

# NCEDA DEVELOPMENTS



2011  
Volume X Issue IV  
Emily Massey, Executive Editor

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## Next NCEDA Networking Luncheon is Nov. 9!

***See page 4 for details.***

### Additional Dates to Note:

**December 8, 2011**

December Networking Luncheon: Raleigh, N.C.

**March 1-2, 2012**

2012 MidWinter Conference: Pinehurst, N.C.

**June 26-28, 2012**

2012 Annual Conference: Wrightsville Beach, N.C.

## NCEDA President's Message

For those of you who could attend, I hope you enjoyed your time in Greensboro for NCEDA's 2011 Fall Conference. Such a strong turnout by NCEDA members and guests, along with attendance by two state legislators, shows how NCEDA continues to significantly influence economic development in our state. I would like to sincerely thank all the sponsors and speakers for making this event possible. Another big thanks goes to Raul Peralta, Harry Poovey and the Fall Conference committee for planning such a valuable conference.

The conference reminded us all of the tools we have available to help operate during tough times, and working together we can continue to keep North Carolina competitive. I hope that you take back to your communities some of the insights from our speakers and best practices from the case studies. Several of the conference materials are now available on our website, [nceda.org](http://nceda.org).

An outcome of the conference was a call to action from your NCEDA Board of Directors and Representative Stam to share any regulatory challenges that you face in your community. Please email these examples to [regulatoryreform@nceda.org](mailto:regulatoryreform@nceda.org) by **Wednesday, November 30**. NCEDA will take this feedback to members of the N.C. General Assembly to help offer opportunities for additional regulatory reform.

On a similar front, NCEDA's legislative committee is closely following the activity of the Joint Legislative Economic Development and Global Engagement Oversight Committee. We will keep you updated on developments in this committee or any other relevant activity prior to the short session, which begins in May 2012.

NCEDA's next event is only a couple weeks away! The November Networking Luncheon will be held Nov. 9 at the Capital City Club in Raleigh. We will hear a timely update on the North Carolina Global TransPark (GTP) from Jim Fain, President of GTP. We had excellent attendance at the last luncheon and look forward to another strong turnout. For more information on the November Networking Luncheon, please see page 4 of this newsletter.

I encourage you all to take a look at the "Calendar" tab on NCEDA's website to mark the dates for the remaining events for our 2011-2012 year. NCEDA's Board of Directors and committees are working hard to make your membership in this association valuable. Please feel free to contact any of us with your ideas. Thank you for your continued support and I look forward to seeing you soon!

Sincerely,



NCEDA 2011-2012 President



## **NCEDA 2011 Fall Conference Wrap-Up**



Representative Dale Folwell addressed attendees during Wednesday's dinner, emphasizing the importance of the recent worker's compensation bill.

### **Thank you to our Fall Conference Sponsors!**

Ashe County Department of Economic Development  
Business North Carolina  
Duke Energy  
ECS Carolinas, LLP  
ElectriCities of North Carolina, Inc.  
EnergyUnited  
Envirotrol  
Hinkle Contracting Co., LLC  
John S. Clark Company  
Monroe Economic Development  
Moss & Associates  
North Carolina Association of Electric Cooperatives, Inc.  
North Carolina State Ports Authority  
North Carolina's Southeast  
PSNC Energy  
Parker Poe  
Powerworks  
Progress Energy  
S&ME  
Samet Corporation  
Shelco, Inc.  
T5 Data Centers  
Timmons Group  
Triad Design Group  
Wilkes Economic Development Corporation  
Withers and Ravenel

### **Thank you to our speakers!**

Deputy Secretary Dale Carroll  
Angela Chapman  
Rusty Davis  
Doug Drabble  
Representative Dale Folwell  
Alan Murdock  
David Smith  
Mark Sorrells  
Representative Skip Stam  
Leo Titus  
Brandon Williams

### **Thank you to the planning committee!**

Raul Peralta and Harry Poovey, *Fall Conference Co-Chairs*

Margie Bukowski  
Cyndi Dancy  
Maureen Little  
Chad Martin

Jenny Mizelle  
Robin Rhyne  
Larry Rice  
Mike Solomon

## Networking Luncheon: November 9, 2011

Join us for the NCEDA November 2011 Networking Luncheon featuring James T. Fain, III, President of Global TransPark. He will provide a timely and informative update on North Carolina Global TransPark (GTP) activities and development.

**When:** Wednesday, November 9, 2011; 11:45 a.m. - 1:30 p.m.

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

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

Deadline for registration will be Monday, November 7. Any cancellations after this date will be refunded, less a \$20 processing fee.

**Register online today at [nceda.org](http://nceda.org)!**

## NCSEA "Making Energy Work" Conference

NCSEA is offering NCEDA members a reduced rate to attend the latter half of the day (after lunch) at \$40 for NCSEA members and \$50 for non-NCSEA members. This includes the networking reception at the close of the conference.

The event's agenda can be found here: <http://energync.org/annualmeeting2011/agenda.html>

If you would like to attend the second half of the conference and receive the NCEDA rate, please email Dina Crosby at [dina@energync.org](mailto:dina@energync.org).

### Event details:

Don't pass up the chance to register for the 2011 "[Making Energy Work](http://energync.org/annualmeeting2011/agenda.html)": **Celebrating North Carolina's Success in the Clean Energy Economy** conference at the Raleigh Convention Center on Wednesday, Nov. 9.

Space is limited so reserve your spot today for North Carolina's leading clean energy conference!

The event delivers unparalleled educational content, stimulating discussions, and great networking opportunities for a wide variety of attendees involving everyone in our state's rapidly-developing clean energy economy. There is value for everyone, from the novice to industry experts to policymakers. Hear lessons of success and discuss where sustainable energy goes from here.

