NCEDA Members:

It is hard to believe summer is almost behind us. Our NCEDA Board of Directors is hard at work executing our guiding strategy for the coming year under the theme "Leading the Way."

As you know, the N.C. General Assembly continues to be in session working on budget negotiations, and we at NCEDA are continuously advocating for our legislative priorities and specifically our support for the performance-based, self-funded Job Development Investment Grant program (JDIG).

You, our NCEDA members, are some of the very best and most credible messengers of this positive JOBS message – a JOBS message that needs to be heard in the halls of the N.C. General Assembly. You are on the front line of economic development in your communities, regions and state. We need your help to take this collective voice directly to the N.C. General Assembly.

As we continue to discuss, there will be a major focus this year on organizing and directing not only our NCEDA members but also business and government people who support economic development programs across the state to speak to legislators. We need the help of each of you to advocate to legislators and others as to the needs for economic development.

There is an old saying often associated with former Speaker of the U.S. House Tip O’Neill: “All politics is local.” NCEDA needs to take that approach with leveraging the local voice of the communities our members represent. We need your help in making this happen.

We want and need to get back to a position where our standard tools, such as the JDIG program, are not in question. This initiative will involve regular grassroots advocacy, and we will call on our members to assist in this.

-Cont’d-
Simply put, we need to do a better job of communicating our needs to legislators and create a steady drumbeat on the need for a competitive North Carolina.

We will discuss this in greater detail at the upcoming Fall Conference. We are planning for an in-depth session with Lt. Gov. Dennis Wicker and his team on legislative advocacy, immediately following the adjournment of the Conference. Please make every effort to be at this Conference and to stay for the discussion of legislative advocacy. We cannot overemphasize the importance of effectively mobilizing economic developers and business people to talk about the needs for economic development and the way it functions in our state.

Also, to better advocate for economic development interests, we will be planning multiple small meetings around the state with legislators, local and regional economic developers, and business/government supporters of our programs. This will be an important prelude to the 2016 short session, so that hopefully we will not have the uncertainties and issues we have dealt with last year and this year concerning our competitive needs.

NCEDA continues to position our membership as an authoritative voice for economic development in North Carolina. As you have seen and read, there has been recent significant media coverage of economic development issues and policies. We have worked hard to insert NCEDA into this debate and position the association as a resource on the positive benefits associated with economic development.

The NCEDA Professional Development Committee is planning to host our first NCEDA networking luncheon for the year at the Raleigh City Club on Sept. 16. The luncheon will focus on innovation. Additional information will follow, but please mark your calendars and make plans to join us in Raleigh.

The next NCEDA conference is quickly approaching and will be another opportunity for members to network, exchange ideas and gain insight from relevant speakers. We are pleased to be heading west to Asheville for this year’s NCEDA 2015 Fall Conference on October 20-21, and we hope you will mark your calendar and let others know they should attend. The theme is “A Competitive North Carolina,” and conference co-chairs Brenda Daniels and Raul Peralta have worked hard to develop a very strong program. Please see page 3 for hotel reservation and registration information.

This year will be successful only with a strong, engaged membership. If you have not done so already, please visit the NCEDA website to create a new account and renew your membership for 2015-16. Thank you if you have already renewed.

Thank you for your continued support of NCEDA and your leadership in economic development. I, along with the NCEDA Board Members, welcome your feedback and look forward to working with many of you through your committee involvement. We are excited to see what this year brings for our state.

Ernie Pearson
President
NCEDA
Plans are well underway for the 2015 NCEDA Fall Conference - October 20 - 21, 2015 in Asheville, NC. We encourage you to reserve your hotel room now.

We have a room block for the night of Tuesday, October 20. The last day to make your reservation on the room block is September 18, 2015.

click here for the link to make your reservation on the room block: [Book your group rate for NCEDA]. If you have trouble with the link above, or would like to make your reservation over the phone, please call 1-800-468-3571 and reference NCEDA Fall Conference.

The E-Brochure is available on www.nceda.org with conference pricing and information.

Registration is open on the website.

---

Please mark your calendar for an exciting new addition to this year’s NCEDA fall conference. We recognize the high value our members place on networking. On Tuesday, October 20 at 7:00 pm, we will have a very dynamic networking opportunity with the combination of both our welcoming reception and traditional sit down dinner into one mega NCEDA networking event. This is one that you will not want to miss.

This premier NCEDA networking event will feature a wide range variety of menu options, food stations and a craft beer tasting. To top it all off, we will have valuable and exciting door prizes being announced throughout the evening. Please note you must be present to win.

