

Volume VI Issue No. 3 September 2007
The Newsletter of NCEDA
Amy Jackson, Executive Editor

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

Thanks to all the NCEDA members that have volunteered to serve on an NCEDA committee this year. Your committee chairs will be contacting you shortly, to give you information about committee activities.

I would also like to thank all our members and legislators that helped to pass Senate Bill 490. Gov. Easley has signed the bill and NCEDA would like to thank all those who had a hand in getting this important legislation through.

Our first networking luncheon is quickly approaching! Please join NCEDA on Wednesday, September 19th at the Capital City Club in Raleigh, N.C. for an informative presentation regarding Certified Entrepreneurial Community (CEC) Programs. AdvantageWest has recently implemented a CEC program in its area, and NCEDA has asked Scott Hamilton and Pam Lewis, from AdvantageWest, to present a case study of their experiences. Be sure to register online at www.nceda.org by Monday, September 17th.

Mark your calendars! The 2007 NCEDA Fall Conference is scheduled for October 17-18 at the Grandover Resort in Greensboro, N.C. Please see page seven for information on how to reserve a room. Please make your room reservations by Friday, September 14, 2007. NCEDA's room block will expire on this date, and rooms will only be guaranteed on a space available basis. The deadline to register for Fall Conference is October 1st.

NCEDA has also planned two seminars with the Council of Development Finance Agencies regarding Tax Increment financing. I encourage all members to invite your local government leaders to attend. These free sessions will be held October 18th at the Grandover Resort in Greensboro, N.C., and October 19th in at the Holiday Inn Brownstone Raleigh, North Carolina. Please register online at www.nceda.org.

As always, thank you for your continued support of NCEDA, and we look forward to seeing everyone in October.

Donny Hicks



NCEDA President 2007-2008

NCEDA

*North Carolina Economic
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2007-2008

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Executive Director

NCEDA Calendar of Events

September 19, 2007

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

October 17-18, 2007

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

October 18, 2007

Tax Increment Financing Seminar
Grandover Resort; Greensboro, N.C.

October 19, 2007

Tax Increment Financing Seminar
Holiday Inn Brownstone; Raleigh, N.C.

November 2007

Networking Luncheon
Capital City Club; Raleigh, N.C.

January 2008

Networking Luncheon
Capital City Club; Raleigh, N.C.

February 2008

Networking Luncheon
Capital City Club; Raleigh, N.C.

March 6-7, 2008

2008 MidWinter Conference
Pinehurst Resort; Pinehurst, N.C.

April 2008

Networking Luncheon
Capital City Club; Raleigh, N.C.

May 2008

Networking Luncheon
Capital City Club; Raleigh, N.C.

June 11-13, 2008

2008 Annual Conference
Sheraton Hotel; Atlantic Beach, N.C.

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Across the State

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



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

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

Accommodations-A block of rooms has been reserved at the ***Sheraton Four Seasons Hotel, Greensboro.800) 242-6556*** Special conference room rate is \$122.00 (plus 13% tax) for up to four guests per room (72 hour cancellation policy). Specify that you are attending the *NC Workforce Development Partnership Conference* to receive this rate. Conference rate and block of rooms will be honored until **September 17, 2007**. Cancellation requests **must be in writing** and postmarked no later than September 17, 2007 and will be subject to a \$50.00 cancellation fee. Cancellations after September 25 will be subject to the full registration fee. Substitutions will be accepted at any time.

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

Memo

To: NCEDA Membership

From: Donny Hicks, NCEDA President

Re: NCEDA Tax Increment Financing Seminars

NCEDA is pleased to announce that we have partnered with the Council of Development Finance Agencies (CDFA) to host a series of tax increment financing seminars. Our goal is to help city and county leaders become more familiar with the concept and uses of this economic development tool. The CDFA is a national association dedicated to the advancement of development finance concerns and interests. CDFA is comprised of the nation's leading and most knowledgeable members of the development finance community representing over 200 public, private and non-profit development entities.

We encourage all NCEDA members to reach out to your local city and county leaders (elected officials; city/county - managers, finance directors, attorneys, planning directors and economic developers) who may benefit from attending these seminars. We are also reaching out to the N.C. Association of Council Commissioners and N.C. League of Municipalities to invite their members.

