



Spring 2018

DEVELOPMENTS

Lawrence Bivins and Liz Dobbins-Smith, Editors

INSIDE THIS ISSUE

› A Message from Your President

› Annual Conference

› EDI Graduates

› Fall Conference

› Creative Placemaking Summit

› Recently Overheard

› Basic Economic Development Course

› Patron Sponsor Profile

› Equity Crowdfunding

› Emerging Executive Profile

› Export Assistance

› Energizing Rural NC

› NCEDA Family

› Job Opportunities

› 2017-18 Board of Directors

A MESSAGE FROM PRESIDENT STEVE YOST

As we head into summer, NCEDA's membership rolls stand at a healthy 580. Members come from all corners of North Carolina and represent state, local and regional practitioners, educators, business leaders and partners from the non-profit community. The organization's growing membership, in fact, reflects the size, strength and diversity of our economy itself.

There is clearly strength in numbers. At last week's Legislative Day, for example, more than 50 NCEDA members lent their voices to our efforts to make our incentives competitive with other southern destinations, boost recurring global marketing funds for Commerce and EDPNC, and ensure local economic development organizations operate efficiently and effectively. My thanks to those who joined us in articulating our interests at the General Assembly.

While growing our numbers is important, it's only half of what makes an organization effective. It's equally critical that all NCEDA members be engaged and active participants in the organization's mission and programs. Only then can we reach our full potential in advocacy, professional development, networking and leadership. More than that, engagement is the ideal path to getting the most value out of your membership.

Our Annual Meeting June 12-14 is a great opportunity to maximize the benefits of NCEDA membership. In addition to an agenda packed with high-level perspective on transportation, military businesses, digital marketing, foreign direct investment, trade, taxes and more, there will be ample time for building new relationships and catching up with longtime colleagues. As always, there will be terrific food, drink, music, and both indoor and outdoor fun. There's still time to register - do so before Monday, June 4 and you still qualify for the "early bird" rate. Click [HERE](#) to register.

I hope you find a way to engage with NCEDA that best fits your unique needs, interests and aspirations. That's also the best route to ensuring our organization's continued vibrancy and value.

Best wishes for a safe and healthy summer!



Steve Yost
2017-18 President



Working Globally. Flourishing Locally. **June 12-14 - Holiday Inn Wrightsville Beach**

It's not too late to register for NCEDA's 2018 Annual Meeting, *presented by LeChase Construction*. Scheduled for June 12-14, in Wrightsville Beach, this family-friendly event will feature an array of indoor and outdoor recreational options, off-site tours and even a community service project for emerging execs – all that in addition to the professional networking opportunities that add value for both long-time members and more recent arrivals to NCEDA's diverse ranks. Pursuing the theme of "Working Globally. Flourishing Locally," this year's Annual Conference will include program content ranging from transportation infrastructure and trade to military-business development and FDI attraction. Don't miss this stimulating and enjoyable opportunity to sharpen your knowledge and network amid several hundred economic development practitioners, allies, partners and friends! Click [HERE](#) to see the full agenda and to register.

Conference registration is \$575 with additional fees for the optional activities and the Thursday afternoon Emerging Executives Luncheon. Register [HERE](#). If you register before Monday, you'll still get the "early bird discount" and only pay \$475! Contact Liz (888,246,2332 / liz@nceda.org) with any questions.

Annual Conference Book Club Selection

The NCEDA book club has picked an engaging book to discuss at the Annual Conference in June: [Essentialism: The Disciplined Pursuit of Less](#) by Greg McKeown. The Way of the Essentialist isn't about getting more done in less time. It's about getting only the right things done. It is not a time management strategy, or a productivity technique. It is a systematic discipline for discerning what is absolutely essential, then eliminating everything that is not, so we can make the highest possible contribution towards the things that really matter. A must-read for any leader, manager, or individual who wants to learn how to do less, but better, in every area of their lives. Essentialism is a movement whose time has come

Read the book over the next couple of weeks and join us Wednesday, June 13 during the breakfast hour for an informal group discussion. Click [HERE](#) for book purchase options on Amazon.

