



2018 MIDWINTER CONFERENCE AGENDA

March 13-14 • Pinehurst Resort

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**CONVENTION & VISITORS BUREAU FOR THE PINEHURST, SOUTHERN PINES, ABERDEEN AREA
THE EI GROUP**

**HENDERSON COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT
MCCRORY CONSTRUCTION COMPANY
MOORE COUNTY PARTNERS IN PROGRESS
SOLUTIONS-IES / DRAPER ADEN ASSOCIATES
SOUTHERN INDUSTRIAL CONSTRUCTORS
SYNTERRA CORPORATION
TIMMONS GROUP**

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Tuesday, March 13

Afternoon <i>DeWitt's Outdoor Sports</i> <i>Ellerbe</i>	OPTIONAL NETWORKING ACTIVITIES <i>(additional fees)</i> 11:30 am – 4 pm: Sporting Clays Sponsored By: ENERGYUNITED / CLANCY & THEYS CONSTRUCTION
<i>Pinehurst, The Cradle</i>	2 – 4 pm: Golf Outing Sponsored By: SAMET CORPORATION
<i>Pinehurst Croquet Pavilion</i>	2 – 4 pm: Croquet Tournament Sponsored By: ECS SOUTHEAST
<i>Crystal Room</i>	2 – 4 pm: Culinary Experience / Wine Tasting Sponsored By: WAKE COUNTY ECONOMIC DEVELOPMENT
5 pm <i>Conference Center Foyer</i>	CONFERENCE REGISTRATION DESK OPEN
5 – 6 pm <i>Carolina Terrace</i>	EMERGING EXECUTIVES / NEW MEMBER RECEPTION Sponsored By: NC REALTORS / NORTH CAROLINA'S SOUTHEAST
6 – 8:30 pm <i>Carolina Terrace</i>	WELCOMING RECEPTION Sponsored By: DUKE ENERGY / NC ELECTRIC COOPERATIVES

Wednesday, March 14

7 am <i>Cardinal Foyer</i>	CONFERENCE REGISTRATION DESK OPEN
7:15 – 8:15 am <i>Crystal Room</i>	SMALL GROUP MEETINGS Past Presidents / Board of Directors Breakfast
<i>Dedman Board Room</i>	Reading Group
<i>Stevens/Taylor Room</i>	Legislative Sub-Committee
<i>Kendall Room</i>	Membership Committee
7:30 – 8:30 am <i>Carolina Dining Room</i>	NETWORKING BREAKFAST Sponsored By: DOMINION ENERGY / ECS SOUTHEAST
8:30 am <i>Cardinal Ballroom</i>	GENERAL SESSION CONVENES

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8:30 – 9 am <i>Cardinal Ballroom</i>	<i>NCEDA Business Session</i> <i>Welcome</i> GARY LANIER MidWinter Conference Committee Co-Chair Director – Columbus County Economic Development Commission JOHN NELMS MidWinter Conference Committee Co-Chair Senior Economic Development Manager – Duke Energy <i>NCEDA Business Session and Board Update</i> STEVE YOST NCEDA President President – North Carolina’s Southeast
9 – 9:10 am <i>Cardinal Ballroom</i>	<i>Commerce Update</i> WILL MILLER Deputy Secretary – NC Department of Commerce
9:10 – 9:25 am <i>Cardinal Ballroom</i>	<i>EDPNC Update</i> CHRIS CHUNG President & CEO – Economic Development Partnership of NC
9:25 – 10:10 am <i>Cardinal Ballroom</i>	<i>NC Megasite Panel</i> MIKE SOLOMON , <i>Introducer & Convener</i> Economic Development Director – Timmons Group SCOTT MILLAR , <i>Moderator</i> President – Catawba County Economic Development Corporation KEVIN FRANKLIN Vice President – Randolph County Economic Development Corporation JOHN GEIB Director of Economic Development – Duke Energy KYLE TOUCHSTONE President – Chatham Economic Development Corporation
10:10 – 10:20 am <i>Cardinal Ballroom</i>	<i>Revitalization Case Study - Fayetteville</i> ROBERT VAN GEONS President & CEO – Fayetteville Cumberland Economic Development Corporation
10:20 – 10:45 am <i>Conference Center Foyer</i>	NETWORKING BREAK Sponsored By: S&ME

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10:45 – 11:05 am
Cardinal Ballroom

Dominion Energy Update

COLLEEN WALTON, *Introducer*

Marketing Strategist – Brand Acceleration

KEITH WINDLE

Vice President of Business Development & Merchant Operations –
Dominion Energy

11:05 – 11:35 am
Cardinal Ballroom

Talent Recruitment and Retention

JOE MELVIN, *Moderator*

Director of Business Development – North Carolina's Southeast

ASHLEY CAGLE

Assistant Executive Director – Wake County Economic Development

PENNY WHITEHEART

Executive Vice President – Piedmont Triad Partnership

11:35 – 11:45 am
Cardinal Ballroom

Revitalization Case Study – High Point

SANDY DUNBECK

Executive Vice President – High Point Economic Development Corporation

11:45 am – 12:30 pm
Cardinal Ballroom

Site Selection Consultant Panel

JANE BRASIER, *Introducer*

Director of Business Development – Branch Civil

JOANNA HELMS, *Moderator*

Director – Apex Economic Development

CHRISTINE SPRATLEY

Senior Manager, Location Advisory Services – Ernst & Young

MARK WILLIAMS

President – Strategic Development Group

12:30 pm

CLOSING REMARKS / ADJOURN

1 – 4 pm
Ross/Tufts Room

PROFESSIONAL DEVELOPMENT WORKSHOP *(additional fee)*

Sponsored By: **SAMET CORPORATION**

North Carolina Incentives

SUSAN FLEETWOOD

Executive Director of Economic Development – NC Department of Commerce

DAVID SPRATLEY

Vice President of Business Development –
Economic Development Partnership of NC