NCEDA is underwriting all expenses associated with these seminars, so there is no cost for registration and NCEDA non-members are welcome. But you MUST be registered to attend. Registrations must be received by Friday, October 12, 2007. Space is limited, so please register early to ensure attendance.

All seminar attendees should register online at www.NCEDA.org. For any questions about registration, please contact the NCEDA office at (888) 246-2332.

**Please Note: If you are registering as a non-member and you don't already have an NCEDA Web account, click on the "Not yet registered" link on the Login page to create an account and then register.)

October 18, 2007

Grandover Resort; Greensboro, N.C.

12:45 p.m. – 4:00 p.m.

October 19, 2007

Holiday Inn – Brownstone; Raleigh, N.C.

8:00 a.m. – 12:00 p.m.

SAVE THE DATE:

Tax Increment Financing Seminars

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



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

About the Seminar

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

Seminar Registration

There is no cost for registration, but you **MUST** be registered to attend. Registrations must be received by **Friday, October 12, 2007**. Space is limited, so please register early to ensure attendance.

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

October 18, 2007
Grandover Resort; Greensboro, N.C.
12:45 p.m. – 4:00 p.m.

October 19, 2007
Holiday Inn – Brownstone; Raleigh, N.C.
8:00 a.m. – 12:00 p.m.

All seminar attendees should register online at www.NCEDA.org. For any questions about registration, please contact the NCEDA office at (888) 246-2332.

**Please Note: If you don't already have an NCEDA Web account, please click on the "Not yet registered" link on the Login page.)

Meet Your Board

This month we will feature Board member Dianne Reid with Chatham County EDC.

Dianne Reid assumed the position of president of the Chatham County Economic Development Corporation in June 2007. She oversees the development and implementation of a comprehensive plan for economic development and spearheads a wide range of development initiatives.

Reid is a graduate of the University of North Carolina at Chapel Hill with emphasis in sociology/urban and regional studies and also received her Masters Degree in Regional Planning from the University. In May 2001, she earned the designation of Certified Economic Developer, the highest professional designation in the economic development field.

Reid served for eight years as Orange County Economic Development Director, supervising programs in business assistance, tourism, arts promotion, employment education and training, and economic research and data collection. Prior to that, Reid was employed as Director of Operations for the Camden Economic Development Corporation in Camden, New Jersey, responsible for revolving loan programs, a small business incubator and self-employment training programs.

In addition to her economic development work, Reid's employment history includes community development and management experience as Executive Director of a YWCA in Philadelphia, PA, and the Piedmont Peace Project in Kannapolis, NC. Reid is active on the boards of numerous civic and business organizations, including the North Carolina Economic Developers Association, the Research Triangle Regional Partnership and Leadership Triangle.

Meet Your Patron Sponsor

This month we will feature Patron Sponsor S&ME.

S&ME is an engineering and environmental services firm providing geotechnical and construction materials engineering, testing, quality control and assurance, and occupational health and safety services. We are a firm committed to excellence. With the expertise of 700 employees and the experience of over a quarter-century, we bring professional and technical know-how to produce cost-effective, timely solutions. S&ME believes that engineering, scientific and technical services must be directed by professionals with significant experience in the disciplines relevant to your needs. So we build teams to fit your project.

Contact: Rick Holshouser

Phone: 704-523-4726 ext. 221

Email: RHolshouser@smeinc.com

2007 Fall Conference Information

SAVE THE DATE!

When: October 17-18, 2007

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

Reserve your room today!

Information for the Grandover Resort

One Thousand Club Road

Greensboro, N.C. 27407

Please call (336) 294-1800

or toll free at 1-800-472-6301

to reserve your room.

Rates: \$169 a per person, per night plus tax

You may also make hotel reservations at the Grandover's Web site:

<http://www.grandoverresort.com/>

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

Tentative Agenda:

October 17, 2007

12 p.m.	NCEDA Golf Tournament
7 p.m.	Welcome Reception
8 p.m.	Dinner
9:30 p.m.	Networking Reception

**Note: There will be an alternate activity in the afternoon in addition to the golf tournament.*

October 18, 2007

8:30 a.m. – 11:30 p.m. NCEDA Conference Program

***More conference agenda information coming soon.**

Fall Conference Sponsorships

Sponsorships Still Available:

<i>Sponsorship</i>	<i>Amount</i>
Golf Tournament Sponsors	\$500/each
Fall Conference Program Sponsors	\$500/each

