

The **ECONOMIC** Development **Puzzle**



*Finding the
Missing Pieces*



2019 Annual Conference *Program*

June 11 - 13 • Beaufort Hotel

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Tuesday, June 11

- 11:30 am – 5 pm** **OPTIONAL NETWORKING ACTIVITIES**
(separate registration required)
- 11:30 am – 3:30 pm** **Half-Day Fishing Excursion**
Lookout Adventures, Morehead City
- Noon – 5 pm** **Golf Outing**
Beaufort Golf Club – Tee Times Starting at Noon
- 1:30 – 3:30 pm** **Historic Beaufort Tour**
Beaufort Historic Site, Downtown Beaufort
- 2 – 4 pm** **Kayaking Excursion**
Beaufort Paddle, Taylor's Creek
- 3 pm** **CONFERENCE REGISTRATION DESK OPENS**
Beaufort Hotel Lobby
Registration Sponsor
CLANCY & THEYS CONSTRUCTION COMPANY
- 5 – 5:30 pm** **EMERGING EXECUTIVES / NEW MEMBER RECEPTION**
Outdoor Pavilion
Reception Sponsor – **NORTH CAROLINA'S SOUTHEAST**
- 5:30 – 7 pm** **WELCOMING RECEPTION**
Outdoor Pavilion
Reception Sponsors
CARTERET COUNTY ECONOMIC DEVELOPMENT • DUKE ENERGY
- Entertainment Sponsor – **TERRACON CONSULTANTS**
- 7 – 9 pm** **OPTIONAL NETWORKING ACTIVITIES**
(separate registration required)
- 7:15 – 8:45 pm** **Sunset Cruise**
Lookout Cruises, Taylor's Creek
- 7:30 – 9 pm** **Beaufort Ghost Walk**
Port City Tour Company
- 7 pm – until** **DINNER ON YOUR OWN / SMALL GROUP DINNER NIGHT**



Wednesday, June 12

- 6 – 7 am** **OPTIONAL NETWORKING ACTIVITY**
(separate registration required)
- Sunrise Yoga on the Lawn**
Beaufort Hotel, overlooking Taylor's Creek
- 7 am** **CONFERENCE REGISTRATION DESK OPENS**
Rachel Carson Ballroom
- 7 – 8:15 am** **NETWORKING BREAKFAST**
34° North Restaurant Breakfast Sponsor – **365 DEGREE TOTAL MARKETING**
- 8:30 am – 12:30 pm** **GENERAL SESSION**
Rachel Carson Ballroom
- 8:30 – 8:40 am** **Welcoming Remarks**
DR. PATRICIA MITCHELL, CEcD
Annual Conference Committee Chair
Interim Director, Master of Public Administration Program
Appalachian State University
- THE HONORABLE RETT NEWTON**
Mayor – Town of Beaufort
- 8:40 – 9 am** **NCEDA Business Session**
Board of Directors Update, Economic Developer of the Year
MARK POPE
NCEDA President
President – Wayne County Development Alliance
- 9 – 9:15 am** **Commerce Update**
LIZ CRABILL
Chief Deputy Secretary – NC Department of Commerce
- 9:15 – 9:45 am** **Mid-Year Economic Overview**
MARK VITNER
Managing Director / Senior Economist – Wells Fargo Securities





9:45 – 10:30 am

Decision Support: The Latest Tools and Techniques

STEPHEN BARRINGTON

Account Executive for Community Insights,
Economic & Workforce Development– Emsi

RON BERTASI

CEO – GIS WebTech

MIKE FRAWLEY

Assistant National Manager /
Engineer Lead – Terracon Consultants

10:30 – 11 am

Networking Break

Networking Break Sponsor – **GLOVER CONSTRUCTION COMPANY**

11 – 11:15 am

Existing Industry Toolkit: Employee Stock Ownership Plans

PATRICK McHUGH

Senior Public Policy Analyst, Budget & Tax Center
NC Justice Center

11:15 am – Noon

The Changing Face of Regionalism

JIM NICHOLS, Moderator

Senior Associate/Business Development Leader – O'Brien Atkins

CAROLINA CORE: BOB LEAK JR., CEcD

President – Winston-Salem Business, Inc.