So make plans now to register for the 2015 NCEDA Fall Conference and get ready for the biggest NCEDA networking event ever.
NCEDA – 2015 Fall Conference – October 20-21, 2015
(Confirmed and invited speakers as of 9-1-15)

NCEDA Legislative Updates
   Nelson Mullins team

N.C. Department of Commerce
   Susan Fleetwood, N.C. Department of Commerce

Economic Development Partnership of North Carolina– The International Team
   Chris Chung, EDPNC
   Ms. Hyun-Sook Kim, Managing Director, North Carolina Investment Office – Korea
   Ms. Nancy Ward, Managing Director, North Carolina Investment Office – Canada
   Ms. Annabel Rong, Managing Director, North Carolina Investment Office – China
   Mr. Sumio Shibata, Managing Director, North Carolina Investment Office – Japan
   Mr. Todd Brennan, Managing Director, North Carolina Investment Office – Europe
   Ms. Alev Gunay, Senior International Investment Specialist SelectUSA

Proposed Federal EPA National Ambient Air Quality Standards
   Steve Rowlan, Director of Environmental Affairs for Nucor Corporation

North Carolina’s Regional Economic Development Partnerships
   Ronnie Bryant, Charlotte Regional Partnership
   John Chaffee, NCEast Alliance
   Penny Whiteheart, Piedmont Triad Partnership
   Charles Hayes, Research Triangle Partnership
   Steve Yost, The Southeast Regional Economic Development Partnership
NCEDA Committee Registration

It’s that time of year – time to connect you to the 2015-16 NCEDA committees of your choice.

We need our NCEDA members to be as proactive as possible to truly make a difference in our association and our state. Joining a committee is the perfect opportunity for you to help NCEDA meet our goals as an association. Committee involvement is also one of the best ways to meet and network with other NCEDA members. More than ever we will be looking to our committees to be highly active in growing and improving the NCEDA.

To register, email nceda@capstrat.com with a listing of any committee(s) for which you would like to volunteer. A description of each committee and the chairs/co-chairs can be found below.

All member interest will be forwarded along to the Committee Chairs and Co-Chairs, who will then organize the committee meetings and activities. Please note that committees vary in organizational format. They may meet face-to-face, via conference call or even exchange ideas through email.

Member participation is critical to our success. Thank you in advance for your commitment and service to NCEDA. Please contact NCEDA at nceda@capstrat.com or by calling 919-882-1960.

2015-16 NCEDA Committee Descriptions

Professional Development Committee
Committee Chairs: Randall Johnson, Rick Kiernan, Gary Lanier

This committee is responsible for creating the calendar and providing speaker and topical direction for the networking luncheons and professional development seminar. They are also responsible for overseeing the NCEDA awards programs and NCEDA scholarships. This committee also works to ensure the NCEDA website is useful for our members.

Member Engagement Committee
Committee Chairs: Maureen Little, Brenda Daniels, John Nelms and Paul Peralta

This committee is responsible for member recruitment and retention efforts while also focusing on member engagement. The Membership Committee will examine surveying the current membership and determine the satisfaction of members with NCEDA ongoing programs and economic development issues, and will be undertaking new proactive measures to increase membership.

Re-Imagining Committee
Committee Chair Bob Leak, and Co-Chairs Maureen Little, Raul Peralta, John Nelms, Steve Yost, Joanna Helms

This is a new committee that will be taking an entirely new, fresh look at how the NCEDA is structured, the events that it offers and other services that may be provided to its members. The goal is to assure that the NCEDA will be as relevant and important as possible to its members, and return the highest value to them. Everything is on the table, as a creative fresh look is taken of our Association. This will not be a standing committee but will expire after its report is submitted to and acted on by the Board of Directors. As the association gets ready to celebrate its 50th anniversary, we want to make sure the NCEDA is more relevant than ever for its members for the next 50 years.

2015 Fall Conference Committee
Committee Chairs: Brenda Daniels and Raul Peralta

This committee is responsible for choosing the theme of the 2015 Fall Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

2016 MidWinter Conference Committee
Committee Chairs: Loren Hill and John Nelms

This committee is responsible for choosing the theme of the 2016 MidWinter Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.
2016 Annual Conference Committee – 50th Annual Conference
Committee Chair: Andrew Tate

This committee is responsible for choosing the theme of the 2016 Annual Conference, establishing the program, soliciting sponsorships and working with the NCEDA office to arrange logistics.

Legislative Committee
Committee Chairs: Pat Corso, Charles Hayes, Gary Lanier and Steve Yost

This committee is responsible for the association’s legislative priorities, legislative updates, legislative calls to action, the 2016 legislative day and other legislative outreach. The members of this committee will be called on more than ever to serve as key links to activate the NCEDA’s grass roots to advocate for issues critical to the economic development future of our state.

2015-2016 Membership Renewal

Now is the time to renew your NCEDA 2015-16 membership. Thank you to all of you who have already renewed for this year. We encourage all others to do the same.

