

# NCEDA DEVELOPMENTS



March 2010  
 Volume VIII, Issue 9  
 Cameron Macon, Executive Editor

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## SAVE THE DATE! NCEDA 2010 Annual Conference June 14-16

**Hotel Information:** The room block at the Sheraton - Atlantic Beach is now open. If you would like to go ahead and make your room reservations, please feel free to contact the Sheraton at 800-624-8875 and tell them you are with NCEDA.

## NCEDA 2009-2010 Event Calendar

**April 14, 2010**  
 Networking Luncheon:  
 Capital City Club, Raleigh

**May 12, 2010**  
 Networking Luncheon:  
 Capital City Club, Raleigh

**June 14-16, 2010**  
 2010 Annual Conference:  
 Atlantic Beach, N.C.

### Additional Dates to Note:

**March 2-3, 2011**  
 2011 MidWinter Conference: Pinehurst, N.C.

**June 14-16, 2011**  
 2011 Annual Conference: Asheville, N.C.

# NCEDA 2010 MidWinter Conference in Pinehurst, N.C.



*Katherine Thomas, NCEDA President, presents Tiffany McNeill of the N.C. Dept. of Commerce with the Governor James E. Holshouser Scholarship.*



*(Left-right) Katherine Thomas, NCEDA President; James Lee, City of Asheville, recipient of The Dan Stewart Scholarship; Mark Clasby, NCEDA MidWinter Conference Co-Chair*

## NCEDA President's Message

First, THANK YOU!

To MidWinter Co-chairs, Mark Clasby and Jenny Mizelle, their committee and all of you who attended our 2010 Mid-Winter Conference! On the heels of this excellent program and strong attendance by our membership -- NCEDA is working to prepare for a busy spring and summer.

Time to Act, now:

**Registration is now open for the April Networking Luncheon**, featuring N.C. Commissioner for Small Business-- Scott Daugherty. Scott's presentation is entitled, "Enhancing Outreach and Services to North Carolina's Small Businesses." For more information about this event, see page 3 of the newsletter.

**Preparations are underway:**

The N.C. General Assembly will be back in session beginning May 12. NCEDA's Legislative Committee has already been hard at work preparing for this session – connecting with other economic development stakeholder groups to ensure a consistent and strategic approach to the challenges we face during the short session. On behalf of the Legislative Co-chairs – Mark Clasby, Linda Weiner and Mike Wilkins – I would like to thank all of you who have stayed connected to your local legislators throughout the "off-season". It is because of efforts like yours that economic development policies have gained the consideration and priority of many state legislators.

**Mark your calendars:**

As part of our legislative outreach this summer, NCEDA will also be hosting its annual Legislative Reception on June 22 at the N.C. Museum of Natural Sciences. This is a great opportunity to network with legislators and share with them NCEDA's legislative priorities. Please save the date for this popular event.

**Other dates to highlight, now:**

In addition to all the legislative activity this summer, NCEDA will also be holding its 2010 Annual Conference at the Sheraton-Atlantic Beach, June 14-16. The Annual Conference Committee, lead by Conference Chair Jimmy Smith, will be finalizing the program details over the next few weeks. So, expect more details on the Annual Conference agenda, soon! In the meantime, we encourage each of you to save the date and **book your hotel rooms early!**

**Your engagement is key to our current and future success:**

Finally, please note that applications are now being accepted for the NCEDA Board of Directors. All members should have received a copy of the application for Board consideration via email. Please feel free to contact me or any of our NCEDA past presidents with questions regarding this process. NCEDA Board of Director **applications are due by Friday, April 16**. For more information about the selection process or the application itself, see pages 4-5 of the newsletter.

Serving on the NCEDA Board of Directors has been extremely fulfilling for me, personally. It has been an honor to connect with many of you through my engagement with NCEDA and my Board involvement. I have a great appreciation for the high quality professionals that make up the NCEDA membership. That being said, I encourage each you to consider a role on the Board of Directors and the value you could bring to this association and to our state.

I look forward to seeing you at our upcoming events! Your participation is key to our continued visible impact and success!

All the best,



NCEDA 2009-2010 President



## Join NCEDA on LinkedIn and Facebook



NCEDA can now be found on both the LinkedIn ([www.Linkedin.com](http://www.Linkedin.com)) and Facebook ([www.Facebook.com](http://www.Facebook.com)) networking sites.

