

***Summary Report  
for the  
Economic Development Administration  
on the 2004 Series of  
Regional Economic Development Forums***



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The National Association of Development Organizations  
Research Foundation, a component of the Economic Development  
Information Coalition**

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## Executive Summary

### *Project*

The National Association of Development Organizations (NADO) Research Foundation collaborated with the National Association of Regional Councils (NARC), the International Economic Development Council (IEDC) and the US Department of Commerce Economic Development Administration (EDA) to provide economic development information to a broad national audience. "Information Dissemination to Practitioners Serving Distressed Areas" was a 12-month initiative funded by EDA (EDA Award Number 99-06-07492). IEDC served as the lead grantee, with NARC and the NADO Research Foundation serving as sub-grantees. The project term was October 1, 2003 through September 30, 2004. The components of the project were: quarterly magazine, quarterly satellite telecasts, monthly electronic newsletter and a series of 20 regional forums. The topics and content for each deliverable were proposed by the team and approved by EDA staff.

The NADO Research Foundation's role in this collaborative initiative was to coordinate a series of 20 regional economic development forums around the nation. Almost 1,700 people attended the 20 forums; the smallest attendance was about 35 (Greeley, CO) and the largest was just under 150 (Richland, WA).

Media were present at almost all forums; interviews with EDA representatives were conducted for radio, TV and newspapers. Because EDA headquarters staff were responsible for managing the media aspect of this project, this report does not include a summation of the media in attendance or copies of the articles generated.

### *Regional Forum Dates and Locations*

Upon award notification, and after various planning meetings with the team, the NADO Research Foundation commenced planning the forums. The forum locations and dates were determined by EDA staff. EDA identified the first 10 forum locations and dates in 2003; all but one of the forums in the second round were identified in early 2004. The location for the final forum was identified by EDA in mid-summer 2004.

- January 13 – Millinocket, ME
- January 14 – Hanover, NH
- January 16 – Sioux City, IA
- January 22 – Elkins, WV
- February 9 – Richland, WA
- February 11 – Medford, OR
- February 13 – Stockton, CA
- February 18 – Laurinburg, NC
- February 20 – Greenville, SC
- February 24 – Ocala, FL
- May 18 – Morehead, KY
- May 20 – State College, PA
- May 25 – Cape Girardeau, MO
- June 15 – Kingman, AZ
- June 17 – Findlay, OH
- June 22 – Greeley, CO
- June 24 – Farmington, NM
- September 15 – Weirton, WV
- September 21 – Beloit, WI
- September 23 – Bemidji, MN

### *Regional Forum Content and Format*

The team (EDA, IEDC, NARC and NADO) developed a list of potential topics for coverage in the magazine and telecasts and for discussion at the forums. It was originally determined that content of the three major deliverables (magazine, satellite telecasts and regional forums) should be the same to provide similar and consistent information through various venues to the widest audience possible. With approval from EDA, the team started to plan the first forums, magazine and telecast. Each venue would address the university role in forming partnerships to revitalize distressed economies.

The first round of forums included representatives from academia as well as business owners and other economic development stakeholders. The forums included two separate panels; each one moderated by a different individual. The goal was to have brief presentations, followed by a facilitated discussion among the panelists and audience, allowing an opportunity for EDA officials to hear from local and regional economic development stakeholders about their concerns and suggestions. Some forums (Millinocket, Sioux City, Stockton, Laurinburg, Elkins) included a congressperson on the agenda, primarily to welcome attendees and to talk briefly about local and regional economic development efforts.

After completing the January forums, and planning most of the February forums, it was determined that the forums would be better served if they did not attempt to mirror the content of the magazine and telecast. It was decided that the forums would focus on businesses and the private sector, with an emphasis on discussions about the reasons businesses locate where they do, the various factors that keep them there, factors that are needed to promote a financially successful business environment, and include presentations about successful approaches to business retention and recruitment, job creation and retention, regional economic growth strategies, and strategic partnerships. It was also decided to have one moderator throughout each forum as a means to be more consistent. With these changes in mind, the rest of the forums were planned. Because forums had been planned through February, making it difficult to un-invite speakers, the February forums were a blend of academia and business. The final 10 forums were exclusively business and private sector in terms of panelists.

The forums lasted for three to four hours and were generally held in the morning. Based on the number of attendees, it was determined that forums were best attended when offered in the morning and not on a Monday or Friday. A number of forums included lunches, some with speakers and others with the intent of promoting additional discussion and networking. Lunches were either sponsored by a local business or economic development district or were provided by a caterer (and paid by attendees).

After the forums, the regional EDA staff met with attendees to provide information about their programs in general and to reply to specific questions about grants. In most cases, about half of the forum attendees also stayed for the EDA regional office training component.

Despite diligent efforts to have forum participants complete and submit forum evaluations, only a handful were received at the first forums. Therefore, evaluations were not provided at most forums. Based on verbal feedback, the level of networking between forums and the EDA training, as well as continued discussion after the forums officially adjourned, it appears they were a success.

### *Regional Forum Themes*

Despite the diverse locations of the forums, several common themes emerged:

- At almost all forums the need to build and nurture partnerships was a key point. Creating collaborations with academia, from university centers to community colleges to elementary and secondary schools, for research and training existing and potential employees was one of the most

- important linkages discussed. Forum participants also talked about the need to create and enhance partnerships within the community (banks, health care facilities, local business clubs and associations) as a means to help reduce duplication and build networks. It was generally agreed there was a correlation between the level of partnerships in a region and the amount of innovation with regard to business development, financing, work force development, etc.
- Two significant challenges that most rural and distressed communities addressed were youth out-migration and companies out-sourcing to reduce production costs. Forum attendees addressed both of these issues and stated they must be reversed if distressed economies are to become sustainable and survive.
- The need to accept and integrate with the global marketplace was discussed at several forums; discussion included the various strategies that distressed regions and local businesses could employ to remain competitive. Discussion in some cases led to the need for distressed communities to figure out how to balance the need to compete globally with the common sense of purchasing supplies and equipment locally.
- Expanding the definition of "regional" to include more than multi-counties came up at several forums. In Sioux City, there was discussion about the benefits of creating a multi-state regional partnership called Siouxland (Iowa, Nebraska and South Dakota). In Hanover, New Hampshire and Millinocket, Maine there was discussion about "region" also including parts north of the border in Canada.
- A number of topics revolving around work force emerged, including developing work force training programs for dislocated or displaced workers, recognizing the impacts (both positive and negative) of an overall aging workforce, creating effective recruitment and retention programs, starting at pre-college level to build a strong work force, and overcoming challenges posed by lower wage levels in distressed areas.
- Promoting entrepreneurial activity in distressed communities was discussed at a number of the forums.
- Obstacles to business finance – for expansion and start-up – was discussed at several forums. This includes not just capital, but also tax incentives and other means to bring new businesses to an area as well as help existing ones remain there.
- Infrastructure in general, and transportation in particular, were addressed in terms of their critical importance to business growth, job creation and income generation. The fact that good roads, railroads, airports, etc. are necessary to keep the nation's commerce moving was talked about in almost all of the forums. Providing more intermodal connections was also an issue discussed at the Arizona, Maine and California forums.
- At several forums, mention was made to the escalating cost of health care and how that directly impacts a business's ability to retain employees, expand operations, or in some cases merely survive. The California forum also highlighted the rise in worker compensation reserves as a business expansion and retention obstacle.
- In a few states where the economy was adapting to various changes, discussion around the need to embrace changing economies was lively. This was particularly the case in West Virginia where the group talked about various strategies for moving from a resource-based economy to one that focuses on tourism and technology.
- At several forums, discussions about cluster approaches to economic development included the need for ancillary businesses to support (and benefit from) cluster industries.

This report is divided into five parts. Following this executive summary, there is a section that contains summary reports of each forum. There is then a section that contains the forum agendas, a section with the speaker biographical information for each forum, and a section with the business profiles (for the final 10 forums only). Also attached to this report is a disk with the full list of forum attendees.

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## **East Millinocket, Maine**

Katahdin Regional Higher Education Center

January 13, 2004

### **Overview**

Approximately 86 local, state and federal economic development professionals, local elected official, citizens, business owners, university centers, students and other attendees from Maine and two attendees from Massachusetts and New Hampshire gathered at the Eastern Maine Community College – Katahdin Region Higher Education Center in East Millinocket, Maine on Tuesday, January 13, 2004 to discuss turning challenges into economic opportunities and strengthening local economies through regional approaches. Media present included *Magic City Morning Star*, *The Community Press*, *Katahdin Times*, *Bangor Daily News*, and WLBZ-TV (NBC affiliate).

### **Key Themes**

- Promotion of university centers and community colleges research and development assistance.
- How regional collaboration avoids service duplication, encourages innovative business development and creates environments that support entrepreneurial growth.
- Stopping youth out migration.
- Re-training dislocated workers.
- Stimulating economic growth through tax incentives
- Developing regional economic corridors. The underlying theme of “thinking globally” was apparent throughout the discussions that identified the need to move beyond traditional business development methodology and focus on development that will be globally competitive.

### **Forum Highlights**

Panelists included Jack Lufkin, Director of the Portland Resource Hub; Jonathan Daniels of the Eastern Maine Development Corp.; Matt Walker representing Sen. Olympia Snowe (R); Jon Ford representing Sen. Susan Collins (R); Congressman Michael Michaud (D-2<sup>nd</sup>); Dr. John Mullin the Provost for University Outreach at the University of Massachusetts; Jake Ward, Executive Director of the University of Maine Office of Research and Economic Development; Joyce Hedlund of Eastern Maine Community College; Orman Whitcomb of Maine’s Department of Economic and Community Development; Michael W. Aube, State Director for USDA Rural Development; David Cole of the Maine Department of Transportation; and Bruce McLean of the Millinocket Area Growth and Investment Council (MAGIC).

The forum began with opening remarks about regional and national efforts underway that create environments to promote and sustain economic growth, from Jonathan Daniels, Congressman Michaud and Assistant Secretary of Commerce for Economic Development, Dr. David Sampson. Speakers identified infrastructure development and improvements as areas that Maine is progressing in and outlined the state’s regional development strategies.

Panelists represented universities, state and local economic development offices, and regional development organizations from Maine and the University of Massachusetts. They offered insight about how they have forged university partnerships with the private business sector and local economic development professionals in the areas of technology development, marine sciences and other key manufacturing facilities in the state of Maine. Speakers identified a rising trend in marine science clusters development and elected that state and federal incentives have encouraged these emerging clusters, e.g. the Maine Pine Tree Zone tax incentive for business development and federal grants from EDA and USDA that leverage private investment.

Dr. Sampson highlighted the EDA's three-tier approach to economic development:

- Compassion – The agencies response to dislocated workers and communities. He proceeded to acknowledge that they are aware of the number of regions and industry sectors that have been hard hit.
- Innovation – It drives the economy.
- Growth – Growing regional economies translates into jobs.

He emphasized that the major challenges regions are facing is that we live and compete in a global economy. "We are no longer competing against the community or county next door. We must make sure our communities, counties, regions and businesses are able to compete in a global world," Sampson said. "The bottom line of economic development is how can we increase the prosperity of our region?"

## ***Hanover, New Hampshire***

Dartmouth University

January 14, 2004

### **Overview**

Almost 70 people convened at the Tuch School of Business at Dartmouth College in Hanover, New Hampshire, on January 14, 2004 for this forum. Participants were primarily from New Hampshire, although there were a few from Vermont, Connecticut and Massachusetts. The participants represented various organizations, including regional planning councils, academia, local governments, state economic and federal business and economic development agencies, private businesses and other entities engaged in rural economic development. Media present included the *Valley News*, *Dartmouth Review*, *Berlin Daily Sun*, and WZID Radio.

The forum consisted of two panel discussions that addressed the university role in helping revitalize the economy and strategies to grow the regional economy.

### **Key Themes**

- The critical importance for effective partnerships that are inclusive of the region's populations was the prevailing theme of this forum.
- Participants talked about ways that universities could help economic development stakeholders learn how to tap into university resources more efficiently.
- They also discussed the need for effective partnerships in the context of becoming more aware of existing grant programs that may benefit their initiatives; this was particularly evident in a discussion about the impact of broadband deployment in rural areas.
- The ability to eliminate duplication and fragmentation through strong partnerships that minimize costs and maximize programs and services was discussed.
- Another theme throughout the forum concerned regional solutions not being limited to multi-county regions, but in the New England area to all include multi-state and multi-country.

### **Forum Highlights**

Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, opened the meeting with an overview of the U.S. economy, and stated the Department of Commerce and the President believe job growth will accelerate in 2004. He said EDA is focused on three priorities: jobs, jobs, and jobs. Dr. Sampson also talked about EDA's various investments in New Hampshire and Vermont and expressed continued commitment for economic activity in the region. Dr. Sampson told the audience they "have to think and act regionally to compete locally."

Ross Gittell, Professor at the School of Business and Economic Development at the University of New Hampshire, and Gregg Fairbrothers, Executive Director of the Dartmouth Entrepreneurial Network, talked about the role of universities in forging partnerships for economic development.

A panel discussion about growing the region's economy included Jack Dugan, Monadnock Economic Development Council; Fred King, Northern Forest Center; Jac Cuddy, Mt. Washington Technology Center; and George Malek, Vermont Association of Chamber of Commerce Executives.

Jack Dugan stated the key ingredient to successful economic development is effective relationships. He told the group that any organization charged with job creation, must first develop strong partnerships and develop new relationships if they are to succeed.

Jac Cuddy talked about the role of an incubator, especially in a rural area, with regard to business creation and potential implications for new jobs. He echoed Dugan's comments about building viable partnerships based on respectful relationships.

George Malek challenged forum participants and attendees to think digitally and become as educated as possible in technology in order to compete not just globally, but also with neighboring jurisdictions. He talked about using the World Wide Web as an efficient tool for marketing your region to new businesses and residents. He talked about the value of housing demographic data on a county's web site as a means to help prospective businesses have all the information they need readily available as they consider new sites. Malek also stressed the need for entities involved in economic development to learn how to use geographic information systems (GIS) as a planning and program delivery tool.