As professional economic developers and allies, it’s important now more than ever to be a member of NCEDA. It is the association’s goal to serve as the voice of economic development in our state. In this regard the Board has, as you know, hired a very substantial and influential legislative relations firm to speak to issues important to economic development in our state. A portion of your dues will go directly to paying for this firm’s efforts, thereby directly delivering value back to economic development interests. Please join us in working to keep businesses competitive, encourage new investment and ensure that economic growth reaches all 100 counties throughout North Carolina.

To make the renewal steps as simple as possible for you, we will be processing all membership renewals on the NCEDA website at www.nceda.org.

To renew and create your account on the NCEDA website, please follow these instructions:
1. Visit www.nceda.org and click “Renew Membership” at the top right. Remember you must be logged into your account.
2. **If paying by check, please stop here and mail your $295 check to NCEDA at 1201 Edwards Mill Road, Suite 400, Raleigh NC 27607. Your membership will then become active when we receive your payment. See additional page for invoice.
3. Pay with a credit/debit card. **A receipt will be emailed to you. See additional page for invoice, if needed.
4. Save your username & password for future needs. Please note that you will use the username you created (not your email address) to log into your account.

Our members make NCEDA the organization that it is, and we thank you for your continued support. If you have any questions or need assistance with login, please contact the NCEDA office at (888) 246-2332 or e-mail us at nceda@capstrat.com. We value your membership and look forward to another outstanding year.
North Carolina's Job Development and Investment Grant program ("JDIG") is a key tool for attracting high-impact economic investment in a fast-moving global marketplace. Its flexibility, accountability, self-funding and performance-based nature have made it a model for how states can grow good jobs that pay strong wages. The program became effective in January 2003 and has been utilized in supporting the arrival and expansion of corporations such as Ashley Furniture, Caterpillar, GKN Driveline, Electrolux, RC Creations and other large employers with significant operations in the state.

**Nationally-Recognized Accountability** -- In 2012, the Pew Center for the Public Interest analyzed incentives policies in the U.S., reviewing nearly 600 documents and interviewing over 175 experts to examine how -- and how effectively -- states weigh the impact of their economic incentives strategies. Pew named North Carolina one of 13 states "leading the way in generating much-needed answers about tax incentives’ effectiveness.”

A 2014 report by Good Jobs First, an economic development watchdog group, ranked North Carolina #3 among the 50 states in terms of transparency of job-creation incentive programs. The study assessed the degree of public disclosure of economic development awards and outcomes.

**Proven ROI** -- By design, JDIG ensures a positive return-on-investment for the taxpayers of North Carolina -- which also accounts for the program's impact. All JDIG applications undertake objective and exhaustive economic-impact studies through an analytical model developed by Dr. Mike Walden, a respected economist at North Carolina State University.

**Widespread Benefits** -- JDIG ties benefits to payroll. Grants are awarded based on employee headcount and wages. JDIGs tap new flows of state personnel income tax withholdings, distributing portions of those revenues between the employer, state government and a utility fund that supports rural economic infrastructure development. Thus, all North Carolina communities benefit from the JDIG program, which also firms and grows county and municipal government revenues via the expanded property tax-base that comes with large industrial and office projects. State and local governments also benefit from JDIG through increased sales-tax revenues spurred by the purchasing power of employer payrolls.

**Command and Control** -- Grant applications are carefully considered, approved and controlled by a five-member panel that includes top Executive Branch officials and two appointees of the North Carolina General Assembly. Benefit caps ensure greater budgetary certainty for state officials and elected leaders. JDIG’s successes in the past five years especially -- as North Carolina’s economy recovers and re-structures after the “Great Recession” -- have put the program completely up against its financial cap.

**Ten-Year Track Record** -- The program’s dollar cap is based on the total face amount of authorized grants in a given year, not actual payouts. JDIG’s decade-long history shows that authorization levels significantly exceed actual benefits paid out to employers. Since 2003, for example, the state has authorized $2.1 billion in JDIG awards. But the sum total of actual payments (i.e., benefits claimed) equaled $163.8 million. Nearly $82 million in withholdings have gone into the Utility Fund.

**Eliminating Uncertainty** -- Under current law, JDIG is scheduled to sunset on December 31, 2015 -- just 13 months from now. Businesses require certainty when assessing competing destinations for new investment. North Carolina’s economic development professionals -- local, regional and state; both public, private and non-profit – must be able to detail state economic development programs and benefits with confidence and clarity when selling clients and consultants on our pro-business climate.