RAMP-EAST: JENNIE BOWEN

Director - Region Q Workforce Development Board

BIO PHARMA CRESCENT: MARK PHILLIPS

Vice President, Statewide Operations/
Executive Director, Eastern Regional Office
NC Biotechnology Center

NC AEROSPACE CORRIDOR: JEFF WOOD

Director – Craven County Economic Development

Noon

Closing Remarks



1 – 5 pm

OPTIONAL NETWORKING ACTIVITIES

(separate registration required)

1:15 – 4:30 pm

Culinary Tour & Wine Tasting

Hungry Town Guided Tours, Downtown Beaufort

1:30 – 3:30 pm

Historic Beaufort Tour

Beaufort Historic Site, Downtown Beaufort

2 – 4 pm

Kayaking Excursion

Beaufort Paddle

2 – 4 pm

Cornhole Tournament

Beaufort Hotel Lawn

Tourney Sponsors

ECS SOUTHEAST • COLUMBUS COUNTY ECONOMIC DEVELOPMENT

2 – 4 pm

Stand-Up Paddle Board Lesson

Beaufort Paddle

6:30 – 10 pm

Rachel Carson
Ballroom

NETWORKING RECEPTION, honoring NCEDA Past Presidents

Reception Sponsors

ELECTRICITIES OF NC • SYNTERRA CORPORATION





Thursday, June 13

6 – 7 am

OPTIONAL NETWORKING ACTIVITY

(separate registration required)

Sunrise Yoga on the Lawn

Beaufort Hotel, overlooking Taylor's Creek

7 am

CONFERENCE REGISTRATION DESK OPENS

Rachel Carson Ballroom

7 – 8:15 am

NETWORKING BREAKFAST

34° North Restaurant Breakfast Sponsor – **NC ELECTRIC COOPERATIVES**

8:30 am – 12:30 pm GENERAL SESSION

Rachel Carson Ballroom

8:30 – 8:40 am

Welcoming Remarks

DR. PATRICIA MITCHELL, CEcD

Annual Conference Committee Chair
Interim Director, Master of Public Administration Program
Appalachian State University

8:40 – 9 am

NCEDA Business Session

*Nominating Committee Report, Passing of the Gavel,
Legislative Update, Emerging Executives Report*

MARK POPE

NCEDA President
President – Wayne County Development Alliance

9 – 9:15 am

EDPNC Update

DAVID SPATLEY

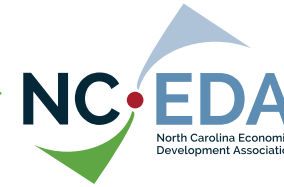
Vice President, Business Recruitment
Economic Development Partnership of NC

9:15 – 10 am

The Eastfield Project: Mixed-Use Initiatives in Economic Development

JENNY MIZELLE, CEcD, Moderator

Director of Business Development - WithersRavenel



CHRIS JOHNSON

Director – Johnston County Economic Development

DR. HENRY LOWENSTEIN

President & CEO – Research and Consulting Services LLC

MARK MCDONNELL

Vice President – AdVenture Development

ERNIE PEARSON

Member – Nexsen Pruet

10 – 10:30 am

Networking Break

Networking Break Sponsor – **NC BIOTECHNOLOGY CENTER**

10:30 – 11:15 am

Housing: Opportunities and Obstacles for Economic Developers

MARGIE BUKOWSKI, Moderator

Director of Client Services & Business Development
WEAVERCOOKE Construction

WENDY HARRIS

Broker/Owner – Team Harris Real Estate

LARRY JARVIS

Director, Housing and Neighborhoods
City of Raleigh

WILL PARRY-HILL

Manager of Government & Industry Relations
NC Housing Finance Agency

ALAN WOOD, CEcD

President & CEO – Burke Development, Inc.