During the discussion component of the forum, several interesting items were discussed, including:

- The need, particularly in the northern border-states, to go beyond geographic borders to include Canada in various regional economic development policies.
- The subject of off-shore jobs was of great concern to a number of participants as they are finding it increasingly difficult to compete with businesses that have off-shore operations. Participants expressed concern that it was not only low-income jobs that are going off-shore, but there may be a trend for higher level jobs to also be heading off-shore.
- A topic that was identified, but not fully addressed, was the need to look at the role of economic development in promoting businesses that support agriculture, especially with concern to the nation's food security and the global food production market.
- The importance of treating housing as an economic, vs. social service, concern was addressed. The need to be able to provide adequate housing that can meet the needs of an expanding workforce was discussed in the context of business recruitment strategies.
- One panelist stated that "economic development is all about relationships – if your mission is to create jobs, then you need to create relationships".

## ***Sioux City, Iowa***

Sioux City Plaza Hotel and Conference Center

January 16, 2004

### **Overview**

An audience of approximately 108 local, state and federal economic development professionals, local elected official, citizens, business owners, university centers faculty, and other attendees from Iowa, South Dakota, Nebraska, North Dakota and Kansas gathered at the Sioux City Plaza Hotel and Conference Center on Friday, January 16, 2004 to discuss the topics of turning challenges into economic opportunities and strengthening local economies through regional approaches. Media that was present included several local newspapers and two local television stations – NBC and CBS affiliates.

### **Key Themes**

- The need to focus on the tri-state (Iowa, South Dakota and Nebraska) as a regional development unit known as the “Siouxland.”
- The need to continue the development of university-forged partnerships, enhance research and development opportunities for existing businesses such as crop production for biomedical research.
- The need to promote entrepreneurial growth and development.
- The need to promote economic growth and create jobs.
- The need for continued tort reform.
- A need to go beyond traditional business development methods and foster the growth of knowledge-based economies.

### **Forum Highlights**

Panelists were Jane Gilbert of the Siouxland Interstate Metropolitan Planning Council; Congressman Steve King (R-5<sup>th</sup>); Debi Durham of the Sioux City Chamber of Commerce; Mark Darbenstott of the Center for the Study of Rural America Federal Reserve Bank of Kansas City; Brian Tapp from Southeast Iowa Regional Planning Commission; Sharon Juon of the Iowa Northland Regional EDC; Craig Schroeder from Center for Rural Entrepreneurship; Beth Dankowsky from the National Rural Development Partnership Executive Board and Designee for the Northern Great Plains Authority; Dr. Verlyn Fick of the Western Iowa Technical Community College; Ron Cox of the Center for Industrial Research and Service at Iowa State University; Stephen Frayser from University of Nebraska Technology Park; and Lynne Keller of South Eastern Council of Governments in North Dakota, a Designee for the Northern Great Plains Authority.

The forum began with opening remarks about regional and national efforts underway that create environments to promote and sustain economic growth, from Jane Gilbert, Congressman King and Assistant Secretary of Commerce for Economic Development, Dr. David Sampson. Speakers acknowledged the ongoing tort reform and ongoing expanse of seed capital resources as being two factors that are helping sustain entrepreneurial startups and establishing the conditions in which jobs are being created and necessary services are being provided, e.g. healthcare.

Panelists represented universities, community colleges, state and local economic development offices, and regional development organizations from Iowa, Nebraska, North Dakota, Kansas and South Dakota. The panelist offered best practice methods for stimulating economic development, sustaining entrepreneurial ventures, forging university and community college collaborations and discussed the

changing business markets in terms of the need to act regionally and think about competition on a global scale. Several best practices focused on rural development that not only encouraged entrepreneurial startups but also considered environmental conservation and promoting renewable resource use. Engaging youth in urban and rural areas was regarded, by the experts in entrepreneurial development, as the cornerstone to sustainability. The Iowa statewide community college collaboration's Institute for Manufacturing was noted as one mode for ramping up manufacturing competitiveness, engaging youth and offering low cost research and development facilities to the private and public sector.

In his presentation, Dr. Sampson highlighted the EDA's three-tier approach to economic development: 1.) Compassion – The agencies response to dislocated workers and communities. He proceeded to acknowledge that they are aware of the number of regions and industry sectors that have been hard hit; 2.) Innovation – It drives the economy; 3.) Growth – Growing regional economies translates into jobs. He also highlighted EDA's history of working with Oregon. EDA has made 212 investments in Oregon over 12 years.

He emphasized that the major challenges regions are facing is that we live and compete in a global economy. "We are no longer competing against the community or county next door. We must make sure our communities, counties, regions and businesses are able to compete in a global world," Sampson said. "The bottom line of economic development is how can we increase the prosperity of our region?"

A lunchtime presentation by Lance Hedquist of the City of South Sioux City, Nebraska and Don "Skip" Meisner from the Siouxland Lewis and Clark Committee promoted the region's rich historical assets, namely the site of the Lewis and Clark Trail and the memorial to the expedition's only casualty, Sgt. Floyd. Lunch was followed by a re-enactment performed by the Siouxland Lewis and Clark Visitor center's historian and local college student, Mike Berger.

## ***Elkins, West Virginia***

Davis and Elkins College

January 22, 2004

### **Overview**

Over 130 people representing economic development districts, university centers, chambers of commerce, state and federal agencies, local businesses, and other entities involved in economic development gathered at the Historic Halliehurst Mansion on the campus of Davis and Elkins College in Elkins, West Virginia. Although some panelists were from Ohio and Washington, D.C., the forum participants were from West Virginia. This forum was covered locally on the NBC affiliate station, and was covered in the *Charleston Gazette*, the *Davis and Elkins Senator*, and was attended by a reporter from the Associated Press.

### **Key Themes**

- One of the most important issues addressed during the forum was the need to halt, or at least put the brakes on, out-migration, especially of the state's youth. Considerable discussion evolved around strategies to help students and young adults make the decision to stay in West Virginia, or return after post-secondary education, and start businesses. An aside to this discussion was the need to create an entrepreneurial environment, one in which people are willing to take risks on business ideas.
- Another key theme was the need to recognize the importance of changing economies. Panelists talked about the switch in West Virginia from a resource-based economy to one that is focused on tourism and technology.
- Threaded throughout the forum was reference to the resilient Appalachian personality and the opportunity for West Virginians to preserve this quality through entrepreneurial activity.

### **Forum Highlights**

David Sampson, Assistant Secretary of Commerce for Economic Development, set the tone for the forum by urging participants to accept economic development in the broadest sense. He also told the group that it is critical for regional economic development stakeholders to assess their immediate economy and determine how it fits within the broader national economy. Dr. Sampson also talked about the need for local economies to be part of the greater global economy if they are to survive.

Dr. Sampson told the group that EDA wants "to strengthen, diversify the economic base for West Virginia and the region by linking economic development and work force strategies", stating that will help retain the existing job base and create new jobs. Dr. Sampson reported that EDA had invested over \$194 million in West Virginia since 1994.

Elkins Mayor Judy Guye observed that most of the economic development activity in the state revolved around infrastructure development, including highway and roads improvement projects, bridge restoration efforts, and water and sewer installation or upgrades. She said that the Elkins area also benefits from the tourism industry and a regional jail in terms of jobs and income opportunities, as well as taxes.

Anne Pope, Federal Co-Chair of the Appalachian Regional Commission (ARC), addressed the forum, commenting that leadership – especially at the local level – is critical to economic strength throughout Appalachia. She told the group that one in every five jobs lost in manufacturing are from Appalachia, and it is vital that local leaders take an innovative approach to business development. Pope talked about

the need to diversify business, so that a town or region is not devastated if a single industry shuts down or moves off-shore. She reiterated Mayor Guye's thoughts on the relationship between infrastructure and economic development stating the Appalachian Highway System is the only highway in the U.S. that is built solely for the purpose of economic development.

Randall Kempner of the Council on Competitiveness talked about the role of competitiveness in building strong, sustainable economies that achieve prosperity, and stated that "productivity depends on how it competes, not where." He talked about the change in methodologies used to obtain prosperous regions. It is important to attract and build a pool of talent, and then recruit new businesses. Businesses and economic developers need to embrace and incorporate technology into their daily operations. Regions in the process of recruiting and retaining businesses must also work vigilantly to preserve the quality of life standards that the businesses have come to enjoy and expect.

Anne Cavalier, Vice President of Institutional Advancement and Research at the University of West Virginia Tech EDA Center, addressed a topic that was raised during most of the forums – partnerships. According to Cavalier, "partnerships are how much money you can bring to the table." Cavalier stated that academic institutions needed "to get out of the ivory tower" and develop working relationships with federal and state agencies, private sector entities, and others engaged in economic and community development. She also talked about the need to have sufficient infrastructure in place so that new businesses will be attracted to the region, and existing businesses will stay because those needs are being met.

Jim Hooper, Director of the Center for Environmental, Geotechnical and Applied Sciences at Marshall University, touched on the importance of partnerships, but also talked about the need for economic developers to embrace new technologies, such as GIS as they plan and deliver programs and services.

Paul Schreffler of the West Virginia Wood Technology Center talked about the potential impact for West Virginia's wood product industries if the trend to go off-shore continues. The industry created more jobs than any other manufacturer in West Virginia in the last 20 years; in 2001, the industry accounted for 14,000 jobs in the state with a total payroll of about \$290 million. This does not include ancillary jobs such as trucking. Schreffler talked about the lessons the industry is learning from North Carolina, where 40,000 wood products jobs in the past two and a half years. Exploring value-added businesses, customized training, on-site technical assistance, marketing to local businesses for contracts, and co-operatives are some of the tactics being employed to keep the wood products industry alive in West Virginia.

Raymond Oliverio, Executive Vice President of the West Virginia High-Tech Consortium Foundation, told the group that along I-79 there are 225 affiliates, or businesses engaged in high-tech industries. Greg Simington, Director of the Southern Ohio Diversification Initiative (SODI), stressed the need for community involvement in the economic development planning process. He also talked about the importance of upgrading infrastructure, including regional airports, to help recruit and retain businesses. Simington suggested that agencies that make grants for economic development re-consider the process in order to reduce the time it takes to secure funds as the funds are typically needed as soon as possible and in some cases the grant process prohibits a project from being undertaken.

Key points raised during the discussion components of the forum included:

- Innovation and incorporating technology into economic strategies were key discussion points throughout the forum. The value-added benefits to building thoughtful partnerships were echoed throughout the day. Panelists discussed the need to move forward and beyond what has worked in the past: it is time to break away from the "we always do it that way" syndrome.

- The need to reduce out-migration, especially of college aged youth, was discussed. One approach to mitigating out-migration of young adults was the need for more entrepreneurship training.
- There may be a need for a culture change in the state to help people feel comfortable with taking risks and make changes, necessary elements to successful businesses and entrepreneurs.
- Another topic discussed was the importance of the relationship between infrastructure and economic development, with the consensus that one could not happen without the other.
- There is no room for duplication of efforts; local and regional entities involved in economic development need to create effective collaborations and partnerships to prevent this from occurring.
- The global economy is here to stay and local economies need to be a part of the overall scheme.
- Competitiveness is critical to any region trying to achieve prosperity.

## ***Richland, Washington***

Washington State University

February 9, 2004

### **Overview**

More than 150 people attended the Richland, Washington Forum, which was held at Washington State University on February 9, 2004. Among the attendees and participants were business owners, heads of corporations, federal, state and local elected officials and representatives from local universities and community colleges. Media that was present included NBC-KNDO; ABC-KVU; CBS-KEPR channel 19; *Associated Press*; *Tri-City Herald*; and *The Sun Daily News*.

### **Key Themes**

- Ways to create jobs and generate continued economic development in the Tri-City area, through strategic partnerships among local industries, to make them more competitive on a global basis.
- Connecting people to financial research.
- Connecting investors together in areas that are smaller.
- The importance of community colleges working together to grow and train local residents as well as attract individuals to the area.
- Teaching students how to be and think entrepreneurial.
- The role of transportation issues in economic development.

### **Forum Highlights**

Rob Welch, Mayor of the City of Richland, and EDA Chief of Staff, Sandy Baruah welcomed attendees to the forum and encouraged an open dialogue. Baruah highlighted EDA's recurring theme of "thinking regionally to compete globally." He also reported on the national economic picture, commenting that the future looked positive. Baruah pointed out that the unemployment rate fell to 5.6 percent—its lowest point in two years; homeownership is up; and he emphasized the President's commitment to ensuring that everyone who wants a job will get a job. The way to achieve this is to promote economic prosperity, which was the reason for the forum. "EDA is here to listen. The real answers lie with you, not the people in Washington, DC," Baruah said. EDA has made 775 investments in the inland region.

The panels included Carl Adrian, President/CEO, Tri-City Industrial Development Council (TRIDEC); Dr. Larry James, Chancellor, Washington State University; Mike Schwenk, Director, Pacific Northwest National Laboratory; Jerry Schneider, Program Manager, Fluor Hanford, Inc.; Bill Grinstein, Battelle and Washington State Economic Development Commission; Dr. Lee Cheatham, Executive Director, Washington Technology Center; Rick Tremblay, Economic Development Representative, EDA; Dee Christensen, Rural Telework, Director, e-Work, WSU Center to Bridge the Digital Divide; Anton Minthorn, Confederated Tribes of the Umatilla Indian Reservation; Richard Larman, Acting Director, WA State Department of Commerce, Trade and Economic Development; Michael Tracy, Executive Director, WA Economic Development Association; Dr. Patrick Tam, Executive Director, Spokane Intercollegiate Research and Technology Institute; Dr. Lura J. Powell, President/CEO, Advanced Imaging Technologies.

The speakers covered an array of issues relevant to economic development in general and topics specific to their respective companies and organizations. The resounding themes were outreach, strategic partnerships between universities to promote higher education and partnerships with industries, with the goal of generating funding for university programs. Several speakers also highlighted the importance of

regional capacity building, the need for more state marketing and the need for more focus on small and rural communities.

Jerry Schneider commented, "When the city focuses on economic development, it will help the Tri-Cities and the entire area. The healthier the region is, the better everyone will be as a whole." He added that communities should work toward 'dependent independence.' "Rely on our partners to become less reliant on the federal dollar."