**Action Urgently Needed** -- NCEDA supports the Department of Commerce’s request that JDIG be re-authorized for another five years and that its caps be raised to accommodate both near- and long-term opportunities to facilitate high-wage job growth.
Economic Development in the News

The following was featured on The Charlotte Business Journal on Aug. 11
http://www.bizjournals.com/charlotte/blog/outside_the_loop/2015/08/state-incentives-bill-moves-through-state-senate.html

By Ken Elkins

State incentives bill moves through state Senate on fast track

It took only about 20 minutes of debate before the N.C. Senate approved an incentives and sales tax revision this afternoon. The vote was 34-12 in favor and happened as the Senate returned into session this afternoon.

But it took six months for the Job Development Investment Grant program to get to this stage. Until last week, the compromise bill—HB 117—languished in committee in the Senate. It was approved in the state House on March 5.

The bill revamps and updates the state incentives plan. It also moves forward a major change in how sales taxes are distributed among counties.

Before today’s Senate vote, the bill had moved through the Senate Appropriations Committee in 11 minutes on Monday.

Now the legislation goes back to the state House to see if legislators will agree to the changes made to the bill by their colleagues in the Senate.

Michael Smith, immediate past president of the N.C. Economic Developers Association and executive director of Statesville Development, was pleased when the JDIG bill was pulled out of budget negotiations. But he’s a bit disappointed the bill has a yearly cap on JDIG grants and a sunset date.

“No cap helps rural NC by making this available to more locations,” he says. JDIG is “self funded and performance based,” Smith continues. “Therefore no cap and no sunset should be required.”

It’s been a long and bumpy road for JDIG in the N.C. General Assembly.

The new bill would cap the incentive at $20 million a year. If the state were able to attract a big league company, the cap rises to $35 million a year.

The bill is heralded as a major compromise on JDIG, which is out of money only a little more than a month into the 2015-2016 fiscal year.

The incentive program is the keystone incentive for the state. It rebates a portion of employees’ state tax payments to new and expanding businesses. It was a key tool for bringing Sealed Air Corp., MetLife Group Inc., AvidXchange and other headquarters and industrial projects to the Charlotte region.

Senate Republican leaders included a controversial plan to change the way sales tax revenue is allocated among the counties, cities and towns. A new compromise plan would divide sales—tax revenue with half staying in the county where a sale is made and half redistributed based on county population.
Economic Development in the News

The following op-ed was featured on TheFayobserver.com on Aug. 16.
http://www.fayobserver.com/opinion/local_columns/john-e-skvarla-iii-job-creation-incentives-aren-t-handouts/article_7ae432a4-e245-562c-9e7b-e9c2d7d4d5a6.html

By John E. Skvarla III

In less than five months, North Carolina's flagship business recruitment tool is scheduled to sunset. Since 2003, the Job Development Investment Grant program has played a key role in bringing high-wage jobs in manufacturing, financial services, life sciences, I/T and other industries to the state while supporting companies such as Caterpillar, GE, Siemens Energy and many others as they grew existing operations here.

Gov. Pat McCrory's N.C. Competes program extends this valuable job-creation program through the end of 2019. It renames JDIG as the Job Growth Reimbursement Opportunities, or "Job GRO" program, to more accurately reflect how these grants actually create jobs and attract companies while also resulting - by law - in a net financial gain for the North Carolina treasury. As lawmakers debate the merits of job-creation incentives, here are a few facts about the role JDIG plays in growing North Carolina's economy:

Reimbursements are not handouts. In fact, JDIG is a self-funded program that hands back a portion of increased revenues that result from the new jobs that arriving and expanding companies bring the state. It's not upfront cash and never has been.

Companies must first perform. JDIG recipients must meet clear contractual requirements as to their payroll and capital investment obligation. Their annual reports are verified by the state Commerce Department as well as the N.C. Department of Revenue before reimbursements are issued. They must also be up to date on all their state tax obligations. And there are "clawback" provisions for recovering funds if recipient companies leave North Carolina during the term of the agreement.

Every community can benefit from JDIG. Opponents are quick to highlight the proportion of JDIG dollars that support projects in our metropolitan cities. With research universities, international airports and rapidly growing populations, major metros are magnets for the highest-wage jobs. But JDIG has proven itself effective in supporting projects in rural, suburban and urban communities alike. In fact, since 2012, the state has made 22 JDIGs in less economically advantaged Tier 1 and Tier 2 counties, about 35 percent of the total awards.

JDIG spurs rural development. Architects of JDIG foresaw that metropolitan areas would see a larger share of new jobs and investment, wisely linking the program to the Industrial Development Fund Utility Account as a means for financing upgrades to economic infrastructure in smaller, less affluent communities. With JDIG as its funding source, the Utility Account has awarded nearly $29.7 million for road, water, wastewater, rail, electrical and natural gas extensions in Tier 1 and 2 counties. Should JDIG sunset, this valuable resource for rural job growth ends with it.