11:15 am – 11:30 pm

myFutureNC

DR. THOMAS WALKER

President – Wayne Community College



11:30 am – 12:30 pm **Issues, Assets and Answers: How NC Stacks Up**

RAUL PERALTA, Moderator

Senior Vice President – ECS Southeast

AMY GERBER

Executive Managing Director – Cushman & Wakefield

KEVIN SPIEGEL

Senior Manager – Crowe

GRAY SWOOPE

President & CEO – VisionFirst Advisors

12:30 pm

Closing Remarks / Adjourn

12:45 – 2:30 pm

Shackleford Room

PROFESSIONAL DEVELOPMENT LUNCHEON / WORKSHOP

(additional fee)

Housing Opportunities and Obstacles In Depth

PAUL D'ANGELO

Housing Development Specialist

City of Asheville

STUART GILBERT

Director of Community & Economic Development

City of Kings Mountain

WILL PARRY-HILL

Manager of Government & Industry Relations

NC Housing Finance Agency

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Candy Basket Sponsor – **MVP SOUTHGATE**

Pads & Pens Sponsor – **WITHERSRAVENEL**

Transportation Sponsor – **CRYSTAL COAST TOURISM DEVELOPMENT AUTHORITY**



Speaker Biographies



STEPHEN BARRINGTON

**Account Executive for Community Insights,
Economic & Workforce Development
Emsi**

Stephen Barrington is an Account Executive with Emsi's Community Insights team, focused on helping economic and workforce development professionals uncover their community's competitive strengths and pressing needs so they can have the most impact. Stephen has more than 12 years of direct economic and workforce development experiences in NC including the Capital Area Workforce Development Board, the Wake Forest Chamber of Commerce and the Franklin County Chamber of Commerce. He is a former Town Commissioner and Mayor Pro-Tem for the Town of Wake Forest. Stephen received a BA from Mars Hill University, an MPA from Western Carolina University and was a recipient of a "40 Under 40" designation by the *Triangle Business Journal*.



RON BERTASI

CEO

GIS WebTech

Ron Bertasi joined GIS WebTech in 2016 and has helped the company become the fastest-growing provider of technology to the economic development sector. Ron has served in CEO roles since 2001, primarily in growth-stage energy and technology businesses. Along the way he has also worked as an operating partner with two private equity firms and has served on seven company boards. Ron worked as a management consultant early in his career and began his career as a geologist. Ron holds a BA from Colgate, MS from UCLA, and MBA from Dartmouth, and was a summer student fellow at the Woods Hole Oceanographic Institution. He and his wife Cathy have three children.



JENNIE BOWEN

Director

Region Q Workforce Development Board

Jennie Bowen has 20 years of experience in workforce development in Northeastern North Carolina. She currently serves as Director of the Region Q Workforce Development Board, which covers Beaufort, Bertie, Hertford, Martin and Pitt counties. Region Q is a founding partner – along with Turning Point Workforce Development Board, eight community colleges, and multiple local and regional economic development organizations – in the creation of RAMP East, which seeks to build a regional talent pipeline for advanced manufacturers in Eastern North Carolina. Prior to joining the staff of Region Q, Jennie spent 10 years as an Employment Consultant with the NC Division of Employment Security. She was also a Basic Skills Instructor at Martin Community College. Jennie holds a BS in Biology from Campbell University.



Speaker Biographies



MARGIE BUKOWSKI

**Director of Client Services & Business Development
WEAVERCOOKE Construction**

Margie Bukowski is the Director of Corporate Client Services and Business Development for WEAVERCOOKE Construction. Located in Asheville, Margie is passionate about finding the best habitational construction projects for WEAVERCOOKE. She spent 10 years as an Economic Developer working for the NC Department of Commerce, Cabarrus County, and the Charlotte Regional Partnership. Margie is actively involved in "on-the-ground" work with local community organizations supporting affordable and innovative housing initiatives for Western North Carolina. As a representative for WEAVERCOOKE, she supports the local AIA Chapter, the Commercial Industrial Real Estate group and the Public Policy Committee for the Asheville Chamber.