Emerging Executives Luncheon

Join us for a discussion about *Differentiating Resources for Business Recruitment in North Carolina*! Our panel for the Annual Conference will showcase unique NC assets that economic developers have at their disposal to provide tangible benefit to clients. The goal of our conversation is to learn how to best incorporate these entities into the recruitment process and highlight the specific value they bring to the state. Our panelists include:

- Jonathan Baros, NC State Extension at the Plants for Human Health Institute, NC Food Processing Innovation Center
- Chris Reedy, NC BioNetwork, Director for Food, Beverage and Natural Products
- Laura Rowley, NC Biotech Center, Director, Technology & Talent

NCEDA MEMBERS COMPLETE EDI

Two NCEDA members, Brad Hufford and Ryan Nance, were among the economic development professionals from around the nation to graduate from the University of Oklahoma Economic Development Institute (EDI). Hufford is associate director for retention & expansion at the Pitt County Development Commission. Nance is a business recruitment manager at EDPNC.

“I was honored and grateful to attend EDI on NCEDA’s Jack Erwin Scholarship,” Nance says. “That award, along with support from EDPNC, were big factors that enabled my professional development.”

EDI is an intensive 117-hour certificate program providing advanced education for economic development professionals. The May 3 ceremony concluded EDI’s spring session in Fort Worth, Texas.



FALL CONFERENCE - SAVE THE DATE!

Our 2018 Fall Conference will be held October 14-16 at the renowned Omni Grove Park Inn in Asheville. This conference will feature insight from a number of key site selection consultants and will be a great opportunity to showcase North Carolina to this important audience.

The 2018 Fall Conference will be hosted in partnership with the NC Department of Commerce and the Economic Development Partnership of NC. Many more details will follow as we go through the summer, but be sure to go ahead and mark your calendars. This is a ‘not to be missed’ event for NCEDA members!

CREATIVE PLACEMAKING SUMMIT

The National Consortium for Creative Placemaking is partnering with ArtPlace America in hosting a two-day conference at the Clay Center for Arts and Sciences in Charleston, WV on June 21-22. The Creative Placemaking Leadership Summit will address place-based economic development solutions for rural, mountain communities. Economic development practitioners from the Appalachian Region are invited to attend, along with artists, municipal government leaders, real estate professionals and others.

NCEDA members are eligible for a 10% discount on registration for the conference. Click [HERE](#) for more information. Use the checkout code NCEDA10 to claim your discount.

RECENTLY OVERHEARD...

"Incentives and workforce enabled Toyota-Mazda to bend their supply chain. While we lost that one - and it's still painful to think about - it showed that we could work together. I think we can do that again."

Commerce Secretary Tony Copeland

(Testimony, NC General Assembly's Joint Committee on Economic Development and Global Engagement (EDGE) -- Raleigh, 3/8/18)

"North Carolina is one of the most attractive states in terms of labor and business costs."

John Boyd, The Boyd Company (EDGE Committee Testimony, Raleigh 3/8/18)

"A win is coming, and it will be a win for all these sites."

Kyle Touchtone, Chatham County Economic Development (MidWinter Conference Megasite Panel -- Pinehurst, 3/14/18)

"Talent is both people and skills. If you've got the people but they don't have the right skills, it really doesn't matter much."

Ashley Cagle, Wake County Economic Development (MidWinter Conference Talent Attraction and Retention Panel -- Pinehurst, 3/14/18)

"Understand what [consultants] want to know, hear and see in your community, and know what that means in practice."

Christine Spratley, Ernst & Young (MidWinter Conference Consultant Panel -- Pinehurst, 3/14/18)

"It's not a question of North Carolina creating new incentives, but of getting more flexibility in making existing incentives work in a variety of situations."

Scott Propheter, Criticality Research Services (Life Science Economic Development Summit -- Raleigh, 4/30/18)

2018 BASIC ECONOMIC DEVELOPMENT COURSE

The 46th Basic Economic Development Course is happening July 30 - August 2, 2018 at UNC Chapel Hill. This four-day introductory course is designed for economic development professionals employed by public, nonprofit, and private organizations and individuals new to the field. It is also appropriate for more experienced professionals seeking to update their skills. The course is a comprehensive educational experience that integrates theoretical and practical perspectives and provides participants with the foundation needed to organize, plan, and implement economic development programs. Expert instructors will cover trends, strategies, and the core tools of the trade. The UNC course is officially accredited by the International Economic Development Council and counts toward the CECD certification.

