

NCEDA DEVELOPMENTS



2011
Volume X Issue III
Emily Gray, Executive Editor

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Don't Miss the September 28 Networking Luncheon!

See page 3 for details.

Additional Dates to Note:

October 12-13, 2011

2011 Fall Conference: Greensboro, 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

As summer comes to an end, we have several NCEDA events and activities to look forward to! First of all, I would like to thank all our members who have signed up to serve on a committee. Our chairs are finding times for these committees to meet – and a few have met already – as we hope that this will deepen your engagement with NCEDA and other economic developers and allies. If you are interested in signing up, please email nceda@capstrat.com today!

NCEDA's September Networking Luncheon is quickly approaching and I encourage you all to consider attending. John Metcalf, President of Workforce Systems Associates, will provide his thoughts on the 2011 State of the North Carolina Workforce Report. This is a very timely and relevant update for us all. I hope to see you in Raleigh on September 28 for this event, and please see page 3 of this newsletter for more information, or visit nceda.org to register.

It's also time to register for NCEDA's 2011 Fall Conference! We will return to Greensboro's Grandover Resort for a motivating program on "Operating in Tough Times." In honor of the tenth anniversary of the tragic events on September 11, 2001, Leo Titus will inspire attendees with his personal story of that day as a member of the Pentagon's Task Force One search and rescue team. We will also hear different case studies of how to keep economic development at the forefront during tough economic times. As always, this conference will be a key time to network with fellow economic developers and their allies within our state and region. We also will hear timely information from Representative Paul Stam and Representative Dale Folwell.

A big thanks goes to Raul Peralta, Harry Poovey and the dedicated Fall Conference committee for organizing a great program and for recruiting sponsors who make this event possible. You have a few more days to become a sponsor of this year's Fall Conference, and contact nceda@capstrat.com before Friday, Sept. 16 if you are interested. For more information on the 2011 Fall Conference, please see pages 3-6 of this newsletter or visit nceda.org to register.

I hope to see you at these upcoming events and look forward to hearing about your participation on an NCEDA committee. Thank you for your membership and involvement as we strive to make NCEDA the voice of economic development!

Sincerely,



NCEDA 2011-2012 President

Networking Luncheon: September 28, 2011

Join us for the NCEDA September 2011 Networking Luncheon featuring John Metcalf, President of Workforce Systems Associates. He will provide a timely and informative update on the 2011 State of the N.C. Workforce Report.

When: Wednesday, September 28, 2011; 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, September 26. Any cancellations after this date will be refunded, less a \$20 processing fee.

Register online today at nceda.org!

NCEDA 2011 Fall Conference: Oct. 12-13, 2011

Whether during a national crisis or economic downturn, Americans find ways to persevere in difficult situations. Join us for NCEDA's 2011 Fall Conference, where speakers will shed light on "Operating in Tough Times" through personal experiences and case studies. Leo Titus' story from September 11, 2001 will leave you inspired, and local economic developers will share their best practices of bringing projects to North Carolina in one of the most challenging and competitive business environments.

Fall Conference activities will begin with conference registration on **Wednesday, October 12 at 6:00 p.m. and adjourn on Thursday, October 13 at 12:15 p.m.**

CONFIRMED SPEAKERS INCLUDE:

- Dale Carroll, N.C. Department of Commerce
- Doug Drabble, BioNetwork
- Representative Dale Folwell, N.C. General Assembly
- Alan Murdock, Forsyth Technical Community College
- David Smith, Department of Agriculture
- Mark Sorrels, Golden LEAF
- Representative Paul "Skip" Stam, N.C. General Assembly
- Leo Titus, Member of The Pentagon 9/11 Task Force One Search & Rescue Team

TENTATIVE AGENDA

Wednesday, October 12, 2011

11:30 a.m. NCEDA Golf Tournament Registration and Luncheon

12:30 p.m. NCEDA Golf Tournament - Shotgun Start

2:00 - 4:00 p.m. Volleyball Game

6:00 - 7:30 p.m. Conference Registration

6:30 - 7:30 p.m. Welcome Reception

7:30 - 9:00 p.m. Dinner

9:00 p.m. Networking Reception

Thursday, October 13, 2011

7:30 - 8:30 a.m. NCEDA Networking Breakfast

8:00 - 8:30 a.m. Conference Registration

8:30 - 12:15 p.m. Conference Sessions

12:15 p.m. Conference Adjourns

NCEDA 2011 Fall Conference (continued)

NCEDA CONFERENCE REGISTRATION

The full conference registration fee covers all conference materials and events, including:

- Wednesday's Welcome and Networking Receptions
- Wednesday's Dinner
- Thursday's Breakfast and Networking Break

Registrations submitted before Monday, September 26, 2011 will receive a \$100 early-registration discount.

