N.C. Department of Commerce Business & Industry Development

Regional Office Overview

Joint Legislative Economic Development Oversight Committee

May 3, 2011

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in NORTH CAROLINA

Business & Industry Division

- N.C. Department of Commerce is state's lead economic development organization
- B&I Division leads Department's efforts to recruit new companies and help existing companies grown and expand
- Collaborate and coordinate efforts with local economic developers, regional partnerships and other key allies
- Key job functions include: statewide project managers, regional projects managers, regional existing industry specialists and international investment office representatives
- Offer comprehensive facility location services from initial contact through site location to future growth and expansion

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Regional Office History

- **When were the regional offices established?**
  - Created in 1960s as part of Division of Commerce & Industry in the Department of Conservation and Development
- **Why were they established?**
  - To provide economic development (which at the time also included community planning, tourism and environmental services) across the state
- **Who established them and how were they established?**
  - A recommendation of the Conservation and Development Board

Source: Robert Leak Sr. and North Carolina State Archives

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Regional Office History

- **What was the purpose of the regional offices at time of creation?**
  - Collected community data to be stored in a computerized data bank for use by the division and various local development groups throughout the state
  - Determined expansion requirements of various manufacturers within the state and their needs for materials, suppliers, and markets
  - Trained volunteer county leaders in counties that did not have an economic developer to prepare the county for economic development prospects
  - Listed the available building and site forms and helped the counties and the statewide developers with clients

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Sources: North Carolina State Archives, Regional Office Staff

B&I Regional Offices

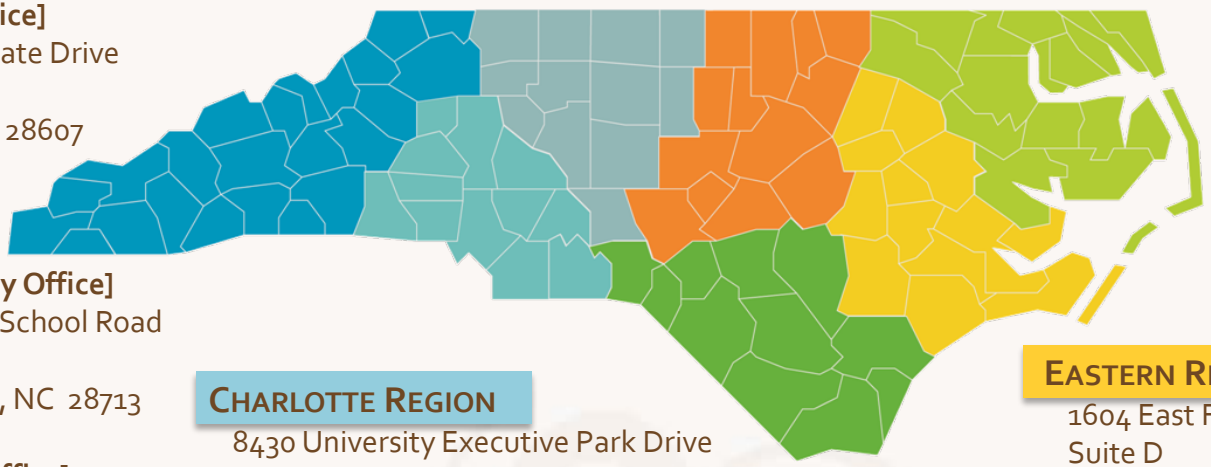
Piedmont Triad Region
416 Gallimore Dairy Road
Suite J
Greensboro, NC 27409

Research Triangle Region
301 North Wilmington Street
Raleigh, NC 27601

Northeastern Region
119 West Water Street
Edenton, NC 27932

Western Region

[Boone Office]
206 Southgate Drive
Suite 21-E
Boone, NC 28607



[Bryson City Office]
60 Almond School Road
Room 117
Bryson City, NC 28713

[Fletcher Office]
134 Wright Brothers Way
Fletcher, NC 28732

Charlotte Region
8430 University Executive Park Drive
Suite 645
Charlotte, NC 28262

Eastern Region
1604 East Fire Tower Road
Suite D
Greenville, NC 27834

Southeastern Region
225 Green Street
Systel Building
Suite 802
Fayetteville, NC 28301