Click [HERE](#) to learn more about the course and to register.

Contact Jonathan Morgan at the UNC School of Government (morgan@sog.unc.edu) with questions.

PATRON SPONSOR PROFILE: CONVERGENT NONPROFIT SOLUTIONS

Seven years ago, amid a slowly-recovering economy, the Alamance Chamber set out to beef up economic development efforts with financial support from the business community. Through the chamber's foundation, it sought funding that would enhance business retention, marketing, workforce readiness, product development and other programs. "In 2011, with that economy, we knew we had a pretty big hill to climb," recalls Mac Williams, the organization's president. Williams and his board sought help from Convergent Nonprofit Solutions. "They impressed our leadership with what they know about fundraising and how to do it," Williams says. The result was a five-year campaign that raised \$1.7 million over the coming five years. A second campaign was launched in 2017 with a goal of \$2 million. "Both times we've met and exceeded our goals."

Founded a decade ago, Convergent is headquartered in Atlanta and works in all 50 states. The firm even has a few clients abroad. "We can really help non-profits grow from infancy to any number of levels," explains Rick Kiernan, a principal at the company. In addition to economic development organizations and chambers, the company can help municipalities raise private funds to support construction of community assets like public swimming pools, homeless shelters and convention centers. A growing segment of its business are YMCAs, charter schools, and community colleges. "The campaigns we run range from \$1 million to \$20 million," says Kiernan, who is based in Raleigh. "By and large the majority are in that range."

Much of Convergent's work has sprung from a sea-change in the economic development organizations profession that began 20 years ago, when government funding was no longer sufficient to fuel the increasingly competitive process of job creation and global business recruitment. "There is clearly a direct correlation between economic development success and funding," Kiernan says. Private funds help organizations sharpen marketing, improve BRE programs, and develop workforce attraction and development strategies, among other things. "Conversely, organizations without those budgets don't do nearly as well."

The company's success relies on effective organization and sound messaging. "Our emphasis is on investing in economic development, and we illustrate the R-O-I," Kiernan says. The company seeks corporate dollars through marketing budgets, not funds set aside for philanthropy. "We can illustrate the correlation that exists between our clients' program of work and their investors' bottom-line," he adds. "It's very straight-forward."

Working with Convergent enables economic development leaders to stay focused on mission-centric operations, not devoting time to making the local fundraising calls. "We all have full-time jobs and needed somebody to organize the campaign and keep it moving forward," says Sheila Knight, executive director of Jacksonville Onslow Economic Development (JOED). JOED engaged Convergent on a five-year campaign that ran from 2008 to 2013. "We started off with a goal of \$600,000 and we reached it so fast we raised it to \$900,000, and we wound up going to \$1.2 million," says Knight. "They moved us along and kept us organized. I would absolutely use them again."

For addition information, visit www.convergentnonprofit.com.



EQUITY CROWDFUNDING

Cardinal Crowdfund Solutions, LLC has announced its strategic partnership with LogicBay Corporation to offer equity crowdfunding services to North Carolina businesses as they seek North Carolina investors under the NC PACES Act.

The NC PACES Act became effective April 1, 2017, making it possible for startups and small business owners to raise up to \$2,000,000 through equity crowdfunding. The new regulations were created to foster the growth of North Carolina businesses through North Carolina investors, but there has been very little adoption since the NC PACES Act took effect due in part to a lack of access to the crowdfunding portal technology required under the new laws. However, on February 21, 2018 the North Carolina Department of Secretary of State, Securities Division, issued LogicBay Corporation a notice of effectiveness of registration pursuant to 18 NCAC 06A .2035 making LogicBay's integrated FundingStack™ the State's first authorized intrastate funding portal.

While LogicBay provides the technology, Cardinal Crowdfund Solutions provides a turnkey suite of services to make equity crowdfunding more accessible for those desiring to raise money under the regulations.

Services include:

- Bundled crowdfunding services that accelerate the funding process from planning and fundraising through post-funding reporting
- Cost-effective access to the NC PACES compliant FundingStack™ crowdfunding portal
- An alternative to hiring multiple entities including broker/dealers, attorneys, accounting firms, marketing professionals and other professional service providers to represent a company's crowdfunding offering.