If you are members of these online networking sites, make sure you add NCEDA to your networking and encourage other users to join as well.

[http://www.linkedin.com/groups?gid=1440807&trk=anetsrch\\_name&goback=.gdr\\_1251924036329\\_1](http://www.linkedin.com/groups?gid=1440807&trk=anetsrch_name&goback=.gdr_1251924036329_1)

<http://www.facebook.com/search/?q=north+carolina+economic+developers+association&init=quick#/pages/North-Carolina-Economic-Developers-Association/249111325499?ref=search&sid=1247600238.92243872..1>

## NCEDA April Networking Luncheon: April 14, 2010

### **“Enhancing Outreach and Services to North Carolina’s Small Businesses”**

Plan on attending the next NCEDA networking luncheon on April 14, at the Capital City Club in Raleigh to hear from Scott R. Daugherty on “Enhancing Outreach and Services to North Carolina’s Small Businesses.” Mr. Daugherty was recently appointed by Governor Beverly Perdue to serve as North Carolina’s first Small Business Commissioner.

**When:** Wednesday, April 14, 2010; 12:00-1:30 p.m.

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

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

**Deadline for registration will be Monday, April 12. Any cancellations after this date will be refunded, less a \$20 processing fee.**

**Register online at [www.NCEDA.org](http://www.NCEDA.org).**

## **2010-2011 NCEDA Board Consideration Process**

TO: NCEDA Membership  
FROM: Scott Hamilton, Immediate Past President, NCEDA  
RE: 2010-2011 NCEDA Board Consideration Process

The North Carolina Economic Developers Association (NCEDA) is accepting applications for consideration for the 2010-2011 NCEDA Board of Directors. Directors serve three year staggered terms. The NCEDA year runs from July-June; therefore the incoming class term will be July 2010-June 2013. **Applications are due on or before Friday, April 16, 2010.**

You are encouraged to discuss your interest in board service with any of our NCEDA past presidents who serve as members of the NCEDA Nominating Committee. Please also feel free to contact any current NCEDA Board Member if you have any questions about service. For more information about the NCEDA past presidents and the current board, please visit [www.nceda.org](http://www.nceda.org).

To express interest in board service, please complete the attached application and send it, along with an accompanying letter, to:

John Peterson  
Executive Director  
NCEDA  
1201 Edwards Mill Road, First Floor  
Raleigh, NC 27607

Or you may email to [jpeterson@capstrat.com](mailto:jpeterson@capstrat.com).

**See page 6 of the newsletter the official application form.**



1201 Edwards Mill Road, First Floor  
Raleigh, North Carolina 27607

## 2010-2011 Board Service Consideration Application

### NCEDA BOARD OF DIRECTORS

#### Applicant Information

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Business address: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_ E-Mail: \_\_\_\_\_

Describe your current and historical professional experience:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How long have you been a member of NCEDA? \_\_\_\_\_

List all current and past involvement with NCEDA:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

List any activities/memberships/awards, etc., in or related to economic development:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What would your priorities be if you served as an officer to the NCEDA Board of Directors?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Submitted by: \_\_\_\_\_

Date: \_\_\_\_\_

TO: NCEDA Members

FROM: Joanna Helms and Pat Mitchell  
*Professional Development Committee Co-Chairs*

RE: Call for Nominations: NCEDA's N.C. Economic Developer of the Year

DATE: March 24, 2010

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NCEDA is proud to open nominations for its **N.C. Economic Developer of the Year** award. The N.C. Economic Developer of the Year award is given annually, recognizing the individual who has provided outstanding leadership in economic development and rewarding the nominee's contributions to expansions, projects, or overall efforts in economic development both inside and outside of their organization, which were **completed during the 2009 calendar year.**

The criterion for the award is as follows:

**N.C. Economic Developer of the Year:** The successful nominee will demonstrate significant and measurable leadership for economic development in any area. This person's job duties could include:

- working with economic developers to promote economic development;
- a person whose primary job responsibilities do not include economic development, but who has demonstrated significant and measurable contributions in a volunteer capacity to economic development in an area;
- or a person whose primary job is economic development.

Eligible candidates could include employees of utilities, banks, contractors, developers, realtors, nonprofit organizations, a state developer, local developer or regional developer. Please note that "developer" can include any person within an economic development organization, such as an Existing Industry Representative, a Vice President, a Director of Marketing or a Project Manager, as examples.