Sponsorships Already SOLD:

Welcome Reception	Womble Carlyle Sandridge & Rice
Networking Reception	Parker Poe Adams & Bernstein
Networking Break Sponsor	PSNC Energy
Fall Conference Program Sponsors	Randolph County EDC
	Chatham County EDC
	North Carolina's Eastern Region
	Duke Energy
	AdvantageWest Economic Development Group
Lanyard Sponsor	Red Rock Developments
Breakfast Sponsor (Exclusive)	Progress Energy
Golf Luncheon Sponsor (Exclusive)	S & ME
Golf Tournament Sponsors	TradeMark Properties
	G. L. Wilson Building Co.
Dinner Sponsor (Exclusive)	Cabarrus Economic Development

To become a sponsor:

For more information or if you have any questions, please contact Amy Jackson in the NCEDA office at 919-882-1928 or ajackson@capstrat.com.

Job Openings

Piedmont Triad Partnership-Vice President, Marketing

The Piedmont Triad Partnership is seeking an experienced economic development professional as its Vice President, Marketing. Responsibilities include developing and executing internal and external marketing strategies for the Piedmont Triad Region; development of collaterals, presentations, display and other advertising media; development and execution of communications programming including direct mail, email communications, newsletters and specialized mailings to prospects and allies; writing and distribution of press releases regarding the Piedmont Triad Partnership; management of public and media relations program; participation in client development activities such as trade shows, company calls, and events;

A successful candidate will have excellent writing skills, will work well as part of a dynamic team, will thrive on multiple priorities, and will have experience in economic development and marketing and communications.

Please send a letter of interest describing your strengths for this position along with a resume to Penny Whiteheart at pwhiteheart@piedmonttriadnc.com before September 24, 2007

Senior Director of Business Development

The N. C. Rural Economic Development Center, a North Carolina non-profit corporation dedicated to improving the quality of life of rural North Carolinians, is seeking a highly motivated, experienced professional to lead program initiatives, policy development, and research in business development. This individual will be responsible for overseeing established programs in business development, developing a comprehensive research and policy development agenda, and managing research and development projects in the program area. The position reports to the Vice President for Business Development and Natural Resources and is part of the senior advisory team. Requires at least five years experience in business development related work; broad knowledge of business development and public policy; ability to conceptualize and deliver a research and policy agenda; excellent oral and written communication skills; knowledge of key public and private business interests within the state; solid computer skills. Masters degree in business, economics, finance, or related field preferred. The position offers competitive salary and benefits. EOE.

A writing sample must be submitted with a resume. References required.

Open until filled:
Human Resources
4021 Carya Drive
Raleigh, NC 27610

Major Responsibilities

The major responsibilities of the Senior Director of Business Development are:

- Oversee the work and progress of existing programs of the Business Development Division.
- Supervise section staff.
- Oversee and manage the business development projects within the grants program, including contracting, monitoring, and evaluating results.
- Keep abreast of issues and trends in business and economic development that impact rural communities.
- Develop a comprehensive research and policy development agenda for rural business development.
- Write concept papers, findings and technical reports, grants and other policy documents.
- Manage the business development component of the Research and Demonstrations Grants Program.

Job Openings cont.

Research Associate-Economic Development Services

About the Charlotte Regional Partnership

The CRP is a regional economic development group encompassing 16 counties, and spanning two states – North and South Carolina - collectively known as Charlotte USA. The primary mission is focused on marketing Charlotte USA globally for business recruitment, while promoting economic growth and expansion within the region. Our strategies rely heavily on local, in-house resources, and as such are extremely dependent on the quality of research/information generated through this department. The CRP Research Department strives to be a leader in economic development research, using cutting-edge technology in combination with sound data-collecting practices to provide accurate, useful and up-to-date information.

Position Description

The following activities represent the key duties and responsibilities of the Research Associate, a key supporting function within Economic Development Services. The Research Associate has duties including identifying, collecting, and organizing information for the Charlotte Regional Partnership. At a basic level, this position is about transforming data into information – and in turn – creating and managing an information management system for the research department. The Research Associate has outstanding and relevant academic credentials, preferably in economic development, and the ability to work directly with clients, investors, research peers, and with all other members of the CRP team. Exceptional oral and written communication skills are essential to success in this position.

This position does require occasional travel within the region, or state. This position reports directly to the Director of Research, and is an integral part of the Economic Development Services Team.