"This is an exciting time for equity crowdfunding in North Carolina," said Donald C. Seifert, Jr., CEO of Cardinal Crowdfund Solutions. "The NC PACES Act sets the stage for small businesses in North Carolina to have another channel to raise the funds necessary to grow and sustain their businesses. However, there has been no effective and efficient way to conduct an offering until now. Cardinal Crowdfund Solutions is excited to provide these companies the guidance and expertise needed to execute a successful crowdfunding campaign."

The partnership has also launched an informational website, www.INVESTinNC.com, that provides a variety of resources on equity crowdfunding in North Carolina utilizing the NC PACES Act. It will also soon provide a directory of NC-based businesses seeking crowdfunding investment from North Carolina investors.

EMERGING EXECUTIVE PROFILE: KEVIN LACKEY

Kevin Lackey hasn't worked in economic development very long; he's only been permanent as Brunswick Business & Industry Development's business development manager since January of this year. But the full complement of his education and business experience - along with more than a little initiative - makes him a natural fit for the profession.

Born and raised in Wilmington, Kevin worked in restaurants in high school and college. "I've worked in a whole barrage of jobs since I was 13," he says. His experience even includes designing parade floats for the Azalea Festival. Business was a career interest from early on, but international studies at UNC Wilmington and a two-month study trip in Germany captured his imagination. In 2007, two years after earning his business degree, Kevin landed a job as a product engineer at Interroll Group, a German maker of packaging systems with operations in Wilmington. "Interroll is a global company and it really opened my eyes to the world," Kevin recalls. The experience also exposed him to industrial manufacturing environments, another useful element of his economic development preparation. From there it was on to Hawaii, where he worked as general manager at Intova, an international name in underwater camera equipment that sources most of its products from China. "I learned how intricately we're tied to other cultures and other companies," he says of the experience.

Marriage and the prospect of parenthood prompted Kevin to return to Wilmington in 2014. He enrolled in the MPA program at UNCW and found his way to a planner position with the Town of Carolina Beach. "That gave me significant perspective on economic development," he says of the experience. In 2017, as he was set to earn his MPA, Kevin succeeded in setting up an informational interview at Brunswick Business & Industry Development. "There was no open position. It was strictly networking," he says. Still, prior to showing up Kevin crammed by reading a downloaded copy of the North Carolina Economic Development Handbook he found on NCEDA's website. "It was a 30,000-foot view of economic development, and coming from outside I was able to get a basic understanding of the field," he says. "I had a very good meeting and two weeks later was offered a temporary job there."

Today, working under veteran economic developer Bill Early, Kevin tends to the organization's website, which he designed, and works with existing companies on permitting issues and expansion opportunities while responding to RFPs coming in from EDPNC and The Southeastern Partnership. He quickly joined NCEDA's Emerging Executives program and signed on to the organization's Annual Conference committee. "Any new venture in life can be intimidating, especially in a fast-paced environment like economic development," Kevin says. "But the profession has been truly welcoming."

Kevin intends to pursue additional economic development training and national certification. "Education opens doors," he says. "It's gotten me where I am today." He is also a voracious reader, especially of books on marketing. An avid surfer, Kevin gets to the beach a couple of times a month, "not nearly as often as I'd like to." It's his two-year-old son, Owen, that consumes most of Kevin's free time. Another top priority is Jenny, Kevin's wife, an interior designer and Wilmington native.



EXPORT ASSISTANCE

When Dennis Hoag, global sales director at Matthews Specialty Vehicles in Greensboro, had a vision for growing his company's export sales by 50 percent, he didn't have to look far for help. Working with EDPNC's international trade division, the company tapped federal funds to help cover the costs of exhibiting at trade shows in Dubai and elsewhere in the Middle East.

Founded in 1992, Matthews Specialty Vehicles customizes bookmobiles, bloodmobiles and vehicles for law enforcement, first responders and mobile medical clinics. Its recent export successes include bloodmobile deals with Aramco, Saudi Arabia's national oil company, and a pending contract with King Khalid University Hospital in Riyadh. The company's success is an example of how assistance offered by EDPNC can move North Carolina businesses significantly closer to international markets.

