont Natural Gas
Piedmont Triad Regional Partnership
Progress Energy
PSNC Energy
S&ME, Inc.

Special Welcome to our New Members

(approved from the June Board Meeting)

Emily Felt, *Duke Energy*
Jim Hinkle, *Colombus County*
Tom Peeler, *Charter Business (Charter Communications)*
Russell Killen, *Parker, Poe Adams & Burnstein*
Luther Snyder, *Conway & Greenwood Executive Search*
Robert Dunn, *The Stump Corporation*
Ted Morris, *East Carolina University*
Olivia Hopkins, *Reznick Group*
None Mills, *Office of Economic Development City of Asheville*
John Marek, *Greater Statesville Development Corporation*

Bill Bennett, *North Carolina State Ports Authority*
Kathy Neal, *North Carolina Department of Commerce*
Jeff Reed, *City of Danville*
Susie Smith, *Allen Tate Relocation*
Richard Bunch, *Edenton-Chowan Chamber of Commerce*
Wayne Watkins, *Wayne County Economic Development*
John Correllus, *North Carolina Department of Commerce*
Jeremy Phillips, *Wilmington Industrial Development*

Meet Your Board

This month we will feature Board member Mark Clasby with Haywood County EDC.

Mark Clasby is the Executive Director of the Haywood County Economic Development Commission, he has served in this position since August 2003.

Prior to that time, Mark served in several management capacities in the private sector, CEO of Cedar Hill Studio, Senior Vice President of C R Anthony Department Stores, President & Owner of a 3M Company Dealership, Regional Vice President of Marriott In-Flite Services and numerous management positions with American Airlines in New York and Washington, DC.

Mark is graduate of the University of Miami, with a BBA in Aviation Management and the Embry Riddle Aeronautical Institute, with a Commercial Pilots License, Multi-Engine and Instrument Ratings. He has completed his second year at the OU Economic Development Institute.

A native of Oklahoma, Mark moved to Haywood County in 1993 from Oklahoma City. He has been involved in his community serving on the Haywood Regional Medical Center Board of Commissioners, Haywood Regional Medical Center Foundation, Board Chair of Mountain Projects, a Community Action Agency, and the Advisory Committee for Biotechnology in Western North Carolina, Haywood County Chamber of Commerce Board, CarolinaWest Board and new member of the NCEDA Board. He is a member of the Southern Economic Development Council and the Waynesville Rotary Club where he serves as Secretary.

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.