HOTEL ACCOMODATIONS

To book a room under the room block and get the discounted rate of \$155 plus tax, attendees will need the group code: nceda. Guests may book their reservations by either:

Calling the hotel directly at 336-294-1800 or 800-472-6301 and speaking to the Grandover Resort and Conference Center reservations department, asking for the NCEDA 2011 Fall Conference group.

Going online to www.grandover.com and entering group online code: nceda. **The room block will expire on Friday, September 16, 2011.**

DRESS CODE

The dress code for the 2011 NCEDA Fall Conference is business casual.

CONFERENCE REGISTRATION OPTIONS

NCEDA Members

Early registration (prior to September 26, 2011) \$230

General registration \$330

Non-Members

Early registration (prior to September 26, 2011) \$430

General registration \$530

Guest/Spouse Full Registration \$100

Golf Tournament \$115

Volleyball Game \$20

GOLF TOURNAMENT

The Golf Tournament will be held at the Grandover Resort. To play golf, you **MUST** be registered for the conference. The shotgun start is 12:30 p.m. on Wednesday, October 12. Please be at the golf course no later than 11:30 a.m. to sign in and receive your team assignment. Lunch will be provided.

VOLLEYBALL GAME

For those of you not interested in golfing, this year's Fall Conference will also include an informal volleyball game. The game will be held on Wednesday, October 12 on the Grandover volleyball courts. The game will run from 2:00 - 4:00 p.m. The fee of \$20 includes your court fee and beverages. No experience is necessary.

NCEDA CANCELLATION POLICY

Refunds will be made, minus a \$25 processing fee, if cancellations are received at NCEDA by Monday, October 3, 2011, at 5:00 p.m. Fax cancellations to (919) 882-1902 or email nceda@capstrat.com. No refunds will be granted after this date.

Register for the 2011 NCEDA Fall Conference today at nceda.org!

NCEDA 2011 Fall Conference Sponsorships

The NCEDA 2011 Fall Conference will be held October 12-13, 2011 at the Grandover Resort in Greensboro, N.C. The conference offers numerous sponsorship opportunities for your organization.

It is NCEDA's goal to acknowledge and thank our sponsors as much as possible throughout the conference. We look forward to another great conference, and we appreciate your participation. The deadline to sign up to sponsor the Fall Conference is **Friday, September 16, 2011.**

Below are the available sponsorship opportunities during the 2011 Fall Conference:

Sponsorship	Amount
Dinner Co-Sponsor	\$1,750
Fall Conference Program Sponsor	\$500
Golf Tournament Sponsor	\$500
Volleyball Sponsor	\$250

We would also like to welcome back our returning sponsors from the 2010 Fall Conference and new sponsors who have already committed:

Sponsorship	Organization
Welcome Reception	Womble Carlyle Sandridge & Rice
Networking Dessert Reception	Duke Energy
Dinner Co-Sponsor	ECS Carolinas
Networking Breakfast Sponsor	Progress Energy
Networking Break Sponsor	T5 Data Centers
Program Sponsor	Ashe County Government
Program Sponsor	Electricities of N.C., Inc.
Program Sponsor	EnergyUnited
Program Sponsor	John S. Clark Company
Program Sponsor	Monroe Economic Development
Program Sponsor	N.C. State Ports Authority
Program Sponsor	North Carolina's Southeast
Program Sponsor	Parker Poe
Program Sponsor	PSNC Energy
Program Sponsor	S&ME
Program Sponsor	Shelco, Inc.
Program Sponsor	Timmons Group
Program Sponsor	Triad Design Group
Program Sponsor	Wilkes Economic Development Corp.
Program Sponsor	Withers and Ravenel
Golf Tournament Luncheon	NCAEC
Golf Tournament Sponsor	Moss and Associates
Golf Tournament Sponsor	Powerworks
Golf Tournament Sponsor	S&ME
Golf Tournament Sponsor	Samet Corporation
Volleyball Sponsor	Envirotrol

NCEDA 2011 Fall Conference Sponsorships (continued)

Benefits that come with your organization's sponsorship:

Sponsor Boards

We will create signage for your company that will be displayed at every opportunity available during the conference – primarily at the event you sponsor.

