

# NCEDA DEVELOPMENTS



September 2009  
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Cameron Macon, Executive Editor

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Your NCEDA Board of Directors continues to work diligently to establish goals for the 2009-10 NCEDA committees. In addition, these Committee Chairs are developing their programs of work to align with our theme for the year: "Making Critical Connections." Thank you to each of you, and those who have joined committees this year. Your participation is needed, valued and appreciated. The Committee Chairs will be reaching out to you soon to get your input on their activities for the year. If you have not yet joined a committee and would like to do so, please email us at [nceda@capstrat.org](mailto:nceda@capstrat.org) with your committee request.

One of the groups already hard at work is the Professional Development Committee, which has set the networking luncheon schedule for the year. More information will be forthcoming regarding speakers and topics. Please add these dates to your calendars. To view a full listing of Networking Luncheon dates, please visit the NCEDA Calendar at <http://www.nceda.org/calendar.php>.

The first luncheon will be September 16 at the Capital City Club. Our speakers, Susan Parry and Tom White, from the NCSU Kenan Institute for Engineering, Technology & Science, will be presenting about the Kenan Fellows Program and help us make the connection between the program's outstanding work and the economic development needs in our state.

Registration is also open for the NCEDA 2009 Fall Conference (Oct. 13-14). Conference Co-chairs Harry Poovey and Mike Smith, along with their committee members, have planned an extremely informative conference, which will cover topics related to "Connecting to Key Industry Sectors." For more information about the conference agenda and registration, please see page 3 of the newsletter.

As your NCEDA President, I am also pleased to represent our association on the N.C. Economic Development Board. NCEDA has worked in past years to secure a seat on the Board for the current NCEDA President. I am joined on the Economic Development Board by a number of other NCEDA members, including: Ronnie Bryant, Sec. Keith Crisco, Jim Davis, Scott Ralls and Bonnie Renfro.

NCEDA would also like to welcome the Economic Development Board Chairman, Mayor Allen Joines, to our Board of Directors as the newest Ex-Officio member. We look forward to working with Mayor Joines and continuing our strong partnership with the Economic Development Board.

As always, please remember that your 2009-10 Board members are here to serve you. Please feel free to contact any of us with questions, concerns or new ideas.

I look forward to "connecting" with you soon!

NCEDA President  
2009-2010



## **NCEDA September Networking Luncheon: Connecting K-12 Education to Economic Development**

Plan on attending the next NCEDA networking luncheon on September 16, at the Capital City Club in Raleigh to hear from Susan Parry and Tom White from the NCSU Kenan Institute for Engineering, Technology & Science's Kenan Fellows Program.

The program, which is a competitive fellowship offered to K-12 public school teachers, works to frame projects for the teachers in areas that reflect regional economic and workforce development initiatives. Susan and Tom will share more information about their program and help us make the connection between their work and the economic development needs in our state.

**When:** Wednesday, September 16, 2009; 12:00-1:30 p.m.

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

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

**Deadline for registrations will be Monday, September 14. Any cancellations after this date will be refunded, less a \$20 processing fee.**

### **NCEDA's LinkedIn Group**



#### **Reminder**

NCEDA can now be found on the networking site, LinkedIn ([www.Linkedin.com](http://www.Linkedin.com)).

If you are on the site, please make sure you add NCEDA to your network and encourage other LinkedIn users to join us 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)

# NCEDA 2009 Fall Conference

## October 13-14, 2009

Now more than ever North Carolina's economic developers need to connect with emerging issues and industry trends impacting job creation and investment in our state. The 2009 NCEDA Fall Conference, entitled "Connecting to Key Industry Sectors," will highlight industries such as energy, biotechnology and military/aerospace. Speakers and panel discussions on these topics will provide timely examples of key sectors and how you, our members, can better connect them to your regions and local communities.

**To register for the Conference, please visit the NCEDA Web site at [www.nceda.org](http://www.nceda.org).**

### Hotel Information

The conference will be held at the Embassy Suites Hotel in Concord, N.C. To book a room under the NCEDA room block and get the discounted rate of \$129, attendees will need the group code: EDA. The room block will expire on **September 11, 2009**. Guests may book their reservations by:

- Calling the hotel directly at 704-455-8200.
- Calling 1-800-EMBASSY
- Going online to [www.embassysuitesconcord.com](http://www.embassysuitesconcord.com) and entering the Group/Convention Code: EDA.

### Conference Agenda

Tuesday, October 13, 2009

- 11:30 a.m. NCEDA Golf Tournament Registration/Luncheon
- 12:30 p.m. NCEDA Golf Tournament - Shotgun Start
- 5:30 - 7:00 p.m. Conference Registration
- 7:00 - 8:00 p.m. Welcome Reception
- 8:00 - 9:30 p.m. Dinner
- 9:30 - 11:00 p.m. Networking Reception

Wednesday, October 14, 2009

- 7:30 - 8:30 a.m. NCEDA Networking Breakfast
- 8:00 - 8:30 a.m. Conference Registration
- 8:30 - Noon Conference Sessions
- 12:00 p.m. Conference Adjourns

### Conference Costs

NCEDA Member: \$220 (early registration until Sept. 21); \$320 (regular registration rate after Sept. 21)

Non-Member: \$420 (early registration until Sept. 21); \$520 (regular registration rate after Sept. 21)

Guest/Spouse: \$100

Golf Tournament: \$90

## NCEDA Remembers Past President Charles “Bubba” Clayton



Charles M. Clayton, Sr., 80, of Wilson, passed away Tuesday, August 25, 2009. Known to all with his smile of true friendship, “Bubba” seemed to have never met a stranger. He loved the part of his life that gave him so many opportunities to promote Wilson and North Carolina.