"One of the things we're trying to do is raise awareness of our export-assistance services," says EDPNC President Chris Chung. "These services are best-suited for small and midsized manufacturers looking to grow overseas customer sales." Helping North Carolina companies "go global" is among the services EDPNC provides at no cost. "They may be new to exporting, or they may currently be exporting to places like Canada and Mexico but want to get into markets like China and the Middle East," Chung says. "In connecting companies in the state with EDPNC international programs like export assistance, economic developers can engage the global marketplace in a way that's beneficial to both their companies and communities."

Click [HERE](#) to learn more about how EDPNC's export assistance program is spurring opportunities around the state. The organization also holds educational events designed around industry-specific opportunities. On June 21, EDPNC will host an all-day seminar in Hickory for defense-related exporters. The North Carolina Manufacturing Extension Partnership and Allocca Enterprises, a provider of export and import compliance training, are partnering with EDPNC in the event. Contact Joyce Spivey (joyce.spivey@edpnc.com / 919.447.7785) for additional information and registration details.

ENERGIZING RURAL NORTH CAROLINA

The Economic Development Partnership of North Carolina is inviting local economic developers from all 100 counties in the state to an event examining five building blocks necessary for rural communities to capitalize on the state's economic momentum. "Energizing Rural North Carolina: The Building Blocks of Successful Economic Development," to be held July 12-13 at The Carolina Hotel in Pinehurst, will explore how infrastructure, workforce, education, health and leadership shape economic outcomes in rural communities.

Gov. Roy Cooper is scheduled to speak at the invitation-only event, which the EDPNC is presenting in partnership with the NCEA, NC Department of Commerce, NC Rural Center, Golden LEAF Foundation and Institute for Emerging Issues at NC State University. The goals of this first-time event for the EDPNC include raising awareness of the building blocks, sharing case studies and best practices, and leaving participants inspired to pursue and collaborate on actionable economic development strategies within their own rural communities.

"I see the EDPNC's role in this event as a convener," said EDPNC Board Chairman Frank E. Emory Jr., "bringing rural stakeholders together to look at these five building blocks through a lens focused sharply on their impact on economic development." Click [HERE](#) to read more about the event. Invitees with any questions should contact Kelly Dawson, EDPNC events manager (kelly.dawson@edpnc.com / 919.447.7789.)

New Members

Over 70 new members have joined since March - be sure to give these folks a warm NCEDA welcome when you meet them at upcoming events!

Dan Bargar - Manufacturing Process Market Leader, OBG

Charlie Bauman - Director, Camden County Economic Development

Steve Biggs - Executive Director, Bertie County Economic Development

Will Blackwell - Senior Vice President, The Hollingsworth Companies

Caroline Brigmon - NCWorks Regional Operations Director, NC Department of Commerce

Michael Brooks - Project Executive - Industrial, CLAYCO

April Brown - Economic Development Project Manager, Economic Development Coalition for Asheville-Buncombe County

Rachel Brumfield - Vice President, Corporate Services, Allen Tate Relocation & Corporate Services

Taylor Butler - Business Development Manager, C. T. Wilson Construction Company

Joy Callahan - Dean of Economic and Workforce Development, Johnston Community College

Mary Chen - CEO, Chen Global Services

Gene Chianelli - Partner, Williams Mullen

Corie Curtis - Executive Director, Greater Charlotte Region, NC Biotechnology Center

Pres Davenport - Business Development Director, Eckel & Vaughan

David DeYoung - Economic & Community Development Director, Town of Clayton

Larry Donley - NCWorks Regional Operations Director, NC Department of Commerce

Paul Dorsch - Director, Business Development & Marketing, Crowder Industrial Construction LLC

Mark Edmonds - COO, Division of Workforce Development, NC Department of Commerce

Bruce Elder - President, North Carolina Banking, CresCom Bank

Natalie English - President & CEO, Wilmington Chamber of Commerce

Beth Gargan - Assistant Secretary for Communications and External Affairs, NC Department of Commerce

Nick Gaston - Project Manager, The Whiting-Turner Contracting Company

Danny Giddens - Assistant Secretary, Division of Workforce Solutions, NC Department of Commerce