You are encouraged to make as many nominations as you wish. Attached is the nomination form for the N.C. Economic Developer of the Year award.

The award will be presented at the 2010 NCEDA Annual Conference, June 14-16, 2010.

All entries must be received by **Friday, May 14, 2010.** Please submit your application electronically to: [nceda@capstrat.com](mailto:nceda@capstrat.com).

# NCEDA “N.C. Economic Developer of the Year” Nomination Form

(Please print or type)

## Nominee:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_ E-mail: \_\_\_\_\_

## Nominator:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_ E-mail: \_\_\_\_\_

## Criteria:

Explain how the nominee has made significant and measurable contributions to economic development. Please be specific and concise. Use separate sheets for each question.

- (1) Identify by name and description the project(s) the nominee contributed to and which were completed in calendar year 2009 and how the nominee contributed to the project(s).
- (2) Explain any obstacles overcome in completing the project(s) that are attributable to the nominee's efforts.
- (3) Provide supporting material such as letters, news stories, and other items documenting accomplishments and community and peer support.

## Submission:

Nominations should be professional in appearance, similar to an economic development client proposal. Please submit your application electronically to: [nceda@capstrat.com](mailto:nceda@capstrat.com). All entries must be received by **Friday, May 14, 2010.**

# Essentials of Economic Development Workshops

## Essentials of Economic Development Job Creation Strategies in Tough Times

April 16, 2010 – North Carolina TransPark Center, Kinston  
May 12, 2010 – Western Carolina University, Cullowhee

Does your community have the ingredients to stimulate investment and to create jobs and wealth in an uncertain economy? This one-day workshop covers promising strategies and tools for promoting economic development in the face of tight budgets and tough economic conditions.

### **Program Topics:**

- An Overview of Economic Development: Trends and Strategies
- North Carolina Economic Development Toolbox
- Best Practices in North Carolina Economic Development
- Preparing for Economic Recovery

**Registration:** Register online at [www.sog.unc.edu/courses/0772](http://www.sog.unc.edu/courses/0772).

**Faculty coordinator:** Jonathan Morgan, Assistant Professor of Public Administration and Government

**For more information:** Contact Carla Stowe, program manager, at 919.843.8176 or [cstowe@sog.unc.edu](mailto:cstowe@sog.unc.edu).

# Job Posting: N.C. Military Foundation

Position: Executive Director

Position Type: Full-time

Remuneration: Salary plus benefits and performance-based incentive structure; commensurate with experience

## **The Organization:**

The **North Carolina Military Foundation** supports the growth of the state's \$23.4 billion defense and security industry. Led by some of the nation's former top military leaders and North Carolina's strongest corporations, the Foundation is a non-partisan, non-profit organization funded solely by the private sector. Launched in December 2006, the Foundation identifies emerging defense and homeland security requirements that fit within North Carolina's core strengths, and works with decision-makers in government, business, and academia to capitalize on them. Through its efforts, the Foundation seeks to spur new investment and job creation statewide.

## **The Position:**

To further its objectives, the Foundation seeks a full-time Executive Director. This position will report directly to the Chairman and Board of Directors, and will be responsible for managing the Foundation's day to day operations and ongoing initiatives. Responsibilities include, but are not limited to:

- Strategic planning, including identification and development of new initiatives to support the growth of North Carolina's defense and homeland security industry;
  - Fundraising through soliciting and maintaining membership on the Board of Directors;
  - Project management of current initiatives, including development of next steps and deliverables;
  - Development of relationships with key North Carolina stakeholders in industry, government, active duty military, and academia in support of Foundation initiatives;
  - Planning and execution of public events designed to communicate Foundation's mission and emerging defense-related economic development opportunities to North Carolina stakeholders;
  - Management of Foundation's official correspondence, including monthly electronic newsletter and other correspondence as appropriate;
  - Management of annual budget, including the review and approval of all expenditures; and coordination with Foundation's accounting firm to produce quarterly and year-end financial reports; and,
- Management of a full-time deputy director (based in Charlotte) and a communications consultant.