Competition is fierce. Anti-economic-development forces suggest JDIG and the One North Carolina Fund merely pay companies that would have come to North Carolina anyway. Numbers indicate otherwise. An analysis of four counties - Cleveland, Cumberland, Pitt and Onslow - shows there were 37 recruitment projects offered either JDIG, One N.C. grants or both since 2012. Just 12 of those companies ultimately chose to pursue their plans in North Carolina. Any number of considerations can lead a company to us - or away from us. Good sites, reliable infrastructure and talented workers get us to the finish line. Meaningful financial programs like JDIG and One N.C. put us across the finish line. Clearly, all these factors are important.

- cont'd -
Economic Development in the News

There are a host of important issues now on the minds of North Carolinians and their elected leaders. None are more important than jobs. JDIG has proven its value as a tool that can propel the state's economy forward, benefiting all our communities. Meaningful, performance-based incentives like JDIG augment a vast array of assets, amenities and advantages that make North Carolina's business climate the envy of most of the nation. By re-authorizing JDIG through standalone legislation, the General Assembly can help unleash the full force of our state's economy.

John E. Skvarla III, is secretary of the North Carolina Department of Commerce. He lives in Pinehurst.

---

The following letter to the editor was published in the Triangle Business Journal from NCEDA President, Ernie Pearson, on July 31, 2015.


**Lawmakers must address incentives, tax issue**

The Triangle Business Journal’s recent article—North Carolina’s Eco-Devo Scorecard (July 17, 2015), while highlighting wins and losses really reinforces the need for a competitive North Carolina.

Now is the time for North Carolina to be aggressive in supporting programs that keep our state competitive and send a message that NC is open for business. The wins and losses absolutely reinforces this need.

In today's global community, business retention and recruitment require the options of both incentives and competitive corporate tax rates to attract new businesses and retain current industries. Nearly every state and major country uses these tools—adapting them to remain competitive. NC must continue to do the same.

Of particular interest in North Carolina’s Job Development Investment Grant Program (JDIG). JDIG’s flexibility and accountability have made it a model for how states can grow good jobs and pay strong wages. By design, JDIG always returns a positive return on investment for the taxpayers of North Carolina— which also accounts for the program’s impact.

This important tool has been a part of a large number of high impact projects across NC.

NC’s continued support for programs and policies that create much needed jobs and tax base needs to be a priority. Without these types of programs, North Carolina and the economic developers across the state will operate at a disadvantage.

Ernie Pearson
President
NC Economic Developers Association
Please hold dates for the following 2014-15 events on your calendars. Forthcoming information, including event registration and speakers, can be found on our Events page: [http://www.nceda.org/events/](http://www.nceda.org/events/).

### Upcoming 2015-2016 NCEDA Conferences

<table>
<thead>
<tr>
<th>Month</th>
<th>Event</th>
<th>Location</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>2015 Fall Conference</td>
<td>Renaissance Asheville</td>
<td>October 20-21</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Asheville, N.C.</td>
<td></td>
</tr>
<tr>
<td>March</td>
<td>2016 MidWinter Conference</td>
<td>Pinehurst Resort</td>
<td>March 8-9</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Pinehurst, N.C.</td>
<td></td>
</tr>
<tr>
<td>June</td>
<td>2016 Annual Conference</td>
<td>Holiday Inn Resort</td>
<td>June 14-16</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Wrightsville Beach, N.C.</td>
<td></td>
</tr>
</tbody>
</table>

### NCEDA Networking Luncheon: September 16

Please join us September 16 for the NCEDA Networking Luncheon, focused on the Institute for Emerging Issues’ “InnovateNC: A Cross-City Learning Collaborative”, a program designed to strengthen rural and urban innovation ecosystems across North Carolina. Guest speaker John Hardin—Executive Director, Office of Science, Technology & Innovation (OSTI), NC Department of Commerce—will provide an overview of the program and the proposals submitted from communities across the state.

**InnovateNC Program Overview**

“A new model of innovation is emerging: one defined by core clusters of leading-edge anchor institutions and cutting-edge innovative firms surrounded by a wider innovation-sustaining ecosystem.

The Institute for Emerging Issues at NC State University is partnering with a powerful group of public, private, and non-profit entities to launch InnovateNC: A Cross-City Learning Collaborative. The intensive two-year collaborative will allow up to five North Carolina communities outside of the Triangle and Charlotte to build and sustain their local innovation ecosystems on this model. By actively sharing best practices and widely disseminating results, InnovateNC intends to help scale innovation gains to other North Carolina communities.