Veronica Grantham - NCWorks Regional Operations Director, NC Department of Commerce

Beth Green - Marketing Director, Omega Construction

Brian Griffin - Business Development Director, Polk County Local Government

Scott Hamilton - Executive Director, Appalachian Regional Commission

John Hardin - Executive Director, Board of Science, Technology & Innovation, NC Department of Commerce

Kent Hill - Manager, Strategic Economic Development, Dominion Energy

George Hining - Principal, Business Development and Marketing, MHAworks Architecture

Mike Hubbard - Director, International Trade, Economic Development Partnership of North Carolina

English Jeffrey - Business Development Manager, W.M. Jordan

David Johnson - President, Johnston Community College

Channing Jones - Director, Robeson County Economic Development

David Kaiser - Assistant Director, Board of Science, Technology & Innovation, NC Department of Commerce

Lauren Kilgore - Account Manager, Alfred Williams & Company

Keely Koonce - Economic Development Specialist, Lenoir County Economic Development

John Lair - Office Manager/Principal, ECS Southeast

Bill Lester - Member/Manager, LKC Engineering

Steve Lockett - Director of Economic, Community and Workforce Development, Isothermal Planning & Development Commission

John Lowery - NCWorks Regional Operations Director, NC Department of Commerce

Anna Mangum - Regional Manager - Industry Expansion Solutions, NC State University

Tim Mathis - NCWorks Regional Operations Director, NC Department of Commerce

Ken Maxwell - President, Sign Systems of Asheville

Shawn Messimer - Business Development Manager, Vannoy Construction

Will Miller - Deputy Secretary, NC Department of Commerce

Michael Morgan - Project Manager, Denham-Blythe Company

Kristi Mroch - Administrative Officer, Carteret County Economic Development

Joe Musgrave - Senior Vice President, OBG

Bob Myer - Senior Vice President, Skanska USA

Beth Norman - Directory of Existing Industry, Cleveland County Economic Development Partnership

Dianne Reid - Managing Director, Jorgensen Consulting

Aspen Romeyn - Senior Planner, Triangle J Council of Governments

Deborah Ross - Attorney, Smith Moore Leatherwood

Katherine Ross - Partner, Parker Poe

Kaitlin Russo - Economic Development Specialist, Town of Clayton

Arthur Salido - Executive Director, Community and Economic Engagement and Innovation, Western Carolina University

Megan Sellers - Existing Industry Coordinator, Anson Economic Development Partnership

Felicia Setzer - NCWorks Regional Operations Director, NC Department of Commerce

Heath Slapikas - Regional Marketing Executive, 365 Degree Total Marketing

Richard Smith - Community & Economic Development Director, McGill Associates

Jonathan Snover - Executive Director, Western Region, NC Biotechnology Center

Nick Studebaker - Business Development Manager, Southern Industrial Constructors

Brian Thompson - Senior Project Manager, Alfred Benesch & Company

Wayne Watkins - Outreach & Advocacy Strategist, Curtis Media Group

John White - Legislative Liaison, NC Department of Commerce

Tom White - Director, Office of Extension, Engagement, and Economic Development, NC State University

Joseph Willard - Director of Operations (Charlotte), Edwards Construction Services

Charlie Wilson - President, C. T. Wilson Construction Company

Shannon Wilson - Director, Client Relations and Relocation, Berkshire Hathaway HomeServices

Keith Wingle - Manager, Business Development, EnergyUnited

Stacy Woodhouse - Director, Warren County Economic Development Commission

Chris Woods - Vice President, The Whiting-Turner Contracting Company

Karl Zurl - NCWorks Regional Operations Director, NC Department of Commerce

New Arrivals

Martie Butler (Richmond County Economic Development) and husband Earl welcomed daughter Julia Taylor on February 27.

Ryan Wetherington (Allen Tate Relocation & Corporate Services) and his wife Keri welcomed daughter Leah Catherine on April 7.

New Adventures

Congratulations to **Greg Cummings** on his recent retirement and to **Jenny & Don Mizelle** who recently relocated to Wilmington with WithersRavenel.