LIZ CRABILL

**Chief Deputy Secretary
NC Department of Commerce**

Liz Crabill serves as Chief Deputy Secretary at the NC Department of Commerce, where she provides cross-functional strategic leadership on complex economic development projects and other areas of the agency's operations. Prior to joining Commerce, Liz spent 25 years in a variety of corporate and legal settings. She served as corporate counsel for MCNC and Business Telecom, Inc. and worked for UnitedHealthcare, where she navigated legal and regulatory issues associated with the rollout of the Affordable Care Act. Liz also counseled boards of directors and management teams regarding corporate governance and business matters, handled complex litigation, negotiated and drafted contracts, protected intellectual property and oversaw corporate acquisitions and financial transactions. She graduated magna cum laude from Harvard University and earned her JD from the UNC School of Law, where she was the managing editor of the *International Law Journal*.



MIKE FRAWLEY

**Assistant National Manager / Engineer Lead
Terracon Consultants**

Mike Frawley is a Senior Geotechnical Engineer in Terracon's Raleigh office and a graduate of Montana State University-Bozeman. He has more than 15 years of experience in geotechnical engineering, environmental engineering, civil construction and consulting. Mike is experienced in geotechnical design, project management, subsurface exploration, groundwater monitoring and modeling, materials testing and analysis, and construction oversight. He is the lead engineer for historic geotechnical data digitization effort and utilization for engineering purposes and is responsible for delivery of Terracon's Stage1 GeoReport initiative.



Speaker Biographies



AMY GERBER

**Executive Managing Director
Cushman & Wakefield**

As head of the Business Incentives Practice at Cushman & Wakefield, Amy Gerber helps companies mitigate risk in site selection through negotiations with state and local governments and other entities to address costs and timing hurdles. She came to Cushman & Wakefield from Jones Lang LaSalle, where she was part of the Business and Economic Incentives practice for 19 years. Amy also previously worked at KPMG. She holds a BS in Accounting from Montana State University and was a member of the Leadership Georgia Class of 2016. Amy serves on the board of directors of the Georgia Chamber of Commerce and is a member of the Georgia Association of Manufacturers. She is on the editorial advisory board for *Area Development* magazine.



WENDY HARRIS

**Broker/Owner
Team Harris Real Estate**

Wendy Harris is a second-generation realtor and owner of Team Harris Real Estate in Fayetteville. She is active in NC REALTORS, currently serving as Legislative Chair and seeking the elected post of 2020 President-Elect. Wendy sits on the National Association of Realtors Housing Opportunity Committee, which focuses on housing affordability and financial literacy. She also serves as President for Fayetteville Area Habitat for Humanity. Wendy was actively involved in recovery efforts after hurricanes Matthew and Florence, and in 2016 was asked by Governor Pat McCrory to serve on the state's Hurricane Matthew Recovery Committee. She has hosted a weekly radio show for the past decade and continues to be actively engaged in housing affordability issues. Wendy is a graduate of St. Andrews University in Laurinburg, where she majored in International Business and minored in Spanish.



LARRY JARVIS

**Assistant Director, Housing and Neighborhoods
City of Raleigh**

Larry Jarvis, AICP, joined the City of Raleigh in October 2014 as Director of the Housing and Neighborhoods Department. He is a seasoned housing professional with more than 37 years of experience in community development and affordable housing, real estate development and neighborhood revitalization/redevelopment. Larry has a thorough knowledge of state enabling legislation related to affordable housing, community development, redevelopment, and planning and code enforcement. In addition, he brings more than 25 years of experience in the administration of HUD-funded programs, including Community Development Block Grant (CDBG), Home Investment Partnership Program (HOME), the Emergency Solutions Grant Program (ESG) and Continuum of Care. Larry has a BA from UNC Chapel Hill, a Master's Degree in Urban and Regional Planning from Virginia Tech and a Master's Degree in Business Administration from the UNC Chapel Hill Kenan Flagler School of Business.