**Why focus on innovation?** Innovation is the modern economy’s fuel. As the primary source of new technologies, products, services, and practices that yield value, innovation is what creates new industries, makes existing ones globally competitive, and sustains economic growth and improved societal well-being. To grow the economy and improve North Carolinians’ economic well-being, we must increase our overall ability to be innovative, and spread that ability to as many NC communities as possible. Communities lacking innovation strength will experience comparatively lagging GDP growth, average annual wages, and per-capita personal income.” **Source:** [Institute for Emerging Issues: InnovateNC](http://www.nceda.org/events/).
Announcing the **2015 BioMarine Business Convention** in Wilmington, North Carolina, October 12-14, 2015. The event will be an unparalleled opportunity to showcase NC’s strong marine biotech assets to the world, bringing C-level executives and their families to Wilmington from all over the world to enjoy our beautiful state and to explore commercial opportunities here.

**Food, Fuel/Energy, Health, and Materials:** This international event promotes business deal-making across a broad range of opportunities, attracting ~300 top global executives from industry, investment, government, and research organizations to foster commercial development of marine bioresources in a **market valued in excess of $172 billion.** Industry subsectors include Aquaculture, Pharmaceuticals, Cosmetics, Algal Applications including Waste Remediation, Nutraceuticals, Biomass Conversion to Energy, and Fish By-product Utilization, among many others.

Key convention features include one-to-one business meetings, interactive panels, and pitching forums, many of which will be streamed live via **BioMarine TV** to over 300,000 professional members of BioMarine. We will also explore global trade mechanisms and best practices for conducting business in North Carolina. The convention began in Nantes, before moving to London, Halifax, Cascais, Oslo next year, and Wilmington this year—the first U.S. location for this convention.

Along with Deb Mosca, CEO of the Marine Bio-Technologies Center of Innovation, we are pleased to invite you to Wilmington, NC, October 12-14, 2015, for what will be an exciting and productive event focused on biomarine commercialization and economic development.

If you are a member of the BioMarine International Clusters Association (BICA) through the Marine Bio-Technologies Center of Innovation, you are also eligible for a reduced registration rate. If you are interested in sponsorship opportunities, please contact Randall Johnson at randall.johnson@ncbiotech.org.

---

**NCEDA Mentor Network**

[NCEDAMentorNetwork.com](http://NCEDAMentorNetwork.com) is now live! The website is a tool to match experienced economic developers with economic developers that want a little guidance. Gurus and wise owls can register to be mentors, and newbies can register to be matched with a mentor. There is a call for mentors and mentees to register in the month of September. Matching will begin in October. The mentor network is sponsored by Creative EDC.
Institute for Emerging Issues Survey

What will it take to create and retain jobs, and grow prosperity?

The effects of technological disruptions along with demographic shifts may bring about an unprecedented economic and jobs crisis.

First, while there are many great benefits to technological advancement, we are currently experiencing some of the worst negative impacts of technology in our nation’s history. North Carolina’s under-performing recovery, where low wage jobs make up 57% of job growth, is in part due to these changing dynamics across many industries. The pressure on industry to innovate during the recession continues to play out in the recovery. Automation, downsizing, and outsourcing are all symptoms of these changes, and have particularly affected medium wage occupations. Moreover, research indicates that we could see the disappearance of up to 2.4 million jobs in the coming years because of technological disruption.

Second, the second storm is bringing with it a demographic wave. In North Carolina, ethnic and racial minorities will soon make up the majority of the workforce. In seven years (2022), North Carolina’s public schools will graduate a class whose majority is made up of ethnic and racial minority students. Given the educational deficits in minority communities, we are facing a critical talent development challenge. Lastly, many firms are beginning to notice an enthusiasm gap, whereby the younger generation lacks interest in or the skills for jobs currently held by retiring baby boomers. Will these firms be able to field enough workers to maintain operations in North Carolina?

These combined factors affect our ability to grow a capable workforce and lure the leading firms of tomorrow’s economy. If we continue on this current path, North Carolina’s future will resemble a storm-ravaged landscape characterized by firms escaping for better prepared states, and communities destroyed by job losses.

The essential challenges we are facing are these: How do we grow the jobs of the future, and will we have a workforce capable of occupying those jobs and moving the economy forward?

We need your voice. Please take a few minutes to complete this brief survey by clicking here to help us better understand how these issues impact your organization or community. Please respond by Friday, September 18th.
Please make plans to join us September 28 and 29 in the Triangle for the state's largest annual gathering of rural leaders. We have lined up a top-notch panel of speakers for this year's Assembly, including FCC Chief of Strategic Planning and Policy Analysis Jonathan Chambers, Lt. Gov. Dan Forest, N.C. Superintendent of Public Instruction June Atkinson, CenturyLink Vice President Rondi Furgason and Venessa Harrison, president of AT&T North Carolina. See a detailed agenda.