Power Point Recognition

We will post our 2011 Fall Conference sponsors' logos electronically during the program. Sponsor logos will be displayed on the screen in-between speaker presentations.

Brand Awareness – Conference Materials

As always, sponsors will have their names branded on all conference materials.

Verbal Recognition

As a 2011 Fall Conference sponsor, your company will receive verbal recognition throughout the conference.

To become a sponsor:

For more information or if you have any questions, please respond to this email or contact the NCEDA office at nceda@capstrat.com.

Job Posting

Economic Development Executive Director

Duplin County, North Carolina is seeking a dynamic individual to serve as Director of the Economic Development Commission. The position functions under direction of the county manager and board of commissioners. The position also reports to a 10 member appointed economic development commission.

The position requires extensive personal initiative and interaction with industries, utility companies, state and local elected officials. The role of this position is to promote existing industries and recruit new and expanding industries consistent with the local economy and workforce. Position represents Duplin County at events and functions; attends workshops and conferences related to economic development.

The position requires the ability to perform professional and managerial work in association with developing strategic economic development plans; developing business plans and funding strategies to assist industries; presenting complex information to citizens and governing boards, preparing and maintaining reports and budgets. Position administers the county's revolving loan program and performs other related work as assigned.

Position requires Bachelor's degree in business administration or closely related field supplemented by three (3) to five (5) years relevant experience and/or training. An equivalent combination of education, training, and experience may be considered. Salary is negotiable depending on qualifications. As a condition of employment, the successful candidate will be required to reside in Duplin County within 6 months of date of hire.

Applications will be accepted until October 7, 2011. The Complete job description and employment applications are available at www.duplincountync.com. Resumes and applications may be sent to Duplin County Personnel at P. O. Box 910 Kenansville, NC 28349. Duplin County is an Equal Opportunity Employer.

Meet Your Board

This month we will feature your new NCEDA Board Member Mark Pope



D. Mark Pope has been employed with Lenoir County for the past 6 years. He serves as the Executive Director of the Economic Development Department. As Executive Director, Mark's primary responsibility is to attract and create investment within Kinston / Lenoir County, expanding the local tax base as well as increasing jobs, wages and personal income for the citizens of Kinston / Lenoir County and the NCER. Mark represents Lenoir County in various economic related meetings, works directly with existing industries, and responds to all clients inquires and requests.

Mark and his wife Jimi are natives of Lenoir County, graduating from South Lenoir High School. They, along with their two children, reside in the City of Kinston.

Mark received an associate degree in Arts from Lenoir Community College in 1983 and went on to graduate from East Carolina University with a BS in Business Administration in 1985. Mark was in banking finance from 1994 – 2005 serving in various positions: field representative collections, collection manager, retail finance officer, banking center

manager, account executive, city executive and city executive – vice president.

Mark attended and received certification in Basic Economic Development from UNC in 2010. He also received certification from Georgia Institute of Technology in Business Retention & Expansion in 2011. Active in his community, Mark serves as Lenoir Committee of 100, Inc. Executive Director, TIP Board Member, NCEDA Board Member, coaches little league baseball, soccer and basketball. Mark and his family attends Westminster UMC where he serves on the board of trustees and as a Sunday school teacher.

Meet Your Patron Sponsor

This month we will feature Patron Sponsor: Nexsen Pruet

Nexsen Pruet, PLLC is one of the largest law firms in the Carolinas, with more than 180 attorneys and offices in Charlotte, Greensboro, and Raleigh, N.C. as well as Columbia, Charleston, Greenville, Hilton Head, and Myrtle Beach, S.C.

Nexsen Pruet is a full service, business-oriented law firm with offices across the Carolinas. With a highly experienced Economic Development Team, the firm provides legal services that are essential to businesses undertaking significant capital projects and to the communities trying to recruit them. Their repertoire includes state and local taxes and incentives, government affairs, below market financing, environmental permitting, construction, real estate, intellectual property, immigration and employment.

Nexsen Pruet has helped hundreds of businesses from all over the United States and around the world establish manufacturing, tourism, distribution, corporate office, research and other facilities. They have assisted communities and developers with downtown revitalization programs, business parks and other innovative programs, and have had input into nearly all major incentive legislation. Nexsen Pruet was the only law firm listed for both North and South Carolina in *Southern Business & Development* magazine's 2009 "Trade Allies Directory."