Speaker Biographies



CHRIS JOHNSON

Director

Johnston County Economic Development

Chris Johnson has been Director of Johnston County Economic Development since September 2013. He leads the fast-growing county's job creation, capital investment and economic diversification strategies, coordinating with public and private partners locally, regionally and statewide. Under Chris' leadership, Johnston County has attracted nearly \$3 billion in industrial investment from new and expanding industries such as Novo Nordisk, Grifols, Berry Global, 3C Packaging, Linamar and OPW. He also chairs the Economic Development Advisory Committee of Research Triangle Regional Partnership (RTRP). From 2000-2013, Chris served as Executive Director of the Downtown Smithfield Development Corporation, where he oversaw \$20 million in investment from public and private sources. He holds a BS in Industrial Technology Education from East Carolina University. A native of Northhampton County, Chris and his wife, Kim, have owned Jewels Formals in downtown Smithfield for the past 28 years. The couple has two college-age children.



BOB LEAK, JR., CECD

President

Winston-Salem Business Inc.

Bob Leak is President of Winston-Salem Business Inc. (WSBI), a non-profit economic development corporation serving Winston-Salem and Forsyth County. He has held his current position since 1991. Bob previously worked in commercial real estate as a broker with Carolantic Realty in Raleigh. He was also Executive Director of the

Rome/Floyd County (GA) Industrial Development Commission. He is a Past President of NCEA and the 2006 recipient of the organization's Economic Developer of the Year Award. Bob earned a BS in Business Administration from UNC Chapel Hill and holds an MBA from Wake Forest University. He also is a graduate of the Economic Development Institute and holds a CECD designation. He served on the board of directors of the International Economic Development Council and is a Past Chairman of the Southern Economic Development Council. Bob and his wife, Karen, have two grown daughters.



DR. HENRY LOWENSTEIN

President & CEO

Research and Consulting Services LLC

Dr. Henry Lowenstein provides expertise on economic development issues through the firm Research and Consulting Services LLC in Conway, SC. He has authored numerous articles on business law, regulation, employment, transportation and public policy for regional, national and international publications. Dr. Lowenstein serves on the graduate faculty at Coastal Carolina University, where he was Dean of the Wall College of Business from 2007 to 2010. He previously held faculty and administrative positions at California State University-Bakersfield and the University of West Virginia-Parkersburg. Dr. Lowenstein holds a BS in Business Administration from Virginia Commonwealth University and an MBA from George Washington University. He received his PhD in Labor and Industrial Relations from the University of Illinois at Urbana-Champaign, where he was a University of Illinois Graduate Doctoral Fellow. Dr. Lowenstein comments on business subjects for local media and has received numerous awards for his research and service.



Speaker Biographies



MARK MCDONNELL

Vice President

AdVenture Development

Mark McDonnell joined AdVenture Development in June 2015 after 30 years in the international supply-chain field. His first contribution to the company was building a 109-room Fairfield Inn located within the McCandless Crossing development in Pittsburgh, PA. The hotel received Marriott's highest award, Platinum Status, in its first full year of operation. Mark's work more recently has been focused on Eastfield Crossing in Selma, NC. Three hundred of Eastfield's 400 acres are located in a federally-designated Opportunity Zone. Since the property received the OZ designation in 2018, Mark has worked closely with industry experts to learn the advantages of Opportunity Zones and how investors and communities can maximize them. Mark lives in Clayton with his wife, Maureen. The couple, who recently celebrated their 35th wedding anniversary, have three sons living in Wisconsin, Ireland and Romania, respectively.



DR. PATRICK MCHUGH

Senior Public Policy Analyst, Budget & Tax Center
NC Justice Center

Dr. Patrick McHugh has been the NC Budget & Tax Center's senior public policy analyst since December 2014. The Raleigh-based organization is part of the NC Justice Center, which researches and advocates on issues of economic security, public education, housing, health access and social justice. He previously worked as a Fiscal Analyst at the NC General Assembly's Fiscal Research Division, where his duties included economic impact modeling, tax and appropriation analysis, and economic development policy. Patrick's career also includes work as a Senior Research Associate at the International Economic Development Council (IEDC) in Washington, DC, and as a Research Fellow at UNC Chapel Hill's Center for Competitive Economies, a program of the Kenan-Flagler School of Business. Patrick holds a BA in Politics from the University of California Santa Cruz and a PhD in Political Science from UNC Chapel Hill. He and his wife, playwright and actress Rebecca Bossen McHugh, and 5-year-old son live in Durham.