Congratulations to the following members who have recently started or will soon start new jobs:

John Brock - Edwards Construction Services

Angela Carter - Director of Business Development, Metcon

Charlie Eadie - Vice President Business Development, Claris Construction

Kyle Edney - Executive Vice President, Marlboro Development Team

Crystal Gettys - Sanford Holshouser Economic Development Consulting

Stuart Gilbert - Economic Development Director, Kings Mountain NC *(last day at Person County Economic Development is June 4)*

Tim Holder - Director of Strategic Business Development, ReNew Petra

Channing Jones - Director, Robeson County Economic Development

Jamie McCall - Senior Director of Policy & Research, Carolina Small Business Development Fund

Jason McLeod - Sales Manager-Broker/Realtor, Coldwell Banker Commercial - Sun Coast Partners

Jim VanDerzee - Business Development Manager, STX Railroad Construction Services

Jason Vaughn - Southeast Regional Development Director, Agracel

Mark Zimmerman - Senior Vice President of External Affairs, NC REALTORS

Passings

NCEDA member **John Stewart** with ECS Southeast passed away unexpectedly on April 23. Our thoughts and prayers are with John's family and his ECS family during this time of grief. Click [HERE](#) for his obituary.

Wayne Wiley, the father of NCEDA Past President Richard Wiley, passed away April 25. Our condolences are with Richard and his family. Click [HERE](#) to see the obituary.

Please submit any NCEDA family news to Liz (liz@nceda.org) for inclusion in future newsletters.

[NCEDA Career Center](#)

Town of Ayden Economic Developer

The Town of Ayden, NC, is seeking an economic development director. Performs complex professional work in planning, organizing, and directing economic development activities of the town. Performs wide range of duties focused on supporting businesses seeking to create or retain jobs in the Town of Ayden, and as such, plays an instrumental role in promoting Ayden as a great place to live, work, and conduct business. Works in partnership with a network of agencies and resources, serves as the initial point of contact for businesses looking to locate to Ayden; assist existing businesses planning to expand or seeking assistance in helping their business achieve its potential. Essential functions and responsibilities performed include, but are not limited to: serve as community ombudsman to assist businesses navigating local processes; work with site selectors, industrial and commercial realtors and other agencies to coordinate activities aimed at obtaining necessary zoning permits and other approvals as needed for new development, to include residential development, and business prospects; serves as a resource for the development community, property owners, business and community organizations; grant writing. Click [HERE](#) to learn more about this position.

Jacksonville Onslow Economic Development Deputy Director

The Deputy Director will coordinate and facilitate the business retention & expansion program (BREP) of our identified Existing Industries to promote job creation and capital investment. He/she will develop a working relationship with Existing Industry owners, managers, and HR Directors that will enable the early detection of business opportunities and challenges for both off-base and on-base companies. Once investment opportunities are identified, he/she will help companies through labor procurement and training, facility expansions, and resource identification. If challenges are identified, assist businesses in connecting to resources that may solve issues. Also, to develop new strategies to capitalize on defense-related opportunities by engaging military, education, government and business. Click [HERE](#) to learn more about this position.

Mecklenburg County Minority, Women and Small Business Enterprise Program Manager

Responsible for providing leadership and oversight for Mecklenburg County's Minority, Women, and Small Business Enterprise (MWSBE) program. Responsibilities include acting as liaison between minority owned and women owned, and small business enterprises and County departments, and business organizations and associations, developing organizational performance metrics and reports; overseeing internal and external compliance with the MWSBE program, overseeing investigations of complaints and alleged program violations. Click [HERE](#) to learn more about this position.

[NCEDA Career Center](#)

Sanford Growth Alliance Chief Executive Officer

Jorgenson Consulting has been retained to conduct national search for the Sanford Area Growth Alliance (NC) – Chief Executive Officer. SAGA is a public-private partnership created by the merger of the Lee County Economic Development Corporation and Sanford Area Chamber of Commerce (including tourism services) in 2015. This merger was designed to broaden the economic development program of Lee County and capitalize on the synergies and strengths of each organization. The CEO manages the overall operations of the SAGA organization which currently includes a staff of seven. The CEO oversees Chamber events, membership, and policies. The CEO will work to implement the established strategic Program of Work through solid team leadership, effective stakeholder relationships, and strong execution of internal processes and procedures. The CEO reports to the SAGA Board of Director Chair. Operating Budget: \$925,000 Click [HERE](#) to learn more about this position.