Mike Schwenk highlighted six things a university should pay attention to in reference to economic development: 1.) Adopt economic development as a mission; 2.) Grow, train, attract, train and re-train the brightest; 3.) Build strong partnerships with industries; 4.) Promote technology transfer. "Run it as a profit center and it will make money. It's not just about getting technology out, but it's the reinvestment that will impact the lab." 5.) Create an economic eco-system; 6.) Pay attention to state and regional economics.

Panelists also discussed the importance of the private sector's investment, which could result in a decreased role of the federal government. It was stated that investment should be viewed as an economic development tool, as the purpose of investment is to make a return. There was a strong emphasis on the importance of technology and the importance of investing in the youth and emphasizing to them the importance of entrepreneurship.

There was a detailed discussion between the audience and the panelists regarding the focus of creating higher-wage jobs for bigger corporations. One participant asked, "What's happening at the working level as small businesses create more jobs in the U.S.?" The audience member added that what they were proposing was fine, but that there should be more focus on the smaller businesses and there are other industries that could be tapped into beyond the big laboratories (e.g. tribes).

## ***Medford, Oregon***

Rogue Valley Manor

February 11, 2004

### **Overview**

An audience of over 120 local, state and federal economic development professionals, local elected official, citizens, business owners and other attendees from Oregon and northern California gathered at the Rogue Valley Manor for the elderly in Medford, Oregon on Wednesday, February 11, 2004 to discuss the topics of turning challenges into economic opportunities and how to strengthen local economies through regional approaches. Media that was present included Jefferson Public Radio; *The Mail Tribune*; CBS-Channel 10; and NBC-Channel 5.

### **Key Themes**

- Need to address regulations that limit business development.
- The need to understand the impact of infrastructure on business development e.g. transportation.
- The importance of university forged partnerships.

### **Forum Highlights**

The panels included Monte Mendenhall, Pacific Power; Travis Boersma and Dave Morris, Dutch Bros. Coffee; Jacqueline Debets, Humboldt County, Prosperity Network! Project; Trey Senn, Klamath County/Klamath Basin Recovery; Elizabeth Fugas, Rising Sun Farms; Gordon Safley, Executive Director, Southern Oregon EDD; Dan Ripke, California State at Chico, Center for Economic Development; Wayne Luzier, CCD Business Development Corporation; Dr. Earl Potter, Southern Oregon University; and Don Mitchell, Flora Pacific.

The forum began with opening remarks about regional and national efforts underway that create environments to promote and sustain economic growth, from Jackson county commissioner, Sue Kupillas and Assistant Secretary of Commerce for Economic Development, Dr. David Sampson. John Snider from Congressman Greg Walden's office (R-2nd) also addressed the audience concerning the district's prevailing economic trends and their impact on local economies.

Panelists represented private businesses, universities, county economic development offices, and regional development organizations from Oregon and northern California. The panelist entrepreneurs offered insight about how they turned challenges into opportunities, such as Travis Boersma and Dave Morris from DutchBros. Coffee who now have 42 stores in Oregon and northern California. A lunchtime presentation from Dr. John Sessions of the Oregon State University forestry department highlighted the economic impact of healthy forest management and economic analysis of catastrophic fires.

In his presentation, Dr. Sampson highlighted the EDA's three-tier approach to economic development: 1.) Compassion – The agencies response to dislocated workers and communities. He proceeded to acknowledge that they are aware of the number of regions and industry sectors that have been hard hit; 2.) Innovation – It drives the economy; 3.) Growth – Growing regional economies translates into jobs. He also highlighted EDA's history of working with Oregon. EDA has made 212 investments in Oregon over 12 years. He emphasized that the major challenges regions are facing is that we live and compete in a global economy. "We are no longer competing against the community or county next door. We must make sure our communities, counties, regions and businesses are able to compete in a global world," Sampson said. "The bottom line of economic development is how can we increase the prosperity of our region?"

## ***Stockton, California***

University of the Pacific

February 13, 2004

### **Overview**

An audience of approximately 75 local, state and federal economic development professionals, local elected official, citizens, business owners, university faculty private land developers, and other attendees from central and northern California and Nevada and one participant from Texas gathered at the University of the Pacific campus in Stockton, California on Friday, February 13, 2004 to discuss the topics of turning challenges into economic opportunities and strengthening local economies through regional approaches. Media that was present included *The Record* and several other local newspapers including the Tracy Press, The Record and the Lodi News-Sentinel.

### **Key Themes**

- The need to grow regionally, as the San Joaquin Valley.
- The need to promote K-12 education investment and focus on a knowledge-based economy.
- Continue to encourage technology and information transfers.
- The need to accept that local businesses will have to compete globally in order to be competitive in the 21<sup>st</sup> century.
- The need to recognize that the region needs to institute smart growth planning and recognize environment and stand of living issues, and continue to develop infrastructure, like the water and inland ports, needed to grow industry cluster development.
- The underlying theme that each panel focused on was the need to create business conditions in that enable business entities to grow, create wealth and sustain economic growth.

### **Forum Highlights**

The panels included Mayor of Stockton, Gary Podesto; Fran Peace representing Congressman Wally Herger (R-2<sup>nd</sup>); Doug Wilhoit from the Stockton Chamber of Commerce; Van Cunningham with Burlington Santa Fe Railroad; Jeff Kaspar with the Port of Stockton; David Rubin with Pacific Gas and Electric; Dr. Don De Rosa from the University of the Pacific; Dr. Tom Harris with University of Nevada at Reno, Fritz Grupe with The Grupe Company developers; Michael Locke with the San Joaquin Partnership; Carol Tomlinson-Keasey from the University of California at Merced; Leroy Ornellas, a local dairy owner and Chairman of the San Joaquin County Board of Supervisors; and Carol Whiteside with the Great Valley Center.

The forum began with opening remarks about regional and national efforts underway that create environments to promote and sustain economic growth, from Mayor Podesto, Ms. Fran Peace from Congressman Herger's office, Dr. David Sampson. Speakers identified and remarked on that state of the national, California and San Joaquin Valley's prevailing economic conditions and trends.

Panelists represented universities, state and local economic development offices, and regional development organizations from central and northern California and the University of Nevada. The panelist discussed the current and projected population growth that San Joaquin Valley has and will experience and discussed best practices that might ensure that smart growth is instituted with an eye on economic sustainability and avoidance of becoming a commuter-shed community. Panelists noted that

Stockton is the anchor city in the region and cited the development of the port and railroad as crucial infrastructure needed to sustain economic growth. University representatives offered information about their strategies and partnerships that have been forged to respond to development needs, such as a water management research center and institute a knowledge-based economy that does not have to import skilled labor. Discussion about reducing state business development obstacles, such as worker compensation reserve rates, was central to panelists engaged in motivating entrepreneurial development and attracting investors.

In his presentation, Dr. Sampson highlighted the EDA's three-tier approach to economic development: 1.) Compassion – The agencies response to dislocated workers and communities. He proceeded to acknowledge that they are aware of the number of regions and industry sectors that have been hard hit; 2.) Innovation – It drives the economy; 3.) Growth – Growing regional economies translates into jobs. He also highlighted EDA's history of working with Oregon. EDA has made 212 investments in Oregon over 12 years.

He emphasized that the major challenges regions are facing is that we live and compete in a global economy. "We are no longer competing against the community or county next door. We must make sure our communities, counties, regions and businesses are able to compete in a global world," Sampson said. "The bottom line of economic development is how can we increase the prosperity of our region?"

A lunchtime presentation "Stockton: An All American City" was presented by City Manager Mark Lewis highlighting the city's success with three brownfields redevelopments that have leveraged over \$250 million in public and private investments and was followed by a presentation from Congressman Richard Pombo (R-11) who discussed current legislative priorities for the 11<sup>th</sup> district.

## **Laurinburg, North Carolina**

St. Andrew's Presbyterian College

February 18, 2004

### **Overview**

St. Andrew's Presbyterian College was the setting for the forum held in Laurinburg, NC on February 18, 2004. Over 70 people attended the forum; they represented local governments, economic development districts, state and federal agencies, chambers of commerce, businesses, and other business and economic development policy makers and practitioners. The *Fayetteville Observer* and the *Laurinburg Exchange* covered the event. A welcome reception sponsored by the Laurinburg Downtown Revitalization Corporation was held the evening before the forum.

### **Key Themes**

- Rep. Robin Hayes (R-8<sup>th</sup>) set the tone for the forum by stating he is opposed to outsourcing jobs in any form. Panelists echoed this sentiment as they talked about how their businesses made adjustments in their operations in an effort to avoid being forced to go offshore.
- There was much discussion about the importance of rural community colleges for work force development and training, technical assistance to entrepreneurs and business start-ups, planning and other activities.
- An aging workforce.
- New business recruitment strategies.
- Competitive wage issues.
- Entrepreneurial thinking and the need to take risks.
- The need to build connectivity between urban and rural areas with regard to economic approaches.

### **Forum Highlights**

David Sampson, Assistant Secretary of Commerce for Economic Development opened the forum stating "the bottom line of economic development is prosperity" and that EDA wants to create policies and programs that can help local areas create job opportunities.

The first series of panelists represented a specialized underwear manufacturer, the local hospital, and the head of the local downtown revitalization corporation. Each panelist talked about their efforts to boost the local and regional economy through more jobs, more contracts with local firms, and recruiting new retail businesses to a once-thriving downtown area. Randy Black, President and CEO of Longworth Industries talked about his company's growth strategy that includes new military contracts and will result in 20 new positions at the plant. Black talked about Longworth's goal to remain in North Carolina and not concede to the off-shore movement. They are focused on customer service as a primary factor in retaining customers and attracting new ones; Black stated that the level of customer service they provide is not attainable off-shore.

Ruth Glaser, Vice President of Operations for Scotland Memorial Hospital, talked about the dilemma the hospital faces when the regional economy declines. As one of the areas major employers, the hospital is concerned with an aging employee base, the impact that loss of jobs in the region has on the hospital's ability to meet their budget, and their policy to contract with local businesses as much as possible. Glaser talked about the hospital's partnership with the community college to train registered nurses as part of a work force initiative.

Tom Opsut from the Laurinburg Downtown Revitalization Corporation identified four strategies they are using to attract businesses: comprehensive planning; cooperation and partnership among local, state and federal officials; sharing the vision for a viable down town as often and as inclusively as possible; and following through. Opsut talked about the need to help local residents find their niche in the business community and promote entrepreneurial activity as a combatant to out-migration.

The second panel included a business owner, an academician involved in the state's economic development activities, and a representative from a regional research think tank. Ted Abernathy, Executive Vice President with the Research Triangle Regional Partnership identified five elements, based on their research, critical to a thriving economy: balanced economic development strategy that includes recruiting and retaining businesses; cluster focus; university and higher education alignment; creative approaches to rural issues; and effective, strong leadership.

Leslie Scott, Associate Director of Economic development with the University of North Carolina, talked about the university's role in research, teaching and public service. She indicated that the university is focusing on increasing their role in public service to achieve a more balanced relationship with their research and training programs. Scott talked about the rural technology park the university is planning in conjunction with five rural counties. One of the goals of the park is to help bring best practices forward, showing how solutions are being created at the local level.

Citation Corporation, a metal component manufacturer, has distinguished itself from its competition by offering a finished product, according to Citation owner Bill Vanness. Known as value added value engineering, their products help customers streamline through enhanced freightliners primarily in the medium to heavy truck market. Vanness told participants Citation is able to grow because they aggressively close deals, establish long term relationships with clients, provide quick turn around on quote requests, partner with regional suppliers, and have joint ventures with local machine shops. They work closely with the chamber of commerce. They are in a growth period (primarily from existing customers with greater demand for their goods, as well as some new clients) and believe they have a good labor pool available as a result of other business closures. They are struggling with the need to develop strong managers.

The panelists and forum participants discussed a number of topics, including:

- Employee recruitment strategies, especially those aimed at preventing out-migration, including competitive wage levels, and training programs.
- The extent to which smaller businesses are using technology.
- The community must have a vision to help them determine not only where they want to be in a given time frame, but also help them develop plans for getting there in terms of finance, infrastructure, and other conditions.
- Replication of successful urban programs in rural areas, including the need to think regionally, find your niche, develop effective partnerships, and determine the region's economic future.

## ***Greenville, South Carolina***

Palmetto Expo Center

February 20, 2004

### **Overview**

A group of 65 people convened at the Palmetto Expo Center in Greenville, South Carolina, on February 20, 2004 to talk about the region's economy and ways that it can be enhanced to become viable and conducive to business expansion and job growth. Participants included business owners, local elected officials, economic development district staff and board members, representatives of various community organizations and other stakeholders from the business and economic development world. The forum was covered in the *Greenville News*, the *Greenville Journal*, and the local FOX TV affiliate.

### **Key Themes**

- The importance of securing a champion to help mobilize support and develop new relationships, and maintain and nourish existing ones, was addressed throughout the forum.
- As heard at previous forums, the practice of using local suppliers and contractors can be a critical factor in a region's economic growth.
- The need to stay on focus and adapt and innovate as necessary to respond to issues of off-shore manufacturing and other global economy issues was raised.
- Another key theme concerned the role of education in building a strong work force.
- Finally, the role of regional organizations and the importance of creating regional partnerships emerged as a theme of this forum.

### **Forum Highlights**

John Warner, Vice President, Strategy and Communications, with KEMET Corporation, was the opening panelist. Warner stressed the importance of locating a champion to get things started. He also talked about the need to develop partnerships between industries and universities, as was later discussed by the panelists from Clemson University and BMW. Warner also stated that building entrepreneurial networks was vital to the creation and success of wealth opportunities in a region.