Education/Experience

Requires bachelor's degree, or master's degree in relevant field. 1-2 years experience in economic development related field preferable. Experience using GIS (ArcGIS) preferred but not required. Must be proficient in Microsoft Word, Excel, Access and PowerPoint.

Research

- Collect, update and maintain regional/state data, perform basic research, and organize information pertaining to the Charlotte region in accessible manner
- Assist in preparation of project research for economic development prospects
- Assist in preparation of marketing research for publications, speeches, and collateral material used to promote the Charlotte region
- Conduct various special research projects as needed, and assist in proactive business development research

Process Improvement and Automation

- Continual process automation improvement to increase the speed, accuracy and professionalism of CRP services, and response time to research requests
- Organize CRP knowledge management system so the entire team can access information for themselves

- Communicate with the various economic development agencies in the region to collect data/information pertaining to regional assets/news/updates helpful in marketing and promoting the region
- Collaborate closely with Marketing Department for informational needs relating to all promotional initiatives
- Assist in setup/organization/planning of Charlotte USA Regional Research Network

Professional Development

- Attend regional ACCRA conferences
- Attend GIS course

Please send all resumes in electronic format only to: vgoeschl@charlotteusa.com. No Phone Calls Please!

WAKE COUNTY ECONOMIC DEVELOPMENT PROGRAM

RESEARCH MANAGER

The Wake County Economic Development Program, a program of the Greater Raleigh Chamber of Commerce, is currently seeking a Research Manager. WCED is the lead economic development organization in Wake County, North Carolina serving 12 municipalities and the southern portion of the Research Triangle Park with a staff of eight professionals.

The Research Manager will provide information and assistance for use with new company recruitment and attraction, existing company retention and expansion, demographic and economic reports, and GIS mapping projects. Specific responsibilities will include:

- production of mapping for proposals, reports, presentations, etc.
 - design, creation and maintenance of geographically related databases
 - production of demographic reports
 - performance of geospatial analysis using ArcGIS
 - development of market analysis packages for site selection
 - maintenance of economic development databases
 - supervision of Research Assistant and a full-time intern
- The ideal candidate will possess strong written and verbal communication skills and the ability to work well with clients. Qualified applicants should have experience with MSOffice and ArcGIS and a Bachelor's Degree is required.

Qualified applicants should forward their resumes to:

Conni Tucker
Wake County Economic Development
800 S. Salisbury Street
Post Office Box 2978
Raleigh, NC 27602
ctucker@raleighchamber.org

Job Openings cont.

ECONOMIC DEVELOPMENT MANAGER

Basic Function

This professional position provides economic development services to the Downtown Raleigh Alliance by developing and implementing strategies for recruiting and retaining businesses in downtown Raleigh. The Economic Development Manager is the principal contact for prospective companies considering locating their business downtown and for existing downtown businesses focused on retention and expansion. Responsibilities include planning and managing the Alliance's economic development and revitalization plans. The successful candidate will be responsible for building and fostering partnerships with local organizations as well as key stakeholders, developers, and brokers.

Specific Responsibilities

- Act as point of contact in the identification of available buildings and sites including the maintenance of real estate databases.
- Provide client services including, 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 businesses located in downtown Raleigh.
- 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.

Investigate grants and other opportunities to aid and sustain the revitalization of downtown Raleigh.

Skills Required

- Bachelor's degree in economics, marketing, public administration, urban planning, advertising or a related field, supplemented by 3 to 5 years experience in economic development, community relations, real estate, downtown revitalization, or a related field.
- Excellent communication skills (written and verbal), professional manner, and confident public speaker.
- Ability to function and multitask in a diverse, fast-paced environment, gather data from multiple sources, prioritize and manage/manipulate data.
- Ability to think analytically/spatially and make assumptions/recommendations based on a variety of data and research.
- Comprehensive knowledge of economic development, sales and marketing.

AICP or CEcD, CCIM, CRB certification is preferred.

Compensation

- Salary and benefits are commensurate with experience and skills.

All interested candidates are urged to apply by emailing a resume, cover letter and two references to kimberleyjones@downtownraleigh.org or by mail to Downtown Raleigh Alliance at 120 S. Wilmington St., Suite 103, Raleigh, NC 27601 by Friday, September 14, 2007. EOE. No calls please.