JENNY MIZELLE, CECD

Director of Business Development
WithersRavenel

Jenny Mizelle has 28 years of experience within the fields of economic development, community development and mortgage banking in the private, non-profit and government sectors. Prior to joining WithersRavenel, she served as the Director of Economic Development for the Town of Holly Springs, where she was responsible for the successful recruitment of Novartis Vaccines to the Holly Springs Business Park. Jenny earned a BA in Urban Studies from Virginia Tech University and is a graduate of Leadership North Carolina. She also holds the CECD designation from the International Economic Development Council (IEDC). Jenny leverages her economic development expertise to advise WithersRavenel and support the firm's business development efforts in the public and private sectors.



Speaker Biographies



JIM NICHOLS

**Senior Associate / Business Development Leader
O'Brien/Atkins Associates PA**

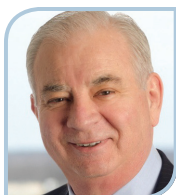
Jim Nichols is Senior Associate and Business Development Leader at O'Brien/Atkins Associates, one of North Carolina's leading architectural and engineering businesses. He has been with the Durham-based firm since 2003, working closely with local, state and regional economic development allies to recruit life sciences and technology companies to North Carolina. He has led economic development missions throughout the US, as well as Asia and Europe. Prior to joining O'Brien/Atkins, Jim worked at the NC Department of Commerce for 17 years. He earned a BA in Political Science and Economics from UNC Chapel Hill and holds a Masters of Public Affairs from NC State University. A Raleigh native, Jim and his wife, Babs, have two sons.



WILL PARRY-HILL

**Manager of Government & Industry Relations
NC Housing Finance Agency**

Will Parry-Hill is the Manager of Government and Industry Relations for the NC Housing Finance Agency. He works on state and federal housing policy and represents the agency with members of Congress, the General Assembly, and the business community. The Housing Finance Agency is a self-supporting public agency recognized with 29 national awards for excellence and has financed almost \$21 billion in real estate. Prior to his tenure at the Housing Finance Agency he worked as a school teacher and in several governmental and political roles. Will is an Eagle Scout, and is active in his church and other community organizations. He holds a Bachelor's Degree in History from Greensboro College and is a graduate of Leadership North Carolina.



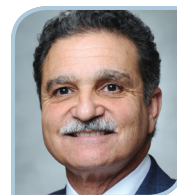
ERNIE PEARSON

**Member
Nexsen Pruet**

Ernie Pearson is a fixture in North Carolina economic development circles, providing legal, business and strategic planning expertise to companies and communities throughout the state. *Southern Business and Development* has listed him as one of the top economic development lawyers in the South. His extensive background in the profession includes service as Assistant Secretary for Economic Development at the NC Department of Commerce during the administration of Governor James Martin. Ernie, who was President of NCEDA in 2015-2016, received a BA with honors from NC State University and holds a JD from the School of Law at UNC Chapel Hill. In addition to being an engaged husband and father of five children, he is active in faith-based volunteerism, including teaching bible study classes at Harnett Correctional Institute for the past 12 years.



Speaker Biographies



RAUL PERALTA

**Senior Vice President
ECS Southeast**

Raul Peralta is Senior Vice President for ECS Southeast LLP, a subsidiary of Engineering Consulting Services. His role there centers on interacting with companies and communities in North Carolina, Alabama, Tennessee, Georgia and South Carolina to embrace economic development opportunities. Prior to joining ECS in 2004, he was Vice President of Titan Atlantic in Raleigh. Raul has previously served on NCEDA's board of directors for two terms and is currently Chairman of the Southern Economic Development Council (SEDC) and serves on the NC Community College Foundation Board. He holds a BS in Environmental Science from NC State University. A resident of Trinity, Raul is a master gardener. He is also President of the American Brussels Griffon Association (ABGA) and a former delegate to The American Kennel Club.