Three panelists, Chris Prziembel, Vice President of Research at Clemson, Sam Konduras, CEO of the Upstate South Carolina Alliance, and Craig Arnold, from BMW, talked about the partnership their organizations have created and how it benefits not only their organizations, but the regional community as well. They talked about their collaborative strategy to build a profitable plant for a foreign automobile manufacturer in the U.S. and try to compete with a billion dollar industry. BMW was attracted to the area, in part because of Clemson's ability to do the research the carmaker needed to perfect its products. The university developed a graduate program in automotive research application. The partnership was further enhanced with BMW's commitment to work with local suppliers to help make the cars; today, they have contracts with over 40 local businesses for various aspects of the production. Craig Arnold spoke about BMW's desire to position themselves as more than the automotive maker's South Carolina branch. They want to work with Clemson to be a premier automotive research entity, and with the Upstate South Carolina Alliance to create jobs and develop a work force for those jobs. Ultimately, Arnold says, "they hope to leverage the strength of the private sector."

In speaking about the collaboration between the university, the car-maker and the regional alliance, Sam Konduras touched on three points: pursuit of a knowledge-based economy, the global economy in

general, and the need to understand what to do with new knowledge. He closed their presentation by stating, "if we're really good at what we do, we're thinking of things you haven't even dreamed of yet."

Maceo Nance, Director of Community and Rural Development, South Carolina Department of Commerce, talked about the importance of education within the context of economic development. He also stressed the value of regional organizations and the importance of creating partnerships at the regional level for significant economic growth.

During the discussion component, participants talked about competing not only regionally within the state, but competing with other regions in neighboring states. There was discussion about the I-95 corridor and projects that various southern states along the corridor have done to co-promote economic development efforts. The Carolina Partnership, formed in 1992, includes seven counties on both sides of the North and South Carolina border. The Partnership works on ways to promote the region in a cooperative manner.

## ***Ocala, Florida***

Century Center, Central Florida Community College

February 24, 2004

### **Overview**

The Century Center at Central Florida Community College in Ocala was the setting for this forum. Over 90 people attended the forum including business owners, local elected officials, economic development district staff and board members, representatives of various community organizations and other stakeholders from the business and economic development world. Media in attendance included the *Star Banner*.

### **Key Themes**

- An overriding theme of this forum was clusters and their role in building a region's economy, especially the types of ancillary businesses needed to support various cluster industries.
- The need to be creative with regard to recruiting and retaining businesses.
- The need to grow from a reactive to a proactive economic development environment.
- The need to start at the pre-college level with regard to building a strong local work force.

### **Forum Highlights**

Dr. Charles Dassance, President of the Ocala Campus of Central Florida Community College, opened the forum and introduced Dr. David Sampson, Assistant Secretary of Commerce for Economic Development. Dr. Sampson outlined current challenges to economic development, including the reality that businesses have to live and compete in the global economy for survival; competition is now country to country, state to state, region to region; innovation is imperative for economy strength and stability; and world class work force training is critical for businesses to grow and thrive.

The first panel included Larry Pelton, President of the Business Development Board of Palm Beach County, Michael Frey, Vice President of Economic Development with the Pensacola Area Chamber of Commerce, and Charles Shanklin, Vice President of Crestview Aerospace.

Pelton talked about the Scripps Research Institute's decision to locate a facility in Palm Beach County. Dubbed "Air Conditioner" by Governor Jeb Bush because "the project will have the same impact as the air conditioner on Florida", the facility is the biggest economic development project in Florida. Although located in Palm Beach County, Pelton says it will impact the state. Pelton also addressed the plan to network with the state university system to create a virtual cluster of science related businesses as well as train students to become scientists and work for Scripps and other research entities. He talked about the need for educators to partner with economic developers to develop curriculums conducive to science and technology.

Mike Frey spoke about efforts in the Pensacola area to attract new businesses through better zoning, enhanced opportunities for public/private investments and partnerships, and an entrepreneur-friendly environment. His organization is working to create new partnerships with the universities, chambers of commerce, small business development centers and community colleges. In an effort to eliminate competition among counties vying for new businesses, they are now working to develop partnerships between counties for business and economic development. They have also established a venture forum to help small businesses make presentations to local investors. The forum is held quarterly; most businesses that have presented have found investors. They are now trying to develop a network of

technology incubators that would also be linked to the venture forums. According to Frey, “the focus is on creating quality jobs through entrepreneurs.”

Crestview Aerospace has learned the importance of developing partnerships – they have partnered with 6 counties in north Florida, as well as numerous businesses and other organizations. According to Charles Shanklin, Crestview Aerospace has changed strategies more than once in order to remain in a very competitive marketplace. They have learned the importance of innovation, and feel the cluster approach has been beneficial to their bottom line. Shanklin talked about an EDA grant used by a county to help leverage Boeing from moving out of state, create a partnership between Boeing and Crestview and create numerous high paying jobs for the region. Boeing is able to use Crestview’s hangars, runways, engineers and other assets rather than build their own.

The second panel included Bridgett Merrill, Senior Director with Enterprise Florida, Lynette Vermillion, Community Relations Manager with Progress Energy Corporation, Moses Harvin, President and CEO of American Services Technology, and James Frasso, Vice President of Lowes Companies. Vermillion spoke about the energy corporation as a business, not just a utility service. She emphasized Progress Energy’s commitment to establishing partnerships and to work closely with state, local and regional partners. Merrill talked about Enterprise Florida’s efforts to move goods and services throughout Florida, resulting in increased income generating opportunities around the state.

As a business owner, Moses Harvin talked about various challenges he overcame as his company grew from a \$2,500 contractor to a multi-million dollar business over a three-year period. Harvin stressed the value of networking among entrepreneurs and new business start-ups as a means to find answers to problems they are facing. He said that his two major challenges right now are how to continue to provide good paying jobs, with excellent benefits without causing their prices to increase and make them less competitive, and the lack of a skilled workforce that has the required security clearances.

James Frasso talked about Lowes’ strategy for growth and their resolution to be as innovative as possible in order to be a leader in home improvements items. One strategy was to make their stores attractive to female shoppers because women make 55 percent of all household-buying decisions. Frasso stated that Lowes “biggest opportunity is human capital”, and told the group they have partnered with two community colleges to provide scholarships and are partnering with several elementary schools on a business training curriculum. Frasso also told the group that Lowes has a policy to their local subcontractors, and with 64 stores already in Florida and another 19 slated to open in the next two years, they hope this will have a significant impact on the communities where the stores are located.

Group discussion during the forum touched on a number of topics:

- The Scripps recruitment process, especially in context of competition within the state for the location, focused on the quality of life issues that potential Scripps employees might consider when accepting employment. The types of industries needed to be part of the “Scripps Cluster” include companies to do clinical trials and testing, drug manufacturers, and information technology and robotics companies. Some existing companies may need to develop new skills and product lines, such as local law firms that will need to expand their expertise to cover patent law.
- Strategies for educating angel investors about making investments through investment forums, high growth business clubs, and coach/mentor programs,
- Methods for helping governments become more entrepreneurial, such as the Crestview collaboration with local high schools to develop a curriculum to train students and donated a hangar for redevelopment into a technical school facility.
- Successful strategies for retaining and recruiting businesses, including listening to what businesses really need; regular meetings with existing businesses to better understand current environment and impending needs; targeting clusters to the area; and the role of job security of employees to assure business retention.

## **Morehead, Kentucky**

Morehead State University

May 18, 2004

### **Overview**

Almost 100 people attended the forum held at Morehead State University in Morehead, KY. Participants represented local governments, chambers of commerce, local businesses, academic institutions, economic development districts, various non-profit organizations, state government agencies, and other community and economic development stakeholders.

### **Key Themes**

As noted by the forum's moderator, Michael Childress, Executive Director, Kentucky Long-Term Policy Research Center, three themes emerged from the first panel discussion.

- First, all panelists recognized the need for adequate infrastructure – roads, power, water/sewer, etc.
- Second, the importance of people and the need for either a skilled work force, or a pool of potential employees that could be trained, was a primary consideration for businesses to locate in an area or to remain there.
- Third, there was consensus that leadership on the local and regional level was critical to successful economic development; and leaders must be willing to forge new partnerships.

Panelists and audience participants also addressed:

- The impact of rising health care costs on businesses.
- The benefits to value-added businesses.
- Obstacles to business finance in rural areas.
- The role of entrepreneurial development in economic development planning and program delivery.
- The need to get new employees used to lower wages than they were used to in jobs lost to mill closures.
- The effect of escalating drug use in rural areas in terms of employees not being able to pass requisite drug testing.
- An interesting finding from this forum is the belief there may be a shift among today's workers from being motivated solely by money to also deriving satisfaction from a "job well done" and community service opportunities that some employers allow/offer.

### **Forum Highlights**

Dr. Ronald G. Eaglin, President of Morehead State University, welcomed the group to the campus and spoke briefly about the institution as a "regional university with a regional mission", explaining that 75 percent of students are from eastern Kentucky and about 50 percent are from families that are at or below the federal poverty guidelines. Dr. Eaglin emphasized the need for economic development to be inclusive of academic institutions and the various roles they can play in promoting regional economic development.

Anne Pope, Federal Co-Chair, Appalachian Regional Commission, expanded on Dr. Eaglin's statements about the critical relationship between education and economic development. She stated that colleges and universities that include economic development as a major focus are critical to local and regional economies. Pope provided a brief overview of the importance of local development districts throughout Appalachia; she also talked about the importance of a diversified economy as a means for economic sustainability. Pope cited eastern Kentucky, specifically, Berea, as an example where a diverse economy has helped bring jobs and income opportunities to as region.

David Sampson, Assistant Secretary of Commerce for Economic Development, followed Federal Co-Chair Pope's discussion by stating that a region's economy must grow along with the national economy. He then provided an update on the national economy, and addressed various indicators such as unemployment, new jobs, and the impact of the changing manufacturing industry on Kentucky's economy. He spoke briefly about EDA investments in Kentucky, and the emerging growth of Kentucky's automotive industries and the growing health sector in the state.

David Bearden, Deputy Assistant Secretary of Commerce, talked about the current administration's initiative for results oriented projects, stating that private sector investment is a prerequisite for job growth even in rural areas. Bearden did note, "rural areas are more competitive than urban areas in attracting private sector investment."

Three themes emerged from the first panel discussion. First, all panelists recognized the need for adequate infrastructure – roads, power, water/sewer, etc. Cintas Corporation General Manager Robert Monroe told the group that a major reason for Cintas to locate in Grayson was the potential for it to be a vibrant transportation hub in the near future. Chris Bauer of Stober Drives also commented that access to the local highway was a major reason for the plant's Mayfield location. David Ledford, Boneal Corporation President, talked about the role the Area Development District had in assuring infrastructure needs such as roads, water and internet access were met.

Second, the importance of people and the need for either a skilled work force, or a pool of potential employees that could be trained, was a primary consideration for businesses to locate in an area or to remain there. All of the business representatives on the panel stressed the importance of an available work force. Cintas had a goal to tap into Kentucky's underutilized work force and to be a part of the local community through active participation in various events at the local level throughout the region. Cintas General Manager Monroe addressed the need to prevent a talent drain of skilled workers from the region.

Third, there was consensus that leadership on the local and regional level was critical to successful economic development; and leaders must be willing to forge new partnerships. Chris Bauer of Stober Drives talked about their work with the community college to train potential employees; they also strategized with the Chamber of Commerce to create a plan for keeping more jobs local and to purchase locally as well.

The second panel concurred with the need for a work force that is ready and able to take on their jobs, infrastructure that is capable of meeting their needs, and partnerships to bring in new opportunities. They also talked in length about the impact of rising health care costs on their bottom lines, the need to create ways to keep younger residents from leaving the state to pursue economic opportunities, and ways to use technology to stay competitive were addressed. Ray White of White Lumber Company talked about the positive impact that state programs aimed at employing migrant workers legally had on his business. Before he started hiring them, the company had a 20 percent turn over and it was generally agreed by management that the majority of employees had little or no work ethic. The decision to hire migrant workers resulted in better quality product, less turnover, less absenteeism, and an overall better working atmosphere.

John Gross with Cingular Wireless talked about the importance of strong educational systems for economic growth and stability to occur. One of the reasons Cingular located in Grayson was the achievable work force, meaning they would be able to train potential employees from within the region.

Ray White talked about his lumber company's realization that the diversity that results from being a value-added business helped them remain financially solvent despite the recent economic downturns. Rather than shipping green lumber out of state to manufacturers, the company is selling bi-products and is establishing a mill works.

Both Gross and White talked about the fact that their employees were not totally motivated by money. Some felt the chance to provide a service to the community as equally as important. Others prefer the quality of life presented by rural areas. Many simply take great pride in what they do. Brief discussion about this topic left participants agreeing it is important to know your work force (existing and potential) as you look at potential jobs.

Lectrodryer Marketing Director John McPhearson talked about his company's struggles with rising health care costs, the need to work internationally in the prevailing global marketplace, and obstacles to financing. McPhearson stated "it was easier to get money from the state to start a business" than it was to purchase an existing one and save jobs. He also said they felt forced to compete globally to stay financially healthy and competitive, yet that was not their intention in the beginning.

The Internet has yielded interesting benefits to the businesses on this panel. One business was able to reduce costs by billing electronically. Lectrodryer's website is in numerous languages, allowing them to compete even more widely, but making it difficult to keep up with technological changes.

## ***State College, Pennsylvania***

Ramada Inn

May 20, 2004

### **Overview**

An audience of more than 128 local, state and federal economic development professionals, local elected official, citizens, business owners, chamber employees, economists university staff and other attendees from several cities throughout Pennsylvania gathered at the Ramada Inn on Thursday, May 20, 2004 to discuss the topics of turning challenges into economic opportunities, how to create job opportunities, how to convince students to stay in the community, and how to strengthen local economies through regional approaches. Media that was present included local affiliates of ABC, CBS, Fox and the *Centre Daily Times* Newspaper.

### **Key Themes**

- The need to address the brain drain that is occurring in Pennsylvania.
- The impact that collaborations between local, federal, and state entities, as well as educational institutions economic development organizations and local businesses, can have in making a difference in the economic climate of the Pennsylvania area.

### **Forum Highlights**

The panels included Richard Overmoyer, Deputy Secretary for Technology Investments, Pennsylvania Department of Community and Economic Development, who served as moderator; Douglas Granger, Ph.D., President of Salimetrics, LLC, in State College, PA; Todd Erdley, President/CEO of Videon Central, Inc., State College, PA; Paul Silvis, Head Coach and Founder, Restek Corporation, Bellefonte, PA; Dave Geise, President, Furman Foods, Inc., Northumberland, PA; Richard Protheroe, International Business Consultant for Sturgis Pretzel House, Lititz, PA and Kenneth Bohl, President, Print Division, IDL, Inc.