We will release the **2011 Renewable Energy & Energy Efficiency Industries Census** - the source for data on NC clean energy jobs - as well as give an update on the Duke Energy/Progress Energy merger. Stay tuned for NCSEA's annual membership meeting and enjoy a networking reception, sponsor exhibits and the hottest new electric vehicles.

Don't miss this one-of-a-kind opportunity to connect, learn and energized about our state's clean energy economy. Whether you are new to the business of clean energy, a seasoned executive, an expert or a policy-maker, "Making Energy Work" holds value for you.

# Engineering Services in the Human Age Webinar

## **Engineering Services in the Human Age Webinar**

*Presented by the ACEC/NC Economic Development Committee*

**November 1, 2011**

**11:00a.m. - 1:00p.m.**

**WORTH 1.5 PDH Credits for P.E.'s**

The lack of corporate and government investment during the recent recession impacted the Engineering Services sector. While organizations remain cautious, economic momentum is growing, resulting in a projected growth in revenue to the Engineering Services sector. Join Mike Ray and Sam Rossa from Experis as they share research on key sectors and success factors critical for growth. They will also review data from Manpower's recent Economic Outlook Survey which quantifies projected hiring and discuss how employee attraction and retention are being impacted by the "Human Age" – a new era in which talent trumps even capital. In this session you will learn:

- Projections for growth in the Engineering Services sector and key forces that will drive that growth.
- Projections for hiring in North Carolina in the fourth quarter, including which industries are projecting they'll hire and which aren't.
- How employers will need to adjust their workforce strategies to attract and retain top talent in the Human Age – a critical differentiator for Engineering Services firms.

### **About Experis**

A business unit of ManpowerGroup, Experis provides professional resourcing and project-based workforce solutions in engineering, IT, and finance.

### **About Mike Ray**

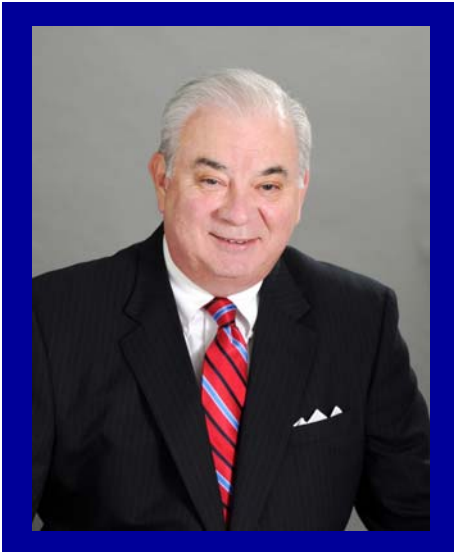
Mike Ray is a Business Development Manager with Experis, assisting clients in professional resourcing and project solutions. Mike is an engineer by training and brings on-the-ground insights through his work in infrastructure engineering in the private and public sectors for. As a Civil Engineering Officer with the United States Air Force Mike has managed the planning, programming, design and construction management of multi-million dollar engineering projects worldwide. In the private sector he has served as Operations Director and as VP for local engineering firms, providing consultancy, design, engineering, and management services in the fields of infrastructure, environment and buildings. Mike's knowledge of and passion for the engineering industry make him an in-demand and insightful resource.

### **About Sam Rossa**

Sam is a senior executive with 26 years of experience as CEO, COO, and General Manager with extensive background in both international and domestic professional service technology markets, both commercial and government. His experience includes providing technology solutions in Aerospace, Energy, Systems Integrators, Dept of Defense First Tier Suppliers/Engineering services. Prior to joining Experis Sam managed the largest Vertical business unit for CDI – Energy and Aerospace (NG, UTC, Lockheed and Siemens). Engineering Staff and Contract workforce responsibility exceeded 1,700 in 15 countries at its peak. At the leading edge of Managed Program evolution including multiple business models such as Staff Augmentation, In-house Outsourcing, Remote Outsourcing, Fixed Priced and Performance Based Staffing. He currently serves nationally on the Experis' Engineering Practice Board and on the Board of the North Carolina New Schools Project to increase STEM education across North Carolina. Sam is a graduate of Purdue University.

## **Meet Your Board**

**This month we will feature your new NCEDA Board Member Ernest C. Pearson**



Ernie Pearson is a partner of Nexsen Pruet's Raleigh office and leads the firm's Economic Development Group in North Carolina.

From 1989 to 1993, he served as Assistant Secretary of Economic Development for the North Carolina Department of Commerce. In each of his four years with the department, the agency was recognized as the top state recruitment program in the country. During that period, North Carolina led the nation in recruiting the largest industries three times and twice led in recruiting International companies and R&D facilities.

In addition to his law practice, which focuses on economic development matters, he is a founder of Sanford Holshouser Economic Development Consulting. The group has handled site selection and consulting assignments in the Carolinas, Virginia, Georgia, Florida, Minnesota, California and Oklahoma.

During Pearson's tenure at Nexsen Pruet and Sanford Holshouser, *Southern Business and Development* magazine has recognized both as having economic development practices that are among the best in the 18 Southern states.

## **Meet Your Patron Sponsor**

**This month we will feature Patron Sponsor: Piedmont Natural Gas**

Piedmont Natural Gas is the trusted natural gas provider for more than 1 million residential and business customers in North Carolina, South Carolina and Tennessee. We've been in operation for more than 50 years. We believe our success is due to the high-quality service we provide, and to the relationships we've formed in our communities.

### **Our Products & Services**

In addition to providing natural gas to homes and businesses of all sizes, Piedmont Natural Gas also: Sells, installs and repairs natural gas appliances and equipment for [homes](#) and [businesses](#) Offers [home warranties](#).

### **CONTACT:**

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**Piedmont  
Natural Gas**

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