MARK PHILLIPS

**Vice President, Statewide Operations /
Executive Director, Eastern Regional Office
North Carolina Biotechnology Center**

Mark Phillips joined the staff of the NC Biotechnology Center in 2009. He is responsible for oversight and coordination of five regional offices and their activities. Mark is also Executive Director in the Eastern Region, positioning the biotechnology industry across 27 counties. He facilitates partnerships among government, business, academic, policy and educational participants. He also identifies opportunities, assists in the recruitment and start-up of life science companies, and serves as the regional conduit and advocate to the NC Biotechnology Center. Mark's 35-year career includes management roles in human resources, finance, customer service, governmental relations, marketing and economic development in the electric, telecommunication and pharmaceutical industries. A resident of Greenville, Mark and his wife, LuAnne, have two children.



KEVIN SPIEGEL
**Senior Manager
Crowe**

Kevin Spiegel has 20 years of experience in the field of state and local taxation, including income tax, indirect taxation, unclaimed property, and tax credits and incentives. Based in Chicago, he negotiates tax credits and financial incentives on behalf of businesses across the US and performs fiscal impact analysis for local jurisdictions. Kevin also worked to identify best-in-class state tax credits and incentive programs for an economic development client. He also assists clients with technical analyses, tax issues, mergers and acquisitions and regulatory compliance. From 2012-2013, Kevin chaired the State and Local Tax Committee at the Chicago Bar Association. He holds a BA from Michigan State University and a JD from Illinois Institute of Technology's Chicago-Kent College of Law.



Speaker Biographies



DAVID SPRATLEY

Vice President, Business Recruitment

Economic Development Partnership of North Carolina

David Spratley is Vice President of Business Recruitment at the Economic Development Partnership of North Carolina (EDPNC), where he oversees a statewide team of business recruiters who assist companies considering relocating or expanding operations in North Carolina. His background includes 14 years with the NC Department of Commerce, where he was a lead developer on high-impact projects involving MetLife, Deutsche Bank, Electrolux, JELD-WEN, Rooms To Go and other companies. At Commerce, he also managed the Job Development and Investment Grant Program (JDIG), the state's flagship incentive offering, as well as a portfolio of Community Development Block Grants and other economic development financing tools. He spent three years with KPMG in Charlotte providing site selection and economic development consulting services. David is a graduate of UNC Wilmington.



GRAY SWOOPE

President & CEO

VisionFirst Advisors

Gray Swoope is President and CEO of VisionFirst Advisors, a Tallahassee, FL-based economic development consultancy founded by the law firm Butler Snow. From 2011 to 2015, he was Florida's Secretary of Commerce and President & CEO of Enterprise Florida, the state's lead economic development organization. Under Gray's leadership, Enterprise Florida increased competitive projects by 40 percent. Prior to his move to Florida, he was Executive Director of the Mississippi Development Authority under Governor Haley Barbour. There he helped bring names like Toyota and GE Aviation to the state. Gray earned both undergraduate and graduate degrees from Mississippi State University.



MARK VITNER

Managing Director / Senior Economist

Wells Fargo Securities

Mark Vitner is Managing Director and Senior Economist at Wells Fargo Securities where he is responsible for tracking US and regional economic trends. Based in Charlotte, he also writes for the company's *Monthly Economic Outlook* report and the *Weekly Economic & Financial Commentary* and provides regular updates on the housing markets, commercial real estate, regional economies and consumer spending. He previously spent nine years as an economist for Barnett Banks in Jacksonville, FL. His commentary has been featured in the *New York Times*, *The Wall Street Journal*, *Bloomberg* and other business media. An Atlanta native, Mark earned a BBA in Economics from the University of Georgia and an MBA from the University of North Florida. He is a member of the National Association of Business Economists (NABE) and its inaugural Certified Business Economist class. Mark is a Past President and Co-founder of the The Charlotte Economics Club. He currently chairs the Foundation for the Charlotte Jewish Community and serves as a distinguished lecturer and practitioner at the University of Georgia.