The forum began with opening remarks by Dr. Eva Pell, Vice President for Research and Dean of the Graduate School at Pennsylvania State University. She welcomed attendees and briefly mentioned some of the new technologies and projects that Penn State is involved in regarding economic development. Dr. Pell introduced Dr. Sampson, who stated how economic development in Pennsylvania is linked to a national economy.

Dr. Sampson showed parallels between PA and the national economy by highlighting the state of the national economy and how it is improving. He said that the national unemployment rate is down 5.6 percent and that the nation has a robust job growth rate. Manufacturing is at a 16-year high and manufacturing unemployment has grown. He emphasized that economic development is at the top of the policy agenda. Dr. Sampson said that EDA awarded a \$1.2 million grant with the Chamber Business and Industry of Centre County. He said that it was part of a \$2.6 million project involving the expansion of a technology center and innovation park. There have been 153 grant announcements in Pennsylvania. He said that the administration has a strong commitment to rural America.

Panelists represented small, medium and large private, and family run businesses located throughout Pennsylvania. The panelist entrepreneurs offered insight about how they turned challenges into opportunities, why they are located in the communities they are, how their companies have benefited their communities and how their location in a particular area has benefited them. Each company gave a brief overview of their business, how they got started and how their businesses have grown. For

example, Dr. Granger explained how Salimetrics has grown from 2 employees in 1998 to 20 employees today.

Todd Erdley explained how he is a success today because he was a failure first. He said that the infrastructure and support in Pennsylvania helped Videon succeed. "We've leveraged local and state support. The business climate has changed for our company to a more global climate," Erdley said.

Overall, each panelist echoed the importance of a collaborative effort between federal, state, local governments, institutions like the Pennsylvania Technical Assistance Program, The Chamber of Business and Industry of Centre County and the Ben Franklin Technology Partners of Central and Northern Pennsylvania, training facilities and universities and local businesses in impacting the economic development of the state. There was also an ongoing discussing about producing a competent workforce, the need to figure out ways to generate new jobs in the area, and the brain drain in Pennsylvania and possible ways to decrease the number of students that choose to leave the area in pursuit of better opportunities in other cities.

The forum concluded with a special check presentation from EDA. The agency awarded the Pennsylvania State University's E-Technical Program with a \$420,000 grant.

## ***Cape Girardeau, Missouri***

Southeast Missouri State University

May 25, 2004

### ***Overview***

An audience of more than 70 local, state and federal economic development professionals, local elected official, citizens, business owners, chamber employees, economists university staff and other attendees from communities throughout Missouri, northern Arkansas, Southern Illinois, Indiana, Kentucky and Tennessee gathered at the Southeast Missouri State University campus on Tuesday, May 25, 2004 to discuss the topics of turning challenges into economic opportunities, regionalism, job creation strategies and how to strengthen local economies through regional approaches. Media that was present included the *Southeast Missourian* and KFVS-TV Channel 12.

### **Key Themes**

- The need to identify the economic opportunities that will come with the development of mega industrial parks.
- The opportunity of emerging clusters in third party logistic centers and the importance of connecting/improving interstate transportation in the region, which included counties in Kentucky, Illinois and Missouri.
- The impact of technology on manufacturing productivity e.g. automobile production and “auto alley” – the parts manufacturing facilities along I-65.
- Other economic development factors brought up, but not discussed in depth were: the need to link educational institutions and local businesses together to enhance research and development opportunities, the need to learn how to use technology that already exists, the need for strategic planning among communities in order to market their communities to the private sector, the difficulty that the region faces in business retention in the face of globalization and the apparent lack of infrastructure in the smaller communities within the region.

### **Forum Highlights**

The panels included the following participants: Dr. David Sampson, Assistant Secretary of the Department of Commerce EDA; Sallie Hemenway, Director of Community Development for the Missouri Department of Economic Development; Glenn (Skip) Smallwood, Jr., CECd, CEM, Business Development Executive of Ameren Services; Larry Dillon, Plant Manager of Dana Corporation; Clyde Elrod, Owner of Central Service, Inc.; Fred Grayson, Director of Personnel for Briggs & Stratton; Matthew McCrate, Retail Sales Manager for the Monsanto Company; Daniel L. Overbey, Executive Director of the Southeast Missouri Regional Port Authority; Jeff Perry, Vice President Finance and CFO of Nordenia USA; and Jon K. Rust, Co-President of Rust Communications. The participants represented state entities, utilities, large publicly traded corporations, one foreign corporation, family owned newspaper and radio company, small manufacturing enterprise and entrepreneurial company.

The forum began with opening remarks by Sallie Hemenway. She welcomed attendees and briefly mentioned some of the work that the Missouri Department of Economic Development has been involved with in the region and gave special thanks for those local entities that helped coordinate the forum, including Southeast Missouri State University, the Cape Girardeau Chamber of Commerce and the Southeast Missouri Regional Planning and Economic Development Commission. Ms. Hemenway introduced Dr. Sampson, who talked briefly on the subject of how the region (Southeast Missouri, Southern Illinois and Northwestern Kentucky) is linked to the national economy.

Participants all identified the interdependency between private sector success and community development. Several panelists noted that they felt that their business success offered opportunities for the region's economic development potential, thus making it a cyclical or win-win situation.

Audience participation sparked discussion about how to spur innovation in the manufacturing sector and how that might help the region's manufacturing facilities become more globally competitive. Participants responded to this indicating that their research and development departments and training of workforce have benefited and could benefit further from public programs. One participant indicated that recognizing patents in the global market is a challenge and moving into greater output of value-added products is fueling the region and Missouri's economy.

Other items noted were the need to stem youth out-migration, areas that economic developers might be able to take advantage of included (according to the business leader panelists) new business relocation due to improved NAFTA transportation routing, quality of life aspects of the region that are attractive to businesses looking to retain managers, using local media to make successes visible and businesses that deal with extensive regulation and permitting need assistance and incentive sometimes to assist their sustainability.

## ***Kingman, Arizona***

Mohave Community College

June 15, 2004

### **Overview**

An audience of more than 45 local, state and federal economic development professionals, local elected official, citizens, business owners, chamber employees, community college staff and other attendees from several cities/counties throughout Arizona gathered at the Mohave Community College Student Center on Tuesday, June 15, 2004 to discuss the topics of turning challenges into economic opportunities, how to create job opportunities, and how to strengthen local economies through regional approaches.

### **Key Themes**

- The need to address the lack of appropriate conditions necessary to fuel the growth of entrepreneurialism in the northern Arizona region.
- The identification that economic growth in the region is very interdependent with consistent labor supply.
- Transportation accessibility is a large regional asset and has great potential for development.
- Business cluster development around existing industry is perhaps the region's greatest economic opportunity.
- The rising costs in shipping and unreliable power grids hindered business growth.
- Employment turn over and lack of quality contractors were two other reasons cited that made business development in the region a challenge to these panelists.

### **Forum Highlights**

The panels included Annie Alvarado, Director of Rural Development, Arizona Department of Commerce; Jim Perdue of Southwire; Edward Kientz of Benner-Nawman; Clay Belcher of McKee Foods; Tim Coffman of American Woodmark; LaVelle McCoy of McCoy Motors; Carol Abrahamson of Extraordinary Homes; and David Bearden, Deputy Assistant Secretary of Commerce for the Economic Development Administration.

The forum began with opening remarks by Annie Alvarado concerning Arizona's current progress in the realm of rural development, the region's history in economic development and future trends that the Arizona rural development department at the Department of Commerce has identified and the program adjustments they are pursuing to meet the changes on the horizon.

Panelists represented small, medium and large privately held and publicly held businesses, as well family run businesses and one entrepreneurial start-up. An entrepreneur offered insight about how she has turned challenges into opportunities and why she chose to locate in the region, citing quality of life as the number one attraction. Other panelist also cited quality of life, climate and central transportation access as the number one reasons that their businesses were located in the region. Each company gave a brief overview of their business, how they got started and how their businesses have grown. Jim Perdue of Southwire and Tim Coffman of American Woodmark noted that their business has grown due to the fact that they supply big box stores like Home Depot and Lowe's, which has made access to their products easier and increased demand. Southwire noted that they have landed one patent a month for the past 40 years. The Southwire Kingman plant was established in 1967 because the location was close

to the copper mines, and copper is the material most used in producing their electrical wire and cable products.

Overall, each panelist repeated the importance of making the region's economic development effort a collaborative effort between federal, state, local governments and the private business sector. Ed Kientz of Benner-Nawman presented his own life experience, explaining that Benner-Nawman is aware that youth out migration will threaten their labor supply and acknowledged that finding skilled workers in the region is an obstacle, hence the company has gotten active in providing the local school district with funding to support an industrial arts teacher, In addition he noted that the lack of proper telecommunication infrastructure (a T-1 line) seemed impossible to acquire, but Benner-Nawman worked with the neighboring Indian reservation and accomplished the instillation of the needed T-1 line.

## ***Findlay, Ohio***

Findlay Inn and Conference Center

June 17, 2004

### **Overview**

An audience of almost 100 local, state and federal economic development professionals, local elected official, citizens, business owners, chamber employees, and other attendees from communities throughout Ohio, Indiana, Illinois, and Michigan gathered at the Findlay Inn and Conference Center on Thursday, June 17, 2004 to discuss the factors that support and limit business development in Ohio. Various local media attended the forum.

### **Key Themes**

- Workforce development issues are a major concern in this region.
- The need for tax reform and the reduction of other costs (such as health care) to assist businesses.
- Reasons why businesses locate where they do and why they stay.

### **Forum Highlights**

The two panels were moderated by Robert Farley, President of Team Neo in Brecksville, OH. The first panel included Carl Carless of the General Dynamics Joint Systems Manufacturing Center in Lima, OH; Dirk Taylor, President of Kuss Corporation in Findlay, OH; and Tom Suter, Executive Vice President of LifeFormations in Bowling Green, OH. The second panel included Paul Worstell, President of Pro-Tec Coating Co. in Leipsic, OH; Phil Gordon, Human Resources Manager of Procter & Gamble Manufacturing in Lima, OH; Steve Unverferth, President of Unverferth Manufacturing Company in Kalida, OH; and Mike Perhay, General Manager of Triumph Thermal System in Forest, OH. Dr. David Sampson, Assistant Secretary of the Department of Commerce, Economic Development Administration, also served on both panels.

The participants represented small and medium sized local and family-owned businesses; branch plants of large domestic companies; and foreign-owned companies. All of the companies are manufacturing enterprises located in western Ohio.

Dr. Sampson opened the event with remarks about the state of the national economy and how it and the Ohio economy are improving. He emphasized the need for economic developers to keep in mind the opportunities and barriers that face businesses when they make strategic decisions. He noted that the barriers to business growth and competitiveness include health care costs, tort liability, energy costs, and not necessarily labor costs. He mentioned four factors that are critical for economic development: innovation, talent, an entrepreneurial climate, and collaboration.

During their presentations, the panelists spoke about why their companies located where they did and why they have stayed, panelists cited the following reasons: the region's workforce is effective and has a good work ethic (fear that there would not be enough technically competent workers in the area was unfounded), proximity to markets and suppliers, infrastructure is better in the area than in other parts of the country, a state tax abatement program, economic development professionals in area have been very helpful, the quality of life in the region is high, and the costs of living and company space are low.

Discussion between the panelists, Dr. Sampson, and the audience covered a variety of issues. As to what businesses will need in the future to remain competitive, panelists mentioned an adequately large and well-trained workforce to accommodate business growth; technology and access to capital to

finance its acquisition; and increased computer speed and technology. Dr. Sampson said that as the baby boomer generation retires, there will be a need for skilled labor to replace them. He also mentioned that communities will have to reinvent themselves to stay competitive, while also supporting existing businesses.

Participants also talked about workforce development. When asked how their companies work with workforce investment boards, several said that they do not currently do so and one said that they do not see the value of doing so; some work with local trade schools and cooperative programs to support programs that will produce workers trained in needed skills; one said that they are jolted by the need for technical skills and see the need to support workforce development programs; one said that they work with a state program that trains their employees in the skills they need to be effective. Dr. Sampson noted that it is telling that most companies do not know about workforce investment boards and how they can work with them. He and another panelist underscored the need to revamp the boards to respond to business' needs for trained incumbent employees, this being in contrast to their traditional focus of retraining mid-level workers.

As to what reforms need to be made to support business, most of the panelists mentioned tax relief (inventory taxes, investment capital taxes, taxation of repatriated foreign profits), as well as reducing the adversarial nature of the relationship between business and government. One speaker stressed the need for increased investment in education to ensure that there is a well-trained and competitive workforce.

## ***Greeley, Colorado***

Aims College Corporate Education Center

June 22, 2004

### **Overview**

About 35 business owners, local elected officials, regional development organization staff, and others engaged in local and regional economic development attended this forum held at Aims College Corporate Education Center in Greeley. Attendees came from Colorado, Wyoming and Nebraska. Also present was a reporter from the *Greeley Tribune*.

### **Key Themes**

- The synergy between business and academia (for research as well as for training future employees).
- The importance of infrastructure such as roads and railways.
- The struggle to not give in to off-shore production.
- The need for state and local governments to offer more competitive incentives (such as tax reductions) as a business recruitment strategy.
- The impact of new technology on business, the relationship between successful businesses and their partnerships within the community.
- The importance of existing labor pool.

### **Forum Highlights**

Robert Olson, Regional Director of EDA's Denver Office, opened the forum and welcomed the speakers and attendees. Sandy Baruah, Chief of Staff, Economic Development Administration, provided an update on national job growth and unemployment, and reported that EDA had invested \$24 million in Colorado since 2000.

The panel consisted of the following individuals:

- Eric Bergeson, Amgen, Boulder, CO
- Dave Hergert, Hergert Milling/Chicory USA, Scottsbluff, NE
- Lucille Mantelli, Kodak, Windsor, CO
- Rich Werner, CTEK, Boulder, CO
- Kevin Schwindt, RR Donnelley Norwest Corporation, Greeley, CO

Each of the panelists spoke briefly about their business, offering a description of the products or services they offer, and explaining why the business is in its Colorado location and why it remains there. They also talked about future plans for growth in the region.