## **Job Posting Continued: N.C. Military Foundation**

### **Qualifications:**

- Experienced professional who has knowledge of Department of Defense (DoD) and Department of Homeland Security (DHS) procurement as well as exposure to the Federal legislative and policy-making process.
  - Bachelor's degree required; Graduate degree and/or strategic planning and business development experience preferred.
  - Demonstrated success in roles developing and managing projects around policy initiatives, strategic planning, communications programs or other projects.
  - Demonstrated excellent leadership, analytical, interpersonal, and written and oral communication skills, in positions requiring communication with a broad and diverse audience.
  - Demonstrated effectiveness and interest in leading and coordinating colleagues from across a variety of disciplines to further initiatives.
  - Enthusiasm for, and commitment to, the Foundation's mission, issues and ideas.
- Ability to work with flexibility in an entrepreneurial environment; both individually and as part of a team effort.

### **Interested Candidates:**

Please send cover letter, resume, and salary history to:

North Carolina Military Foundation  
Attention: Chairman  
5 W. Hargett Street  
Suite 801  
Raleigh, NC 27601  
919-828-1322

Or by email to: [waustin@ncmilitary.org](mailto:waustin@ncmilitary.org)

To learn more about the North Carolina Military Foundation, please visit our website at [www.ncmilitary.org](http://www.ncmilitary.org).

# **Job Posting: Jacksonville Onslow** **Economic Development**

**Deputy Director**  
**Jacksonville Onslow Economic Development**  
**Commerce Center - 1099 Gum Branch Road - Jacksonville, NC 28540**

The Deputy Director will coordinate and facilitate business development, retention & expansion and defense-oriented economic development on behalf of Onslow County and its five towns and municipalities.

The Deputy Director will coordinate public and private response to existing business needs and support entrepreneurship. This person will maintain close contact with existing business & industry and manage a data-driven early warning system to detect business opportunities and challenges for companies both off and on-board Marine Corps Base Camp Lejeune; identify needs and develop programs (i.e. Onslow County Industrial Council) to support existing industry and encourage local expansion of jobs, annual payroll and capital investment; function as a project manager once investment opportunities or issues are identified and help companies through product or service advancement, site selection, labor procurement, permitting, facility expansions and financial assistance; attend defense-related conferences to network with DoD and defense related industries and stay current with changing trends.

Other duties will require the development of new economic development strategies to capitalize on defense-related opportunities by engaging military, university and business organizations. Also,

## **Professional Experience/Qualifications**

The position requires a minimum of three years of relevant experience as an economic developer, civilian business manager or military service. Must have experience in following a business plan and closing business deals. Candidate should also have the ability to work with key technical administrators within the local community college and state university staff that will be providing technology training to military and civilian personnel. The position also requires a close working relationship with military leadership to fulfill desired goals in carrying out the mission of Marine Corps Base Camp Lejeune.

## **Preferred Skills**

- Knowledge of defense industry business climate
- Excellent written, verbal and computer skills
- Ability to read and interpret construction site plans
- Real Estate sales and contract negotiations
- Strong professional public relations and interpersonal skills
- Independent worker with high level of initiative
- Excellent and honest work ethic
- Able to manage time and meet deadlines
- Demonstrates imagination and creative thinking in generating new business opportunities

**Application Process:** Resume, cover letter, salary range expectations, and at least three

references should be emailed to [mcabezas@onslowedc.com](mailto:mcabezas@onslowedc.com) or mailed to the address above to the attention of Melissa

# Job Posting: Assistant Director, Economic Development Partnership

**Functional Category:** Economic Development  
**Department:** Economic Development Partnership  
**Organization:** North Carolina State University  
**Division or College:** Office of Extension, Engagement, and Economic Development

## **Background**

The Economic Development Partnership (EDP) participates in a unique economic development initiative with the thirteen counties comprising the Research Triangle Regional Partnership of North Carolina, and particularly with the University's resident county, Wake County, and its economic development organization, Wake County Economic Development Program (WCED).

This economic development partnership with WCED and the Research Triangle Regional Partnership also involves the NC Department of Commerce (NCDOC) and other state economic development partnerships. These partners gain access through the EDP to the University's extension, teaching, research and technology transfer capabilities to enhance the productivity and competitiveness of North Carolina's transitioning industries as well as technology-based emerging companies. The partnership enhances the state's attractiveness as a home to innovation-driven firms. The partners concentrate specifically on growing those industrial clusters from which economic benefits spill over to depressed rural areas proximate to urban centers.