Expanding high-speed Internet access is critically important to the future of North Carolina’s rural economy. We will share success stories from around the state and nation, and connect you with leaders who have the information and resources to help communities expand what they have, or build what they need. Register now.
Andrew Tate has been the President of the Henderson County Partnership for Economic Development, Inc. (HCPED) since 2007. HCPED works with allies to protect and encourage existing industry, preserve and improve industrial product, market the county as a prospective business location to targeted sectors, and advocate on public policy matters to ensure a nurturing business climate.

Andrew enjoys being a member of NCEDA, and serving on the NCEDA Board of Directors. He encourages NCEDA members to engage with the organization, consider committee service, and help advance our shared goal of protecting and encouraging a competitive environment for all of North Carolina.

Andrew was raised in Fuquay-Varina, and is a graduate of UNC-Chapel Hill, and Leadership North Carolina. He serves as a Trustee for Blue Ridge Community College and as a member of the Greater Asheville Regional Airport Authority. Andrew and his wife Brooke live in Hendersonville with their three sons.

Meet Your Board
Andrew Tate, Henderson County Partnership for Economic Development

Meet Your Patron Sponsor
This month we feature Electricities

ElectriCities of N.C. is the management services organization and trade association representing NC Public Power, the state’s 70 municipal electric providers. We manage North Carolina’s two Municipal Power Agencies, North Carolina Municipal Power Agency Number 1 and North Carolina Eastern Municipal Power Agency. We offer a variety of economic development services to promote NC Public Power to industry and site selectors.

Contact:
Brenda Daniels
1427 Meadow Wood Blvd.
Raleigh, NC 27604
[P] (919) 760.6363
Bdaniels@electricities.org
Director of Marketing and Communications

North Carolina’s Eastern Alliance Corporation (NCEA) seeks an individual to serve as the Director of Marketing and Communications in its Greenville office. This individual will work closely with the President/CEO, Senior Vice President, Vice President for Client Development, and other staff to promote the eastern NC region as the premier location for new and expanding industry and create public interest and awareness for NCEA.

Primary responsibilities will include, but are not limited to, the following activities:

- Work with NCEA staff to develop and implement overall marketing strategy for NCEA region
- Proactively investigate new marketing initiatives which align with and accomplish NCEA marketing goals and objectives
- Develop and maintain relationships with wide array of economic development stakeholders that forward the goals and objectives of NCEA
- Work with NCEA’s agency of choice to best assist NCEA with meeting its marketing goals and objectives
- Coordinate designs, inputs, updates, and maintains all websites created for/by NCEA
- Assist with responses to client RFIs through in-depth economic development research
- Conduct economic development research (demographics, company listings, wage rates, employment data, etc.) and translate into a meaningful message for specific audiences to positively influence outsiders’ views of the region including social media, press releases and media events
- Oversee the development of marketing material to promote the region and its assets (brochures, annual report, videos, etc.)
- Serve as the primary copywriter and editor in development of NCEA promotional material
- Develop reports, articles, newsletters, presentations, etc. to promote NCEA activities as well as its communities and companies
- Manage multiple interns
- Other duties as assigned

Annual salary is commensurate with experience and education. Applicants must be proficient in Microsoft Office programs, social networking media, research skills, and writing, editing, and analytical skills. Applicants should have a Bachelor Degree in Communications, Marketing or a related field, MBA preferred or a minimum of five years experience, and/or any equivalent combination of education and experience. For a more complete description of job responsibilities, visit www.nceast.org and click on Staff Opportunities.

Please submit a letter of interest, resume, and three references to:

Sylvia Nesbitt, CAO
NCEast Alliance
Nesbitt@nceast.org

The position will remain open until filled.

NCEA considers applicants without regard to race, religion, sex, national origin, age, marital or veteran status, the presence of a non-job-related medical condition or handicap, or any other legally protected status.
Wake County Economic Development (WCED), a program of the Greater Raleigh Chamber of Commerce, is currently seeking an entry-level Project Manager. WCED is the lead economic development organization in Wake County, North Carolina serving 12 municipalities and the southern portion of the Research Triangle Park. Primary responsibilities of the position:

1. Assist companies and site location consultants considering Wake County as a location;
2. Coordinate the site location search process with local, regional and state economic development partners and clients;
3. Track active projects and prospect inquiries from companies, brokers and consultants;
4. Support the Research Manager and project management staff in completing RFPs, RFIs, and inquiries;
5. Exhibit at and attend national trade show events to market Wake County as a preferred business location;
6. Support the expansion and growth of exiting industry through company visits and participation in industry events; and
7. Support WCED’s strategic initiatives such as industrial site development, innovation & entrepreneurship, cluster development, and talent recruitment.