Eric Bergeson of Amgen talked about the important relationship between Amgen and the University of Colorado. The university had research facilities attractive to Amgen, especially in light of various new pharmaceuticals under or slated for development. David Hergert talked about how he purchased a business in Scottsbluff and then proceeded to expand it over time, noting that a strong relationship within the community was a key component to the success of the business. Lucille Mantelli of Kodak spoke in depth about the decision making process for Kodak over 30 years ago when they selected Colorado as the location to meet the needs of their increasing sales in the western states. Specifically, Kodak was looking for a large parcel of land close to highways and railways, and a good water supply, in an area with a progressive education system. Kevin Schwindt or RR Donnelley explained that his company established a plant in Greeley in 1984 because they had existing and prospective long term

printing contracts in the region. They also found Greeley had a labor pool, access to railways, and close proximity to the interstate highway system. Because the primary product they print in Greeley is phone books, they needed quick and easy access to railways and highways.

Each of the four business representatives remarked they planned to stay in these locations because of quality of life indicators for employees, easy access to interstate highways and railways, existing work force, good schools (all levels from elementary to college), and positive relationships with their communities. The group did identify a few obstacles that will need to be addressed in the near future, including the need to shift operations to keep up with new technology. While Amgen and Kodak stated there were no immediate plans for facility expansion, RR Donnelley and Hergert reported they are in growth modes with new products (Hergert) and more customers (RR Donnelley).

Mike Murphy of CTEK (an incubator aimed at technology-based entrepreneurs) talked about how they are working with new businesses to find investors throughout the state. Murphy talked about how they look for communities that have potential investors as well as technical assistance resources and networks for the businesses.

There was discussion among the panelists and the audience about ways to attract businesses to an area. Kevin Schwindt of RR Donnelley suggested that potential entrepreneurs or business development entities look into ancillary, spin-off businesses that a large plant might require as a means to create job and income opportunities without competing with a large organization. For example, in Greeley, because of the RR Donnelley presence there is need for businesses that sharpen their tools, supply their paper or repair their printing machines.

Mantelli of Kodak talked about the need in Loveland to teach employees how to speak English. Kodak has worked with the local school system to offer English as a Second Language (ESL) courses for its employees. Schwindt of Donnelley stressed the importance for community colleges to be in a position to help training employees for new jobs, especially replacement jobs after a plant or other business has shut down or moved away.

There was considerable discussion about the impact of taxes and tax incentives for businesses, especially as a means to help keep them from moving off-shore. Two panelists talked about the need for local governments to recruit businesses, or help new start-ups emerge from the area, set-up for the long run as opposed to set-up and move off-shore or to another more attractive area. They suggested that tax breaks might help recruit new businesses, and keep existing ones from leaving. There was discussion about the need for state and local governments to assess the implications of high property taxes on businesses, especially those that are equipment heavy.

The group also talked about the long-term effect that various regulatory agencies have on local businesses, citing the negative impact that regulatory agency requirements can have on business growth and sustainability.

Audience participants asked the panelists to offer examples of their community involvement beyond jobs and income. Amgen reported it has a foundation that provides grants for various community projects.

The panelists also talked about the need for counties to work more regionally as a means to attract more businesses.

## ***Farmington, New Mexico***

San Juan College

June 24, 2004

### **Overview**

An audience of 65 local, regional, state, and federal economic development professionals, local elected official, citizens, business owners, chamber employees, and other attendees from communities throughout New Mexico, Colorado, Arizona, Texas, and Oklahoma gathered at San Juan College in Farmington, NM, on Thursday, June 24, 2004, to discuss the factors that support and limit business development in Ohio.

### **Key Themes**

- Themes that emerged during panel discussions included reasons why businesses locate where they do and why they stay.

### **Forum Highlights**

The two panels were moderated by Michael Skaggs, President of Next Generation Economy, Inc. in Albuquerque, NM. The first panel included Tim Montoya, President of Aztec Machine and Repair in Aztec, NM; Rodney Johnson, Sales Manager for Wood Group Generator Services in Farmington, NM; Dave Davis, President and CEO of Quicktruss in Farmington, NM; Vivienne Tallbull, CEO of Silver State Construction, Shiprock Subway, and Navajo ACE Home Center in Shiprock, NM; and George Friberg, Senior Director of Technology Ventures Corporation in Albuquerque, NM. The second panel include Greg Anesi, CEO of Independent Mobility Systems in Farmington, NM; Steve Rumore, President of Avalanche Engineering in Bayfield, CO; Key Jobson, Chief Information Officer of Rocky Mountain Chocolate Factory in Durango, CO; and Tom Wishon, Founder of Tom Wishon Golf Technology in Durango, CO. Dr. David Sampson, Assistant Secretary of the Department of Commerce, Economic Development Administration, also served on both panels.

The participants mainly included small and medium sized local and family-owned businesses; one (Technology Ventures Corporation) links businesses with venture capital.

Dr. Sampson opened the event with remarks about the state of the national economy and how it and the New Mexico economy are improving. Patricia Lundstrom, Executive Director of the Northwest New Mexico Council of Governments in Gallup, NM, welcomed participants to the region and explained how the COG supports business development. During their presentations, the panelists spoke about why their companies located where they did and why they have stayed, citing the following reasons: the founder was born in the area, the region's workforce is well developed, the local incubator (the Quality Business Center at San Juan College) was able to grow the company, availability of federal business capital and technical assistance through the Small Business Development Center and Northwest New Mexico COG and Region 9 Economic Development District of Southwest Colorado, proximity to research facilities in Los Alamos, desire to assist the Navajo Nation, support from the Navajo Nation, a state program that supports employee training, and the region's quality of life has helped companies attract top engineers to work for them. Panelists also noted factors that are barriers to their future efficient growth including a lack of local suppliers, insufficient information about nonlocal markets, challenges of shipping raw materials located in remote areas, health care costs, high freight costs because company not on main transportation routes, zoning issues, and the need for a regional airport that accommodates jets and links the region to wider markets and makes the region more attractive to good employees and other businesses that may want to relocate to the area.

Other points raised during the discussion included the fact that because there is no mass transit in the region, it is difficult for employees to get to work, which leads to absenteeism and turnover. Several panelists noted the importance of educating banks about how they can better serve the needs of small businesses, especially those with sound business plans. Dr. Sampson mentioned that tort costs, health care costs, and energy costs put US companies at a disadvantage vis-à-vis their European competitors. He closed the panel discussion by stating he was impressed by the representation of innovative entrepreneurs on the panels. He encouraged economic developers in the audience to support them by creating environments that support entrepreneurs because they shape their own destinies, are visionaries and see opportunities, are risk takers, and see failure as not being fatal.

## ***Weirton, West Virginia***

Serbian American Cultural Center

September 15, 2004

### **Overview**

An audience of more than 65 local, state and federal economic development professionals, local elected official, citizens, business owners, chamber employees, economists university staff and other attendees from Ohio, Pennsylvania and West Virginia gathered at the Serbian American Cultural Center on Tuesday, September 15, 2004 to discuss the topics of turning challenges into economic opportunities, how to foster more collaboration between federal, state, local and regional entities as well as promote more community involvement on the importance of training a qualified workforce. Media present were the *Weirton Daily Times*, WTOV-9 (NBC) and CBS local affiliate (channel 7).

### **Key Themes**

- The key to successful economic development is successful community development.
- Creating and implementing innovative strategies that will help to diversify the WV economy.
- The importance of creating a sound infrastructure in the WV area.
- The importance of collaboration between local, federal, state, and communities, and the impact these effective collaborations can have on the economic climate in WV.

### **Forum Highlights**

The panels included Dr. John C. Brown, Executive Director, Brooke-Hancock Regional Planning and Development Council; William Miller, Mayor of Weirton; Domenick Mucci, Mayor of Steubenville; Anne Pope, Federal Co-Chair, Appalachian Regional Commission; Dr. David Sampson, Assistant Secretary of Commerce for Economic Development; David Satterfield, Executive Director, West Virginia Development Office; Donald Donell, President and Board Chairman, Starvaggi Industries, Inc.; Steven Fenell, President, Sal Chemical; Dewey Guida, Owner, Dewey Guida Enterprises; Denise Chamberlain, Director of Risk Management, ARCADIS G&M Inc.; Mark Schneider, President, Rubinoff Company; Senya Isayeff, Principal, Alliance Environmental Systems; and Mike Jacoby, Executive Director, Progress Alliance Jefferson County, Ohio.

The forum began with opening remarks by Dr. Brown, and welcoming remarks from Mayors Miller and Mucci. Anne Pope expressed that the essence of ARC is partnership. She emphasized that every project and initiative begins at the local level. She acknowledged economic development districts and how it is left in their hands to make sure the right initiatives and programs are implemented.

Dr. Sampson highlighted the improving national economy. He said that many sector jobs are being created and unemployment rates are down in 49 states. However, he did acknowledge the hard hit that West Virginia has taken economically; pointing out that West Virginia's employment rate is lower. "We share a desire to create a stronger economic environment. President Bush recognizes that the American economy is changing, but not all sectors are experiencing the same growth." Sampson said.

He identified three key leverage points to diversify West Virginia's economy:

1. Create an attractive business climate.
2. Collaboration on all levels (federal, state, local, regional)
3. Focus on creating a world-class workforce.

The panelists represented a variety of businesses as far as size and expertise. They gave a brief overview of their businesses successes and challenges that they have experienced. They shared their insights on what they thought were the key strategies to positively impact the region's economy. Overall, each panelist echoed the challenges they face in finding qualified workers and the need to train and educate qualified people. The panelists also expressed the need for active community development in the furthering of economic development.

Dewey Guida explained how it is important to "See what we can do to help ourselves as a community." He pointed out that while 23,000 manufacturing jobs have been lost, 70,000 new type jobs have been created.

He, as well as all panelists explained the importance of "shifting gears to a new economy." "We are a region and we have to be a regional draw. Tourism is a tremendous asset that we have," Guida said. He added, "Community involvement will make a difference in the community. We need to be a community where people want to live."

## ***Wisconsin***

Beloit College

September 21, 2004

### **Overview**

An audience of more than 60 local, state and federal economic development professionals, business owners, chamber employees and university staff from Wisconsin and Illinois gathered at Beloit College on Tuesday, September 21, 2004 to discuss how the region could create economic opportunities in the area. Media present were channels 13 and 15 both NBC affiliates and the *Beloit Daily News*.

### **Key Themes**

- The challenges for businesses associated with rising healthcare costs.
- Finding qualified employees.
- Keeping educated people in Beloit.
- Innovation.
- Competing in the area of customer service.

### **Forum Highlights**

The panels included Jane E. Svennevig with the Beloit Chamber of Commerce Board and Executive Committee; Dr. David Sampson, Assistant Secretary of Commerce for Economic Development; Ken Hendricks of ABC Supply, Inc.; Steve P. Townshend with Cadbury-Adams; John Streich, President of eFutures; Jim Fisher with Fairbanks Morse-Engine; and Larry Voss with Paperchine.

The forum began with a welcome from Jane Svennevig. She then introduced Dr. Sampson who highlighted the improving national economy and how it relates to Wisconsin and Illinois. He said that the Wisconsin August unemployment rate was at 4.6 percent, and that 16,000 jobs have been created in Wisconsin since December 2003. He acknowledged that the Illinois economy is not recovering as fast from the economic downturn. He said that Wisconsin is above average in the area of homeownership.

Dr. Sampson added that the administration is pursuing national economic policies that are conducive to positively impacting economic growth. He commented that President Bush recognizes that the economy is changing, but this change is not equal geographically. "Economic opportunity needs to spread to all geographic areas of the U.S.," Sampson said. He commented on Bush's announcement of the American Opportunity Zones.

He identified three key leverage points to diversify Wisconsin's economy:

- Create an attractive business climate.
- Collaboration on all levels (federal, state, local, regional)
- Focus on creating a world-class workforce.

The panelists represented small, medium and large private sector businesses located in Wisconsin and Illinois. The panelists shared information about their businesses, how they got started and shared some of the challenges and successes they have experienced in doing business in their respective regions. Overall, all panelists agreed that one of the keys to economic growth in Wisconsin is making productive use of existing infrastructure. For example, Ken Hendricks explained how his company has focused on every empty building in Beloit. "Our goal is to take buildings where infrastructure is already in place," Hendricks said.

They also agreed that an investment needs to be made in making the area more attractive in retaining workers and drawing qualified, educated people to the area. A recurring conversation took place regarding the rising health care (labor) costs in Wisconsin. Many panelists commented on the fact that because Wisconsin does such a great job in managing their hospitals, they are penalized. "The more efficient the hospitals get, the less money the federal government gives," Hendricks said.

Also, the skill level of incoming workers to replace the outgoing aging workers is becoming a challenge. They all agreed that businesses must participate in the growth of a region.

## ***Bemidji, Minnesota***

Holiday Inn Express

September 23, 2004

### **Overview**

An audience of more than 43 local, state and federal economic development professionals, congressional representatives, business owners, and other attendees from several cities in Minnesota gathered at the Holiday Inn Express on Thursday, September 23, 2004 to discuss how local businesses and other entities including educational institutions, economic development agencies, federal, local and state representatives can effectively collaborate to create economic development opportunities in Minnesota. Media present were KAWE-TV/Lakeland Public TV.

### **Key Themes**

- Keeping local people in the area (the availability of jobs, but the out-migration of people).
- The challenges of affordable health care.
- Quality affordable housing for qualified employees.
- Education and training of students and adults to raise skill levels.
- Innovation.

### **Forum Highlights**

The panels included Dave Hengel, Economic Development Director, Headwaters, Regional Development Commission; Robert Bogart, Senior Policy Advisor, EDA; Mitchell Johnson, Director of the Roseau Technology Center, Polaris Industries; Bill Guffey, Vice President/General Manager, Westin Automotive, Manufacturing Facility; Jim Russ, Vice President, Team Industries; Steven Muzzy, Controller, Central Boiler; and Peter Aube, Manager, Lumber Operations, Potlatch Corporation.