## **Primary Purpose of Position**

This position is designed to support the EDP Director in enabling NC State's Economic Development Partnership to expand and extend this model of job and investment creation throughout the region and State. The Assistant Director will support university-government-industry programs which encourage the growth of business and industry statewide through the application of science and technology, improve access to institutional resources through a comprehensive entry portal connecting industry, whether resident or under recruitment, with needed expertise, facilities, interns and graduates, or new technologies and best practices. As a statewide program, the incumbent will work with other UNC campuses and the NC Community College System.

## **Education/Training Requirements**

### **Minimum**

- BA or BS degree in economic development, public policy, public administration, or related fields
- Five or more years progressive economic development or management experience
- Demonstrated success in writing, editing, speaking, reporting, and publishing; Two (2) writing samples – proposals, papers, publications, etc.
- Computer proficiency (word processing, spreadsheets, presentations, and DeskTop Publication)

### **Preferred**

- MA/MPA/MBA in economic development, public policy, public administration, or related fields
- Experience in or familiarity with University or publicly-funded organizations, and state agencies
- Experience with Public Workforce Investment System
- Confirmed successes in recruiting and retaining businesses/jobs in North Carolina

To see the full job responsibilities and/or to apply for the position, please visit: <https://jobs.ncsu.edu/>

AA/EOE. In addition, NC State welcomes all persons without regard to sexual orientation.

## **Meet Your Board**

**This month we will feature Harry Poovey.**



Harry Poovey is Manager of Economic Development for Duke Energy. He is responsible for new and expanding industrial and commercial business recruitment in the 16 Western North Carolina counties within Duke Energy's service territory.

Since 1904, Duke Energy's Economic Development team has helped build the Carolinas' economy with the textile industry, furniture industry and others. Today, we're evolving into an East Coast center for high-tech manufacturing: automotive, data centers, pharmaceuticals, biotech, medical devices and supplies.

High economic growth occurring in the region is attracting suppliers such as glass, plastic and metal fabricators. Harry joined Duke Power in 1977. His 32 plus years with the company include over 16 years of experience in Power Delivery prior to his current role in Economic Development. In 2008 Harry was honored by his peers as a recipient of the James B. Duke Award, the company's highest employee award for service to the company and community.

## **Meet Your Patron Sponsor**

**This month we will feature S&ME.**

For over three decades, S&ME has provided award-winning engineering and environmental solutions to thousands of clients in the Southeast and beyond.

We offer a diverse range of services – geotechnical engineering, construction materials engineering and testing, environmental engineering and occupational health and safety services, to be exact. But we approach each project the same way: By dedicating the time, talent and expertise it takes to get the job done on time and within budget. And by being upfront and above-board in everything we do. Not exactly the stuff of fashion magazines – though it's helped us grace our offices with more than 50 Engineering Excellence Awards in the last decade. With seven offices throughout North Carolina, the headquarters is located in Raleigh.

Contact: Jane Brasier  
Phone: (919) 872-2660  
Email: [jbrasier@smeinc.com](mailto:jbrasier@smeinc.com)



# NCEDA Board of Directors

## 2009-2010 OFFICERS

### President

**Katherine Thomas**  
Progress Energy  
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Phone (919) 546-2653  
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[katherine.thomas@pgnmail.com](mailto:katherine.thomas@pgnmail.com)

### Vice President

**Jimmy Smith**  
Four County Electric  
Membership Corporation  
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Phone (910) 259-1821  
Fax (910) 259-1860  
[jimmysmith@fourcty.org](mailto:jimmysmith@fourcty.org)

### Secretary/Treasurer

**Bonnie Renfro**  
Randolph County EDC  
PO Box 2001  
Asheboro, NC 27204  
Phone (336) 626-2233  
Fax (336) 626-0777  
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### Immediate Past President

**Scott T. Hamilton**  
AdvantageWest  
134 Wright Brothers Way  
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### Joanna Helms

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### Linda Weiner

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## 2011 DIRECTORS

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## 2012 DIRECTORS

### Dr. Pat Mitchell

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### Jenny Mizelle

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### Harry Poovey

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## EX-OFFICIO

### Dale Carroll

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### Keith Crisco

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### John Peterson

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### Allen Joines

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ED Board  
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[allenj@cityofws.org](mailto:allenj@cityofws.org)