Core competencies and preferred experience include: Entry level position, some experience in economic development, project management, real estate, business development and/or marketing; strong skills and demonstrated experience in project management, community engagement; outstanding communication skills, the ability to work collaboratively and communicate effectively with multiple partners, adaptable to a fast past environment, and the ability to manage multiple projects and meet deadlines.

Position reports to the Director of Business Recruitment and Expansion of WCED.

All inquiries will be held in strict confidence and should be sent to Ellen Hill at Ellen@GreeneResources.com.
## 2015-2016 Board of Directors

### 2015-2016 OFFICERS

**President**  
Ernest C. Pearson  
Nexsen Pruet, PLLC  
4141 Parklake Ave., Ste. 200  
Raleigh, NC 27612  
[P] (919) 755-1800  
[M] (919) 215-1596  
epearson@nexstenpruet.com

**Vice President**  
Andrew Tate  
Henderson County Partnership for Economic Development  
330 North King Street  
Hendersonville, NC 28792  
[P] (828) 692-6373  
[M] (828) 808-2817  
andrew@hcped.org

**Secretary/Treasurer**  
Steve Yost  
The Southeastern Partnership  
P.O. Box 2556  
Elizabethtown, NC 28337  
[P] (910) 991-5689  
[stevey@ncse.org]

**Immediate Past President**  
C. Michael Smith  
Statesville Regional Development  
116 N. Center St., Ste. 101  
Statesville, NC 28677  
[P] (704) 871-1142  
[M] (704) 906-4707  
mike@statesvilleregion.com

### 2016 DIRECTORS

**Patrick Corso**  
Moore County Partners in Progress  
PO Box 5885  
Pinehurst, NC 28374  
[P] (910) 246-0311  
[M] (910) 695-5299  
patcorso@moorebusiness.org

**Loren Hill**  
High Point Economic Development Corp.  
211 S. Hamilton St., Ste. 200  
High Point, NC 27260  
[P] (336) 883-3116  
[M] (336) 906-5517  
loren.hill@highpointnc.gov

**Randall Johnson**  
North Carolina Biotechnology Center, Southeastern Office  
4006 Oleander Dr., Ste. 3B  
Wilmington, NC 28403  
[P] (910) 763-5747  
[M] (910) 398-2385  
Randall_Johnson@ncbiotech.org

### 2017 DIRECTORS

**Brenda Daniels**  
ElectricCities of NC, Inc.  
1427 Meadow Wood Blvd.  
Raleigh, NC 27604  
[P] (919) 760-6363  
[M] (919) 218-7027  
bDaniels@electricities.org

**Rick Kiernan**  
Convergent Nonprofit Solutions  
1205 Filmore St.  
Raleigh, NC 27605  
[P] (919) 270-2137  
rkiernan@ConvergentNonprofit.com

**Gary Lanier**  
Columbus County Economic Development Commission  
111 Washington Street  
Whiteville, NC 28472  
[P] (910) 640-6608  
[M] (910) 499-1409  
glanier@columbusco.org

### 2018 DIRECTORS

**Maureen Little**  
NC Community College System  
200 W. Jones St.  
Raleigh, NC 27603  
[P] (919) 807-7150  
Littlem@nccommunitycolleges.edu

**John Nelms**  
Duke Energy  
410 S. Wilmington St.  
Raleigh, NC 27601  
[P] (919) 546-3394  
John.nelms@duke-energy.com

**Raul Peralta**  
ECS Carolinas, LLP  
4811 Koger Blvd.  
Greensboro, NC 27407  
[P] (336) 209-5923  
rperalta@ecslimited.com

**Christopher Chung**  
Economic Development Partnership of North Carolina  
15000 Weston Parkway  
Cary, NC 27512  
[P] (919) 447-7777  
christopher.chung@edpnc.com

**John Peterson**  
NCEDA  
1201 Edwards Mill Rd., Ste. 400  
Raleigh, NC 27607  
[P] (919) 882-1961  
[F] (919) 834-7959  
[M] (919) 389-3333  
jpeterson@capstrat.com

### EX-OFFICIO

**John E. Skvarla, III**  
N.C. Department of Commerce  
301 N. Wilmington St.  
Raleigh, NC 27601  
[P] (919) 733-3440  
john.skvarla@nccommerce.com

**Bob Leak, Jr.**  
Winston-Salem Business Inc.  
1080 W. Fourth Street  
Winston-Salem, NC 27101  
[P] (336) 723-8955  
[F] (336) 761-1069  
[M] (336) 416-4610  
rleak@wsbusinessinc.com

**John Peterson**  
NCEDA  
1201 Edwards Mill Rd., Ste. 400  
Raleigh, NC 27607  
[P] (919) 882-1961  
[F] (919) 834-7959  
[M] (919) 389-3333  
jpeterson@capstrat.com