Town of Selma Planning and Economic Development Director

The Town of Selma, located in the heart of Johnston County (one of the fastest growing Counties in the nation) is actively seeking an experienced individual to join our TEAM as the Town's next Planning & Economic Development Director. As an integral part of the Town's Leadership Team, the Planning & Economic Development Director will manage and administer the operations of the Town's Planning Department, which currently consists of two (2) employees – Planner II and a Codes Administrator. In this unique role, you will have the opportunity to assist new and existing businesses, test new ideas, as well as take a lead role in enhancing the Town's comprehensive land use plan. Click [HERE](#) to learn more about this position.

Wayne County Development Alliance President

Presides as day to day head of the organization and performs complex, executive work planning, developing and implementing economic development for Wayne County. Utilizes Economic Development financing opportunities, infrastructure and other assets to expand and diversify the Wayne County economy, foster business success and competitiveness, and bolster the county tax base. Employee is responsible for consulting with local officials and community leaders, along with retail and industry executives for promoting economic growth through expansion and retention of existing industrial and commercial bases and attraction of new business into the County. Duties include the development of data, statistics and publications that portray the economic potential of the County, identification of prospective industries and maintaining proper records, reports, and public information for the program. Work requires considerable planning and timely execution of work. Employee must exercise independent judgment and simultaneously consider financial, socio-economic, legal and regulatory variables as they affect the County. Click [HERE](#) to learn more about this position.

2017-18 BOARD OF DIRECTORS

2017-18 OFFICERS

PRESIDENT

Steve Yost CEcD
The Southeastern Partnership
Elizabethtown
910.862.8511
stevey@ncse.org

VICE PRESIDENT

Mark Pope
Lenoir County Economic Development
Kinston
252.527.1963
mpope@lenoiredc.com

SECRETARY/TREASURER

Dr. Patricia Mitchell CEcD
Appalachian State University
Boone
828.262.6342
mitchelljp@appstate.edu

IMMEDIATE PAST PRESIDENT

Andrew Tate
North Carolina Railroad Company
Raleigh
919.954.7601
andrewtate@ncrr.com

2018 DIRECTORS

Maureen Little
NC Community College System
Raleigh
919.807.7150
littlem@nccommunitycolleges.edu

John Nelms
Duke Energy
Raleigh
919.546.3394
john.nelms@duke-energy.com

Raul Peralta
ECS Southeast
Greensboro
336.209.5923
rperalta@ecslimited.com

EX-OFFICIO

Chris Chung
Economic Development Partnership of North Carolina
Cary
919.447.7788 - christopher.chung@edpnc.com

Tony Copeland
NC Department of Commerce
Raleigh
919.814.4600 - acopeland@nccommerce.com

Scott Millar CEcD
Catawba County Economic Development Corporation
Hickory
828.267.1564 - smillar@catawbacountync.gov

2019 DIRECTORS

Adrienne Cole
Greater Raleigh Chamber of Commerce
Raleigh
919.664.7000
acole@raleighchamber.org

Randall Johnson MBA
NC Biotechnology Center
Wilmington
910.763.5747
randall_johnson@ncbiotech.org

Jessica Martin-Lane
WR-Martin
Asheville
704.968.1903
jessica@wr-martin.com

2020 DIRECTORS

Dr. Gary Lanier
Columbus County Economic Development
Commission
Whiteville
910.640.6608
glanier@columbusco.org

Chris Platé
Monroe-Union County Economic
Development
Monroe
704.282.5780
chris@unionedc.com

Ben Teague
Economic Development Coalition Asheville-
Buncombe County
Asheville
828.258.6130
bteague@ashevillechamber.org

Ryan Wetherington
Allen Tate Relocation & Corporate Services
Charlotte
704.367.5673 - ryan.wetherington@allentate.com

Lawrence Bivins
Managing Director - Policy & Public Affairs, NCEDA
Raleigh
888.246.2332 - lawrence@nceda.org

Liz Dobbins-Smith
Managing Director - Membership Engagement & Programs, NCEDA
Raleigh
888.246.2332 - liz@nceda.org