Speaker Biographies



DR. THOMAS WALKER

President

Wayne Community College

Dr. Thomas Walker has been president of Wayne Community College since September 1, 2016. He previously served as president of the Grand Island Campus of Central Community College in Nebraska. Dr. Walker has also held academic leadership positions at St. Louis Community College-Forest Park, Metropolitan Community College in Kansas City, Davidson County (NC) Community College and Southwest Tennessee Community College. He currently serves as a Commissioner on the American Association of Community Colleges Commission for Academic, Student, and Community Development, as well as the board of the Higher Education Research and Development Institute. Dr. Walker is a native of Lumberton. He has a BA in Political Science and Journalism from UNC Chapel Hill and an MPA and a Doctorate in Higher Education Administration from The University of Memphis. A former US Marine Corps officer, Dr. Walker serves in a variety of community roles, including membership in the Goldsboro Rotary Club and service as a board member of the United Way of Wayne County.



ALAN WOOD, CECD

President & CEO

Burke Development Inc.

Alan Wood has been President and CEO of Burke Development Inc. since 2015. The public-private partnership promotes economic growth, innovation and sustainability in Burke County. From 2009-2015, he was Director of the Stokes County Economic Development Commission where he led efforts to expand broadband deployment, diversify regional agribusiness and provide digital marketing opportunities for small businesses. As Senior Development Manager at the Caldwell County Economic Development Commission, Alan helped recruit the Google Data Center, as well as important projects in the biopharma, consumer foods and composites industries. Alan serves on the Board of Directors for NCEDA and holds a CECD designation from the International Economic Development Council (IEDC). Alan is a graduate of UNC Chapel Hill where he received a BS in Business Administration with a concentration in marketing. He and his wife, Kelly, reside in Morganton.

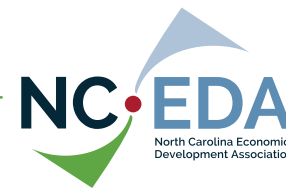


JEFF WOOD

Director

Craven County Economic Development

As Economic Development Director for Craven County, Jeff Wood implements county-wide economic development programs that include new business recruitment and support for existing industry expansions. He also serves as Director of the Craven 100 Alliance ("C1A"), a public-private alliance formed in 2014 that collaborates on long-term planning and sets the direction for economic development in Craven County. Jeff was previously Director of Economic Development for the West Virginia National Guard in Charleston, WV, where he managed a staff of 30, provided day-to-day management of a \$150M flood recovery program and managed relationships for the Guard of over a million acres of private land. He also worked as a Project Manager for the Florence County Economic Development Partnership in South Carolina. Jeff holds a BA in Public Service Administration with a minor in Business and Economics from the West Virginia University Institute of Technology, and he completed studies at the University of Oklahoma's Economic Development Institute.



2018-19 Board of Directors

EXECUTIVE COMMITTEE

President

Mark Pope

President
Wayne County Development Alliance

Vice President

Dr. Patricia Mitchell CECD *

Interim Director
Master of Public Administration Program
Appalachian State University

DIRECTORS

Dr. Gary Lanier (2020)

Director
Columbus County Economic
Development Commission

Maureen Little (2019)

Vice President of Economic Development
NC Community College System

Jessica Martin-Lane (2019)

Vice President
WithersRavenel

John Nelms (2019)

Senior Economic Development Manager
Duke Energy

Chris Platé (2020)

Executive Director
Monroe-Union County
Economic Development

Julie Roper (2021)

Economic Development &
Local Government Manager
PSNC Energy

Ben Teague (2020)

Vice President
Strategic Development
Biltmore Farms

Ryan Wetherington (2021)

Vice President
Armstrong Relocation

Alan Wood (2021)

President/CEO
Burke Development Inc.

Secretary/Treasurer

Randall Johnson MBA

Executive Director, Southeastern Office
NC Biotechnology Center

Immediate Past President

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