The nickname “Bubba” was given to him by a brother in childhood years in their native Lee County home. He located to Wilson in 1944, graduated Charles L. Coon High School, studied at UNC-CH and served in the Army during the Korean Conflict.

Interested in Wilson, he served as Executive Director of the Industrial Council for 17 years. During his tenure, Firestone, Walter Kidde, Kerr Glass, Emco Wheaton and Merck were companies that were attracted to Wilson in addition to numerous other businesses that employed a lesser number. Bubba later became a regional manager of the N.C. Department of Economic and Community Development and is a past president of the N.C. Industrial Association. He was involved in attracting MCI to our state.

Important to him was his time in his church, First United Methodist, where he served in numerous roles. His local civic participation included his involvement in the Heart Drive, United Way, Red Cross, Kiwanis, Wilson Community College, in which he played an active role.

Surviving is his wife, Catherine “Catty” Anderson Clayton; sons, C.M. “Keve” Clayton, Jr. and Jesse A. Clayton and wife, Judi; and her daughter, Alex Thurston all of Wilson; grandsons, Reid Clayton and Mac Clayton. The family is at home, 1001 Salem St, NW. Memorials are suggested to First United Methodist Church, P.O. Box 1423, Wilson, NC 27894.

*“A real leader...so supportive of those who followed. Always hurts to loose a friend, associate and leader.”*

*— Marc Bush (NCEDA Past President, 1991-92)*

*“Bubba was a very nice guy. During his time here on earth, he made many friends especially in the economic development field. His passing leaves a void with many friends and NCEDA.”*

*— Jimmy Smith (NCEDA Vice President, present)*

*“Bubba was a true professional and a good friend. We will all miss him.”*

*— Walt Sprouse (NCEDA Past President, 1994-95)*

# **Job Announcement**



**Zebulon Chamber of Commerce**

The **Zebulon, NC Chamber of Commerce** has an exciting career opportunity for an:

## **Executive Director**

This position is responsible for providing professional, enthusiastic leadership and services to the Chamber membership and consistently following the mission of the Chamber. The Zebulon Chamber of Commerce serves its members by encouraging and supporting profitable enterprise and social progress for the benefit of our community. The town of Zebulon is a growing community with a strong family friendly atmosphere.

Successful candidates will have:

- Minimum of two years experience in a compensated community relations position
- Leadership experience in a Chamber of Commerce or related community service organization is preferred
- Proven experience managing people
- Experience working with a board is preferred
- High School diploma with college preferred
- Proven technical skills to include MS Office and QuickBooks

This exciting opportunity comes with a competitive benefits package to include health insurance, vacation and holiday pay and a performance bonus plan.

Qualified candidates should send a resume and salary requirements to:

Heather Bunting  
J. Michael Weeks, PA  
PO Box 1097  
Zebulon, NC 27597

# Job Announcement

## **Wake Forest Area Chamber seeks Chamber President**

**The Wake Forest Area Chamber of Commerce** is seeking a visionary President for a growing 650+ member chamber. We are looking for a strong leader to take a successful Chamber to the next level. The Chamber serves its members by encouraging profitable enterprise and social progress for the benefit of our community. The Chamber carries out an annual program of work that encompasses economic development, community development, advocacy and member services. Key programs and services: networking events, member business education, Leadership Wake Forest, Community Business Expo, Elected Officials Reception, Candidates Forums, Economic Development Forum and Fundraising Activities.

Website: [www.wakeforestchamber.org](http://www.wakeforestchamber.org) and [www.discoverwakeforest.org](http://www.discoverwakeforest.org).

President reports to 15-member Board of Directors, leads a 6-member staff and manages operating budget of \$600,000. President is chief paid executive and administrative officer and plans, directs and controls all activities of the Chamber in order to achieve stated goals, objectives and Program of Action. The President is expected to communicate and implement all policies and provide leadership and direction that creates a high level of enthusiasm, expectancy and momentum among the membership, Chamber staff and the business community.

Ideal candidate has a minimum of 5 years experience in Chamber/Association management with some responsibility for economic development and financial management. A Bachelors degree is required; advanced degree preferred; additional chamber credentials such as IOM and/or CCE desirable.

For confidential consideration, please submit cover letter and resume by September 18, 2009 to: Tom Williams, Secretary of the Board of Directors c/o Rex Healthcare of Wakefield, 11200 Governor Manly Way, Suite 204, Raleigh, NC 27614 or [tom.williams@rexhealth.com](mailto:tom.williams@rexhealth.com).