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Regional Office Responsibilities

- Recruit new companies considering a specific region in North Carolina
- Provide support to existing industries (targeting manufacturers) by identifying challenges, opportunities, and barriers to growth
- Collaborate with numerous local and regional partners including: economic development organizations; community college representatives; SBTDC; Industrial Extension Service, etc.
- Maintain an active presence in the regional community to respond to area needs and concerns and provide feedback to HQ operations in Raleigh regarding significant trends or issues
- Provide guidance, advice and support to rural counties without strong local economic development organization or resources

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Facility/Site Location Services

- **Site Selection** – building and site recommendations; community evaluation; statewide network of allies
- **Research and Analysis** – state and local tax considerations; business cost analysis; state-to-state comparisons; legal aspects
- **Human Resources** – labor market data; identification of qualified workforce; current employer interviews; customized training
- **Infrastructure** – market access; utility services; environmental permitting assistance; recycling consultation
- **Incentives** – statutory (tax credits) and discretionary programs (One NC and JDIG); infrastructure programs

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Existing Industry Support

- **Serve as a Primary Point of Contact** – gather information relating to a business' challenges, opportunities, and barriers to growth
- **Facilitate Expansion Projects** – work confidentially and closely with local economic developers and company representatives to develop a North Carolina proposal to encourage the expansion in this state
- **Broker Support from Network of Service Providers** – connect companies needing assistance with business counseling and support; new market development; recruiting, screening and training; efficiency improvements; environmental support and recycling assistance; loans and financial support; and state incentive programs
- **Special Programs and Feedback for Policy Development** – responsible for periodic crisis management outreach to North Carolina businesses, and can provide valuable feedback that can be used for policy development

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Regional Development Team

Western Region

Boone Office
Joe Holbrook, Regional Project Manager and Existing Industry Specialist

Bryson City Office
Jennifer Hogsed, Regional Project Manager and Existing Industry Specialist

Fletcher Office
Cindy Messer, Regional Project Manager
Bill Payne, Existing Industry Specialist

Charlotte Region

Ron Leitch, Regional Project Manager
Uconda Dunn, Existing Industry Specialist
Stuart Hair, BizBoost Existing Industry Coordinator

Piedmont Triad Region

Melissa Smith, Regional Project Manager
Jan Critz, Existing Industry Specialist
Tracy Dellinger, BizBoost Existing Industry Coordinator

Research Triangle Region

Vivian Powell, Regional Project Manager
Anna Lea, Existing Industry Specialist

Northeastern Region

Tim Ivey, Regional Project Manager and Existing Industry Specialist

Eastern Region

Donna Phillips, Regional Project Manager
Jason Semple, Existing Industry Specialist

Southeastern Region

Ken Allen, Regional Project Manager
Martie Butler, Existing Industry Specialist

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Regional Development Team

Western Region

Boone Office
Alleghany, Ashe, Avery, Caldwell, Watauga, Wilkes

Bryson City Office
Cherokee, Clay, Graham, Haywood, Jackson, Macon, Swain

Fletcher Office
Buncombe, Burke, Henderson, Madison, McDowell, Mitchell, Polk, Rutherford, Transylvania, Yancey

Charlotte Region

Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly

Piedmont Triad Region

Alamance, Caswell, Davidson, Davie, Forsyth, Guilford, Montgomery, Randolph, Rockingham, Stokes, Surry, Yadkin

Research Triangle Region

Durham, Franklin, Granville, Harnett, Johnston, Lee, Moore, Orange, Person, Vance, Wake, Warren

Northeastern Region

Beaufort, Bertie, Camden, Chowan, Currituck, Dare, Gates, Halifax, Herford, Hyde, Martin, Northampton, Pasquotank, Perquimans, Tyrrell, Washington

Eastern Region

Carteret, Craven, Duplin, Edgecombe, Greene, Jones, Lenoir, Nash, Onslow, Pamlico, Pitt, Wayne, Wilson

Southeastern Region

Bladen, Brunswick, Columbus, Cumberland, Hoke, New Hanover, Pender, Richmond, Robeson, Sampson, Scotland

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Susan Fleetwood
Director, Business & Industry Development
sfleetwood@nccommerce.cm
919.733.9304

www.thrivenc.com

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