The firm's efforts in North Carolina are led by NCEDA board member Ernie Pearson. Mr. Pearson is former Assistant Secretary of Economic Development for the North Carolina Department of Commerce. In addition to his law practice, he is a founder of Sanford Holshouser Economic Development Consulting. He was recently recognized and listed in the category of Economic Development Law in the 2012 edition of Best Lawyers®.

CONTACT:

Ernest C. Pearson
Raleigh, North Carolina
919.755.1800
epearson@nexsenpruet.com

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NCEDA Board of Directors

2011-2012 OFFICERS

President

Bonnie Renfro

Randolph County EDC
PO Box 2001
Asheboro, NC 27204
Phone (336) 626-2233
Fax (336) 626-0777
brenfro@rcedc.com

Vice President

Linda Weiner

N.C. Community College
System
Mail Service Center 5001
Raleigh, NC 27699-5001
Phone (919) 807-7146
Fax (919) 807-7164
weinerl@nccommunitycolleges.edu

Secretary/Treasurer

Mark Clasby

Haywood County Economic
Development Commission
144 Industrial Park Drive
Waynesville, NC 28786
Phone (828) 456-3737
Fax (828) 452-1352
mclasby@haywoodnc.net

Immediate Past President

Jimmy Smith

Four County Electric
Membership Corporation
PO Box 667
Burgaw, NC 28425
Phone (910) 259-1821
Fax (910) 259-1860
jimmysmith@fourcty.org

2012 DIRECTORS

Dr. Pat Mitchell

Ashe County Government
150 Government Circle
Suite 2500
Jefferson, NC 28640
Phone (336) 846-5502
Fax (336) 846-5516
pmitchell@ashecountygov.com

Jenny Mizelle

Town of Holly Springs
P.O. Box 8
Holly Springs, NC 27540
Phone (919) 557-3906
Fax (919) 567-3980
jenny.mizelle@hollyspringsnc.us

Harry Poovey

Duke Energy
250 9th Street Ln., SE
Hickory, NC 28602
Phone (828) 323-2723
Fax (828) 323-2794
hypoovey@dukeenergy.com

EX-OFFICIO

Dale Carroll

Deputy Secretary of Commerce
N.C. Department of Commerce
4301 Mail Service Center
Raleigh, NC 27699-4301
Phone (919) 733-4151
Fax (919) 733-8356
dcarroll@nccommerce.com

Herb Crenshaw

AT&T North Carolina
128 West Hargett St.
Raleigh, NC 27601
Phone (919) 821-6849
Fax (919) 821-6013
herb.crenshaw@att.com

2013 DIRECTORS

Ernest C. Pearson

Nexsen Pruet PLLC
P.O. Box 5646
Cary, NC 27512
Phone (919) 755-1800
Fax (919) 653-0435
epearson@nexsenpruet.com

Rodger M. Sauls, Jr.

Yonkers Industries, Inc.
2000 Regency Parkway, Suite
300
Cary, NC 27518
Phone (919) 469-9903
Fax (919) 469-9559
rsauls@yonkersindustries.com

Judy Stevens

Montgomery EDC
P.O. Box 637,
444 N. Main Street
Troy, NC 27371
Phone (910) 572-2575
Fax (910) 572-5193
judy@montgomery-county.com

Keith Crisco

Secretary of Commerce
N.C. Department of Commerce
4301 Mail Service Center
Raleigh, NC 27699-4301
Phone (919) 733-4151
Fax (919) 733-8356
kcrisco@nccommerce.com

Allen Joines

City of Winston-Salem/
ED Board
P.O. Box 2511
Winston-Salem, NC 27102
Phone (336) 727-2058
Fax (336) 748-3241
allenj@cityofws.org

2014 DIRECTORS

Raul Peralta

ECS Carolinas, LLP
4811 Koger Blvd.
Greensboro, NC 27407
Phone (336) 856-7150
Fax (336) 856-7160
rperalta@ecslimited.com

Mark Pope

Lenoir County Economic De-
velopment Commission
P.O. Box 897
Kinston, NC 28502
Phone (252) 527-1963
Fax (252) 527-1914
mpope@lenoircdc.com

Andrew Tate

Henderson County Partnership
for Economic Development
330 North King Street
Hendersonville, NC 28792
Phone (828) 692-6373
Fax (828) 692-6658
andrew@hcped.org

John Peterson

NCEDA
1201 Edwards Mill Rd., Ste.
102
Raleigh, NC 27607
Phone (919) 882-1961
Fax (919) 834-7959
jpeterson@capstrat.com