# Job Announcement

## N.C. Department of Commerce

<http://osp.its.state.nc.us/positiondetail.asp?vacancykey=4619-60080986&printit=no>

### Description of Work

This position is a Competency Level: Advanced. This vacancy is treated as a SG 76. This advanced level position will be tasked with increasing economic opportunities for N.C. in a global economy by ensuring that N.C. is recognized throughout the world as a highly attractive location for growing businesses. This role will also focus on improving economic opportunities for all North Carolinians through programs targeted to people and places not currently enjoying economic prosperity. The candidate will work closely with local economic development organizations and regional partnerships along with private sector allies to promote N.C. as an attractive location for new business relocations and expansions. They will prepare or assist in the preparation of recruitment packages, be skilled in working independently, maintain key industry contacts, coordinate client visits, establish itineraries, organize information effectively for presentation to clients, and perform other duties necessary to promote the overall state. Extensive travel is required.

### Knowledge, Skills and Abilities

The incumbent will need to have a strong working knowledge of the N.C. corporate tax structure, industrial revenue bonds, federal block grants, business tax incentive plans, environmental permitting, export finance, insurance issues; and all financial challenges facing counties and regions of the state on economic issues. In addition to this, they must understand how financial incentive packages are structured and have experience in structuring financial recruitment projects. Contact with Fortune 500 executives require incumbent to have excellent negotiation and communication skills in addition to the battery of core economic development skills (understanding of environmental regulations, geographic and logistical constraints, knowledge of economic trends and industry markets, local and statewide political issues, real estate regulations, University and community college policies on curriculum, ISO, TQM etc.) \*Applications will not be accepted in lieu of State Government PD-107\*

### Training and Experience Requirements

Management prefers an appreciation for and understanding of International Economic Trends and Globalization. A Master's degree in Business Administration or related field. Strong knowledge of business legal contracts and other controlling documents is also required. Moreover, the incumbent will need to have a thorough understanding of the assets and challenges facing each of the communities within the state's 100 counties. Understanding the economic infrastructure, educational resources, political leadership, financial climate, and labor supply, are all critical in determining how to locate a new company to a given locale. \*\*\*Applicants seeking veterans' preference must submit a DD-214\*\*\* \*\*\*Applications that exclude required information, but reference an attached resume for this data, will be considered incomplete and will not be processed\*\*\* Degrees must be from appropriately accredited institutions.

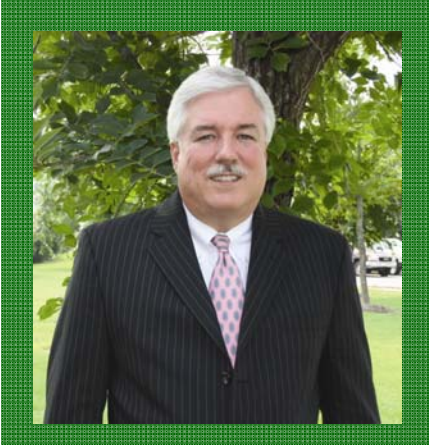
### How to Apply:

Please fax all applications & resumes along with your signature to 919- 715-3183 to the contact person below.

*Deborah O'Neal, Commerce, 4306 Mail Service Center, Raleigh, NC 27699, 919-733-2104*

## **Meet Your Board**

**This month we will feature NCEDA Vice President Jimmy Smith.**



Jimmy Smith has been employed with the Four County Electric Membership Corporation for the past 21 years. He serves as the Director of Economic and Community Development, with the primary responsibilities of: economic and community development, leading key accounts, government relations and legislative lobbying. He has been involved with economic development for over 22 years.

Jimmy is a native of Lenoir County and he currently resides in New Hanover County. A graduate of North Lenoir High School, Jimmy went on to graduate from East Carolina University with a bachelor of arts in Geography and a minor in Urban & Regional Planning.

He also participated in graduate studies in geography at ECU.

Active in his community, Jimmy serves on a number of boards across the state. He is currently a board member of: Cape Fear Resource, Conservation & Development past Chairman; NCEDA; North Carolina's Southeast; Pender Economic Development Alliance, Chairman; Pender Adult Services, past Chairman; Pender County Community Foundation, president; Wilmington Committee of 100; and Wilmington Regional Film Commission. Jimmy is also a member of Topsail Presbyterian Church.

Jimmy, an Eagle Scout, is married to Beverly Kennedy. The couple has one stepdaughter and one granddaughter.

## **Meet Your Patron Sponsor**

**This month we will feature Patron Sponsor: Norfolk Southern**

Norfolk Southern Corporation (NYSE: NSC) is one of the nation's premier transportation companies. Its Norfolk Southern Railway subsidiary operates approximately 21,000 route miles in 22 states and the District of Columbia, serving every major container port in the eastern United States and providing superior connections to western rail carriers. Norfolk Southern operates the most extensive intermodal network in the East and is North America's largest rail carrier of metals and automotive products.

Contact: Jim Bowman

Phone: (919) 831-3092

Email: [jsbowman@nscorp.com](mailto:jsbowman@nscorp.com)



# NCEDA Board of Directors

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### Secretary/Treasurer

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### Immediate Past President

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### Allen Joines

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