The forum began with opening remarks by Robert Bogart. He talked about the improving national economy and how it impacts the Minnesota region. He highlighted the improvements taking place in the manufacturing sector. He said that unemployment in Minnesota is at 4.8 percent and that 3,700 jobs were added to Minnesota in August 2004. Bogart said that competing worldwide requires regional collaboration and that regions must invest in training and re-training of their people.

The panelists represented small, medium and large private sector businesses from Bemidji, Roseau and Greenbush, Minnesota. The panelists talked about their businesses – successes and challenges they have experienced. They also offered their insights on what they felt were key strategies necessary to spur continued economic growth. Some of these strategies were:

- Initiate partnerships and collaborations between businesses, educational institutions, economic development agencies and federal, state, local and regional governments.
- Invest in local people as far as education and training to keep them in the area
- Offer a livable/competitive wage and quality housing to make the area more attractive for potential residents and employees.

Mitchell Johnson commented, "If we are going to be competitive, we need to figure out what we do best and what others do best." Overall, all panelists agreed that the future of manufacturing in Minnesota looked bright.

**Section 2: Forum Agendas**

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**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Eastern Maine Community College  
Katahdin Region Higher Education Center**

**East Millinocket, Maine  
January 13, 2004**

- 8:30 am**      **Forum Welcome and Introductions**  
Moderator: Jonathan Daniels, President and CEO, Eastern Maine Development Corporation  
Speaker: Congressman Michael H. Michaud
- 8:45**      ***Building Momentum for Economic Growth and Job Creation in Maine and Beyond:***  
Moderator: Orman Whitcomb, Director, Office of Community Development, State of Maine  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00**      **University Role in Forming Partnerships to Revitalize Distressed Economies**  
Moderator: Joyce B. Hedlund, President, Eastern Maine Community College  
Speaker: John Mullin, Vice Provost for University Outreach and Dean of the Graduate School, University of Massachusetts Amherst  
Speaker: Jake Ward, Executive Director, University of Maine Office of Research and Economic Development
- 10:15**      **Break**
- 10:30**      **Revitalizing Maine's Economy**  
Moderator: Bruce McLean, Executive Director, Millinocket Area Growth & Investment Council  
Speaker: Jack Lufkin, Director, Portland Resource Hub  
Speaker: Michael Aube, Maine State Director, USDA Rural Development
- 11:30**      **Discussion and Forum Re-cap**  
Speaker: David Cole, Commissioner, Maine Department of Transportation  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:00 pm**      **Maine's Economy Moving Forward**  
Moderator: Jonathan Daniels, President and CEO, Eastern Maine Development Corporation  
Speaker: Jon Ford, Representative for Senator Susan Collins  
Speaker: Matt Walker, Oversight Counsel to the Senate Committee on Small Business and Entrepreneurship, Representative for Senator Olympia Snowe
- 12:30**      **Lunch** will be available for a nominal charge to participants.
- 1:30**      **Training Sessions – Overview**  
Speaker: Paul Raetsch, Regional Director, EDA Philadelphia Regional Office
- 1:45**      **Concurrent Workshops** (Conducted by EDA Philadelphia Regional Office Staff)
- Construction – Steve Grady, Civil Engineer
  - Planning/CEDS – Tyrone Beach, Planning Chief
  - Introduction to EDA Programs and Investment Criteria – Paul Raetsch, Regional Director
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training**  
**Competing Globally, Growing Regional Economies, Creating Jobs**  
**Murdough Center, Dartmouth College**

**Hanover, New Hampshire**  
**January 14, 2004**

- 8:30**      **Forum Welcome and Introductions**  
Moderator: Michael King, Executive Director, North Country Council
- 8:45**      ***Building Momentum for Economic Growth and Job Creation***  
Moderator: Stuart Arnett, Director, NH Division of Economic Development  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:30**      **University Role in Forming Partnerships to Revitalize Distressed Economies**  
Moderator Janice Kitchen, University of New Hampshire  
Speaker: Ross Gittell, University of New Hampshire  
Speaker: Gregg Fairbrothers, Dartmouth Entrepreneurial Network
- 10:15**      **Break**
- 10:30**      **Growing the Region's Economy**  
Moderator: Ray Burton, Executive Counselor and Grafton County Commissioner  
Speaker: Jack Dugan, Monadnock Economic Development Council  
Speaker: Fred King, Northern Forest Center  
Speaker: Jac Cuddy, Mt. Washington Technology Center  
Speaker: George Malek, Vermont Association of Chamber of Commerce Executives
- 12:00pm**      **Forum Wrap-up, Questions and Answers and Adjournment**  
Moderator: Michael King, Executive Director, North Country Council  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch – On Your Own at the Tuck School Cafeteria**
- 1:45**      **Training Sessions – Overview**  
Phil Saputo, Chief, Public Works, Regional Director, EDA Philadelphia Regional Office
- 2:00**      **Concurrent Workshops** (Conducted by EDA Philadelphia Regional Office Staff)  
▪ Construction – Steve Grady, Civil Engineer  
▪ Planning/CEDS – Cassandra Lightly, Community Planner  
▪ Introduction to EDA – Rita Potter, Economic Development Representative
- 3:00**      **Break**
- 3:15**      **Resume Workshops**
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Plaza Hotel and Conference Center**

**Sioux City, Iowa  
January 16, 2004**

**8:30 Forum Welcome and Introductions**

Moderator: Jane Gilbert, Siouxland Interstate Metropolitan Planning Council

Speaker: Congressman Steve King (R-5<sup>th</sup>)

**9:00 *Building Momentum for Economic Growth and Job Creation in America's Heartland***

Moderator: Debi Durham, President, Sioux City Chamber of Commerce

Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development

Speaker: Mark Drabenstott, Vice President and Director, Center for the Study of Rural America Federal Reserve Bank of Kansas City

**10:00 Strengthening Local Economies Through Regional Approaches**

Moderator: Brian Tapp, Executive Director, Southeast Iowa Regional Planning Commission

Speaker: Sharon Juon, Executive Director, Iowa Northland Regional EDC

Speaker: Craig Schroeder, Senior Associate, Center for Rural Entrepreneurship

Speaker: Beth Danowski, Executive Director, National Rural Development Partnership Executive Board, Governor Designee for Northern Great Plains Authority

**10:45 Break**

**11:00 Strengthening Regional Economies Through University-led Approaches**

Moderator: Dr. Verlyn Fick, Vice President, Western Iowa Technical Community College

Speaker: Ron Cox, Director, Center for Industrial Research and Service, Iowa State University

Speaker: Stephen Frayser, President, University of Nebraska Technology Park

**11:45 Forum Wrap-up and Adjournment**

Moderator: Lynne Keller, Executive Director, South Eastern Council of Governments, Governor Designee for Northern Great Plains Authority (SD)

Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development

**12:15 Luncheon**

**1:30 Training Sessions – Overview**

Robert Turner, Acting Regional Director, EDA Denver Regional Office

**1:45 Concurrent Workshops (Conducted by EDA Denver Regional Office Staff)**

- Construction: Mary Kathryn Alspach, Public Works Program Officer; Mr. Shirley Marshall, Chief of Infrastructure Division; Cip Jungberg, Economic Development Representative
- Planning/CEDS: Robert Turner, Acting Regional Director
- Introduction to EDA: Dan Breeling, Public Works Program Officer; Bob Cecil, Economic Development Representative

**4:30 Adjourn**

**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Graceland Inn and Conference Center**

**Elkins, WV  
January 22, 2004**

- 8:30 Forum Welcome and Introductions**  
Speaker: Rosemary Wagner, Executive Director, Region VII Planning and Development Council
- 8:40 Building Momentum for New Job Creation in West Virginia and Beyond**  
Moderator: Judy Guye, Mayor, City of Elkins, WV  
Speaker: Dr. David A. Sampson, Assistant Secretary of Commerce for Economic Development
- 8:55 Creating Opportunities for Economic Prosperity in Appalachia**  
Moderator: Rosemary Wagner, Executive Director, Region VII Planning and Development Council  
Speaker: Anne B. Pope, Federal Co-Chair, Appalachian Regional Commission
- 9:10 Making Regions Competitive**  
Moderator: Donnie Tenney, Chairman, Region VII Planning and Development Council, Upshur County Commission  
Speaker: Randall Kempner, Executive Director, Center for Regional Innovation, Council on Competitiveness
- 9:50 University Forged Partnerships for Economic Recovery**  
Moderator: Dr. G. Thomas Mann, President, Davis and Elkins College  
Speaker: Dr. Jim Hooper, Director, Center for Environmental, Geotechnical, and Applied Sciences, Marshall University  
Speaker: Dr. D. Anne Cavalier, Vice President of Institutional Advancement and Research, West Virginia University Tech EDA University Center
- 10:30 Break**
- 10:45 Innovative Approaches to Help Distressed Regions**  
Moderator: James Mylott, Executive Director, Mid Ohio Valley Regional Council  
Speaker: Paul Schreffler, Training Coordinator, West Virginia Wood Technology Center  
Speaker: Raymond Oliverio, Executive Vice President, West Virginia High-Tech Consortium Foundation  
Speaker: Greg Simington, Director, Southern Ohio Diversification Initiative
- 11:45 Forum Re-cap and Adjournment**  
Moderator: Michele Craig, Executive Director, Region II Planning and Development Council  
Speaker: Dr. David A. Sampson, Assistant Secretary of Commerce for Economic Development
- 12:00 Lunch** (Sponsored by the Region VII Planning and Development Council)  
Moderator: Rosemary Wagner, Executive Director, Region VII Planning and Development Council  
Speaker: Congresswoman Shelley Moore Capito
- 1:30 Training Sessions – Overview**  
Moderator: Paul Raetsch, Regional Director, EDA Philadelphia Regional Office
- 1:45 Concurrent Workshops** (Conducted by EDA Philadelphia Regional Office Staff)
- Construction – Megan Coll, Civil Engineer
  - Planning/CEDS – Jerome Wallace, Community Planner
  - Introduction to EDA – Byron Davis, Economic Development Representative
- 4:30 Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Washington State University, East Building Auditorium**

**Richland, WA  
February 9, 2004**

- 8:30am**      **Welcome**  
Moderator: C. Mark Smith, Manager, Office of Business and Economic Development, City of Richland  
Speaker: Rob Welch, Mayor, City of Richland, Washington  
Speaker: Sandy Baruah, Chief of Staff, Economic Development Administration
- 9:00**      **Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Carl Adrian, President/CEO, Tri-City Industrial Development Council (TRIDEC)  
Speaker: Dr. Larry James, Chancellor, Washington State University  
Speaker: Mike Schwenk, Director, Pacific Northwest National Laboratory  
Speaker: Jerry Schneider, Program Manager, Fluor Hanford, Inc.  
Speaker: Bill Grinstein, Associate Director of Public Affairs, Battelle and Washington State Economic Development Commission  
Speaker: Dr. Lee Cheatham, Executive Director, Washington Technology Center
- 10:30**      **Break**
- 10:45**      **Strengthening Local Economies Through Regional Approaches**  
Moderator: Rick Tremblay, Economic Development Representative, EDA  
Speaker: Dee Christensen, Rural Telework Director, e-Work, WSU Center to Bridge the Digital Divide  
Speaker: Bill Tovey, Director, Confederated Tribes of the Umatilla Indian Reservation  
Speaker: Richard Larman, Acting Director, WA State Department of Commerce, Trade and Economic Development  
Speaker: Michael Tracy, Executive Director, WA Economic Development Association  
Speaker: Dr. Patrick Tam, Executive Director, Spokane Intercollegiate Research and Technology Institute  
Speaker: Dr. Lura J. Powell, President/CEO, Advanced Imaging Technologies
- 12:00pm**      **Looking Ahead: Final Thoughts and Discussion**  
Moderator: Gwen Luper, Executive Director, Benton-Franklin Council of Governments  
Speaker: Sandy Baruah, Chief of Staff, Economic Development Administration
- 12:30**      **Lunch (Consolidated Information Center)**  
Moderator: Ronald G. Gallagher, Chief Executive Officer, Fluor Hanford, Inc.  
Speaker: Rep. Doc Hastings (R-4<sup>th</sup>)
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Conducted by EDA Seattle Regional Office Staff:
- A. Leonard Smith, Regional Director
  - Darrell van Ness, Chief, Economic Adjustment Division
  - Bettye Atkinson, Chief, Institutional Capacity Division
  - Mary Rudokas, Civil Engineer
  - Lloyd Kirry, EDR (Washington)
  - Rick Tremblay, EDR (Idaho and Nevada)
- 4:30**      **Adjourn**

*Forum refreshments provided by City of Richland, Fluor Hanford, Inc., TRIDEC and Benton-Franklin Council of Governments*



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Rogue Valley Manor**

**Medford, OR  
February 11, 2004**

- 8:30am**      **Welcome**  
Moderator: Sue Kupillas, Jackson Cnty Commissioner, Southern Oregon EDD Board Member  
Speaker: John Snider, District Director, Rep. Greg Walden (R-2<sup>nd</sup>)  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00**      **Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Monte Mendenhall, Regional Community Manager, Pacific Power  
Speaker: Jacqueline Debets, Economic Development Coordinator Humboldt County,  
Prosperity Network! Project  
Speaker: Trey Senn, Executive Director, Klamath County/Klamath Basin Recovery  
Speaker: Elizabeth Fugas, Owner, Rising Sun Farms  
Speaker: Don Mitchell, Owner, Flora Pacifica
- 10:30**      **Break**
- 10:45**      **Strengthening Local Economies Through Regional Approaches**  
Moderator: Gordon Safley, Executive Director, Southern Oregon EDD  
Speaker: Dan Ripke, Director, California State at Chico, Center for Economic Development  
Speaker: Wayne Luzier, Executive Director/CEO, CCD Business Development Corporation  
Speaker: Dr. Earl Potter, Provost and Vice President of Academic Affairs, Southern Oregon University  
Speaker: Travis Boersma and Dave Morris, Owners, Dutch Brothers Coffee
- 12:00pm**      **Looking Ahead: Final Thoughts and Discussion**  
Moderator: Lisa Dawson, Executive Director, Northeast Oregon Economic Development District  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch (Not hosted: \$15 per person, payable at the door)**  
Moderator: Liz Shelby, Small Business Development Center, Southern Oregon University  
Speaker: John Sessions and Sue Kupillas, Presentation about forest product industry
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Conducted by EDA Seattle Regional Office Staff:
- Darrell van Ness, Chief, Economic Adjustment Division
  - Bill O'Neil, Community Planner
  - Anne Berblinger, EDR (Northern California and Oregon)
  - Brian Alvis, Civil Engineer
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
University of the Pacific/Raymond Great Hall**

**Stockton, CA  
February 13, 2004**

- 8:00am Continental Breakfast Sponsored by Pacific Gas and Electric (PG&E)**
- 8:30 Welcome**  
Moderator: Gary Podesto, Mayor, City of Stockton  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00 Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Doug Wilhoit, Stockton Chamber of Commerce  
Speaker: Van Cunningham, Burlington Northern Santa Fe  
Speaker: Jeff Kaspar, Port of Stockton  
Speaker: David Rubin, Vice President, Pacific Gas & Electric (PG&E)  
Speaker: Dr. Don De Rosa, President, University of the Pacific  
Speaker: Dr. Tom Harris, University of Nevada at Reno
- 10:30 Break**
- 10:45 Strengthening Local Economies Through Regional Approaches**  
Moderator: Fritz Grupe, The Grupe Company  
Speaker: Michael Locke, San Joaquin Partnership  
Speaker: Carol Tomlinson-Keasey, Chancellor, University of California at Merced  
Speaker: Leroy Ornellas, San Joaquin County Board of Supervisors; Owner, Ornellas Dairy  
Speaker: Carol Whiteside, Great Valley Center
- 12:00pm Looking Ahead: Final Thoughts and Discussion**  
Moderator: Michael Locke, San Joaquin Partnership  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30 Lunch (Sponsored by Teichert Construction)**  
Moderator: Mark Lewis, Manager, City of Stockton  
Speaker: Rep. Rich Pombo (R-11<sup>th</sup>)
- 2:00 Training Component – Introduction to EDA, Planning and CEDS, Construction**  
Conducted by EDA Seattle Regional Office Staff:
- A. Leonard Smith, Regional Director
  - Darrell van Ness, Chief, Economic Adjustment Division
  - Bettye Atkinson, Chief, Institutional Capacity Division
  - Deena Sosson, EDR (Central California)
- 4:30 Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
St. Andrews Presbyterian College, Avinger Auditorium**

**Laurinburg, NC  
February 18, 2004**

***Tuesday, February 17, 2004***

**6:00pm Welcome Reception Sponsored by the Laurinburg Tourism Board**  
Hampton Inn, 115 Hampton Circle, Laurinburg, NC

***Wednesday, February 18, 2004***

**8:45am Economic Development Administration Training**  
Moderator/Overview: Phil Paradise, Division Chief, EDA Atlanta Regional Office  
Introduction to EDA: Phil Trader, Economic Development Representative, EDA  
Planning: Lee Mertins, Program Specialist, EDA Atlanta Regional Office  
Construction: Don Huff, Division Chief, Atlanta Regional Office

**11:45 Lunch (on your own at the Belk Main Room)**

**1:15pm Forum Welcome**  
Moderator: John Deegan, Ph.D., President, St. Andrews Presbyterian College  
Speaker: Rep. Robin Hayes (R-8<sup>th</sup>)  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development

**2:00 Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Jim Clinton, Executive Director, Southern Growth Policies Board  
Speaker: Randy Black, Owner, Longworth Industries, Inc.  
Speaker: Ruth Glaser, Vice President of Operations, Scotland Health Care System  
Speaker: Tom Opsut, Executive Director, Laurinburg Downtown Revitalization Corporation

**3:30 Break**

**3:45 Strengthening Local Economies Through Regional Approaches**  
Moderator: Jim Clinton, Executive Director, Southern Growth Policies Board  
Speaker: Ted W. Abernathy Jr., Executive Vice President with the Research Triangle Regional Partnership  
Speaker: Leslie Scott, Associate Director of Economic Development, The Frank Hawkins Kenan Institute of Private Enterprise at the University of North Carolina at Chapel Hill  
Speaker: Bill Vanness, Owner, Citation Corporation

**4:45 Looking Ahead: Final Thoughts and Discussion**  
Moderator: Jim Clinton, Executive Director, Southern Growth Policies Board  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development

**5:00 Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Palmetto Expo Center**

**Greenville, SC  
February 20, 2004**

- 9:00am Economic Development Administration Training Session**  
Overview: Phil Paradise, Division Chief, EDA Atlanta Regional Office  
Introduction to EDA: Pat Dixon, Economic Development Representative (South Carolina)  
Planning: Lee Mertins, Program Specialist, EDA Atlanta Regional Office  
Construction: Don Huff, Division Chief, EDA Atlanta Regional Office
- 12:00pm Lunch (on your own)**
- 1:30pm Forum Welcome**  
Moderator: Joseph J. James, Chief Operating Officer, SC Department of Commerce  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 2:00 Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Joseph J. James, Chief Operating Officer, SC Department of Commerce  
Speaker: Chris Prziembel, Ph.D., Vice President, Research, Clemson University  
Speaker: Craig Arnold, BMW  
Speaker: John Warner, Vice President, Strategy and Communication, KEMET Corporation  
Speaker: Sam Konduros, CEO, Upstate South Carolina Alliance, Inc.
- 3:30 Break**
- 3:45 Strengthening Local Economies Through Regional Approaches**  
Moderator: Joseph J. James, Chief Operating Officer, SC Department of Commerce  
Speaker: Karl Kelly, CEO, SC Biotech Incubation Facility  
Speaker: Robert Henderson, Director, Regenix  
Speaker: Bill Workman, Economic Development Consultant (Former VP, Piedmont Natural Gas)  
Speaker: Maceo Nance, Director, Community/Rural Development, SC Department of Commerce
- 5:00 Looking Ahead: Final Thoughts and Discussion**  
Moderator: Joseph J. James, Chief Operating Officer, SC Department of Commerce  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 5:15 Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Central Florida Community College, Century Center**

**Ocala, FL  
February 24, 2004**

- 8:30am**      **Welcome**  
Moderator: Dr. Charles Dassance, Ph.D., President, Central Florida Community College  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00**      **Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Doug Davis, Director, Bay County Small Business Incubator  
Speaker: Larry Pelton, President, Business Development Board of Palm Beach County  
Speaker: Michael Frey, Vice President of Economic Development, Pensacola Area Chamber of Commerce  
Speaker: Charles Shanklin, Vice President, Crestview Aerospace Corporation
- 10:30**      **Break**
- 10:45**      **Strengthening Local Economies Through Regional Approaches**  
Moderator: Pete Tesch, President/CEO, Ocala/Marion County Economic Development Corporation  
Speaker: Bridget Merrill, Senior Director, Enterprise Florida  
Speaker: Lynette Vermillion, Community Relations Manager, Progress Energy Corporation  
Speaker: Moses Harvin, President and CEO, American Services Technology, Inc.  
Speaker: James Frasso, Vice President, Lowe's Companies
- 12:00pm**      **Looking Ahead: Final Thoughts and Discussion**  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch – University Role in Forging Economic Opportunity**  
Moderator: Dr. Thomas O'Neal, University of Central Florida Center of Excellence  
Speaker: Dr. David Day, University of Florida Center of Excellence
- 2:00**      **Training Component – Introduction to EDA, Planning and CEDS, Construction**  
Overview: Phil Paradice, Division Chief, EDA Atlanta Regional Office  
Introduction to EDA: Willie Taylor, EDA Point of Contact for Florida  
Planning: Phil Paradice, Division Chief, EDA Atlanta Regional Office  
Construction: Don Huff, Division Chief, Atlanta Regional Office
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Morehead State University**

**Morehead, KY  
May 18, 2004**

- 8:45am**      **Welcome**  
Welcome: Dr. Ronald G. Eaglin, President, Morehead State University  
Speaker: Anne B. Pope, Federal Co-Chair, Appalachian Regional Commission  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:15**      **Panel 1: Strategic Discussion about Competition and Job Creation**  
Moderator: Dr. Michael Childress, Executive Director, Kentucky Long Term Policy Research Center  
Panelist: Robert Monroe, Cintas, Grayson, KY  
Panelist: Chris Bauer, Stober Drives, Maysville, KY  
Panelist: David Ledford, Boneal, Means, KY  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:15**      **Break**
- 10:45**      **Panel 2: Strategic Discussion about Competition and Job Creation**  
Moderator: Dr. Michael Childress, Executive Director, Kentucky Long Term Policy Research Center  
Panelist: John Gross, Facilities Director, Cingular, Grayson, KY  
Panelist: Deloris Bentley, Generations R.C., Inc, Greenup, KY  
Panelist: Ray White, Harold White Lumber Company, Morehead, KY  
Panelist: John McPhearson, Lectordryer, Richmond, KY  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:00pm**      **Lunch – Hosted by the Morehead Rowan County Chamber of Commerce and the Morehead Rowan County Tourism Commission**  
Welcome: Rodney Hitch, Executive Director, Morehead Rowan County Chamber of Commerce  
            Dr. David Rudy, Dean, Institute for Regional Analysis and Public Policy, Morehead State University
- 2:00**      **Training Component – Introduction to EDA, Planning and CEDS, Construction**  
Overview: Don Huff, Chief, Construction Management  
Introduction to EDA: Bobby Hunter, Economic Development Representative  
Planning: Lee Mertins, Program Specialist  
Construction: Don Huff, Chief, Construction Management
- 4:30**      **Adjourn**

*EDIC thanks Morehead State University Institute for Regional Analysis and Public Policy for co-sponsoring this event.*



Economic Development Information Coalition

**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Ramada Inn, Nittany Room**

**State College, PA  
May 20, 2004**

- 8:30am Welcome**  
Welcome: Dr. Eva Pell, VP for Research and Dean of the Graduate School, Penn State  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00am Panel 1: Strategic Discussion about Competition and Job Creation**  
Moderator: Richard Overmoyer, Deputy Secretary for Technology Investments, Pennsylvania Department of Community and Economic Development  
Panelist: Douglas A. Granger, Ph.D, President, Salimetrics, LLC, State College, PA  
Panelist: Todd Erdley, President/CEO Videon Central, Inc., State College, PA  
Panelist: Paul Silvis, Head Coach and Founder, Restek Corporation, Bellefonte, PA  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:30am Break**
- 10:45am Panel 2: Strategic Discussion about Competition and Job Creation**  
Moderator: Richard Overmoyer, Deputy Secretary for Technology Investments, PA Dept of CED  
Panelist: Dave Geise, President, Furman Foods, Inc., Northumberland, PA  
Panelist: Richard Protheroe, International Business Consultant, Sturgis Pretzel House, Lititz, PA  
Panelist: Kenneth Bohl, President, Print Division, IDL Inc.  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:00pm Lunch\*\***
- 1:30 Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: Paul Raetsch, Director Pennsylvania EDA Regional Office  
Introduction to EDA: Paul Raetsch, Director Pennsylvania EDA Regional Office  
Planning/CEDS: Jerry Wallace, Senior Community Planner  
Construction: Daniel Gillen, Senior Civil Engineer
- 4:00 Adjourn**

***\*\*EDIC thanks the Pennsylvania Technical Assistance Program, the Chamber of Business and Industry of Centre County and the Ben Franklin Technology PARTners of Central and Northern Pennsylvania for sponsoring this event.***





**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Southeast Missouri State University, The Student Union, The Ball Room  
Corner of Normal Street and Henderson Street**

**Cape Girardeau, Missouri  
May 25, 2004**

- 8:45am**      **Welcome**  
Moderator: Sally Hemenway, Missouri Department of Economic Development  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00**      **Panel 1: Strategic Discussion about Competition and Job Creation**  
Moderator: Sally Hemenway, Missouri Department of Economic Development  
Panelist: Skip Smallwood, Ameren Services, Cape Girardeau, MO  
Panelist: Matt McCrate, Monsanto Company, St. Louis, MO  
Panelist: Jeff Perry, Nordenia USA, Jackson, MO  
Panelist: Clyde Elrod, CentralService Communications Inc. Kevil, KY  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:15**      **Break**
- 10:30**      **Panel 2: Strategic Discussion about Competition and Job Creation**  
Moderator: Sally Hemenway, Missouri Department of Economic Development  
Panelist: Larry Dillon, Dana Corporation, Cape Girardeau, MO  
Panelist: Dan Overbey, Southeast Regional Port Authority, Scott City, MO  
Panelist: Jon K. Rust, Rust Communications, Cape Girardeau, MO  
Panelist: Fred Grayson, Briggs & Stratton, Poplar Bluff, MO  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch**
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: Robert “Bob” Olson, Director, EDA Denver Regional Office  
Introduction to EDA: Paul Hildebrandt, EDR, Missouri and Kansas  
Planning: Richard Manwaring, Community Planner  
Construction: Shirley Marshall, Chief Infrastructure Development Division
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Mohave Community College**

**Kingman, Arizona  
June 15, 2004**

- 9:00am**      **Welcome**  
Moderator: Annie M. Alvarado, Director Rural Development, Arizona Department of Commerce  
Speaker: David Bearden, Deputy Assistant Secretary of Commerce for Economic Development
- 9:15**      **Panel 1: Strategic Discussion about Competition and Job Creation**  
Moderator: Annie M. Alvarado, Director Rural Development, Arizona Department of Commerce  
Panelist: Tim Coffman, American Woodmark Corporation, Kingman, AZ  
Panelist: Carol Abrahamson, Extraordinary Homes, Sedona, AZ  
Panelist: Jim Perdue, Southwire, Kingman, AZ  
Panelist: David Bearden, Deputy Assistant Secretary of Commerce for Economic Development
- 10:30**      **Break**
- 10:45**      **Panel 2: Strategic Discussion about Competition and Job Creation**  
Moderator: Annie M. Alvarado, Director Rural Development, Arizona Department of Commerce  
Panelist: Clay Belcher, McKee Foods, Kingman, AZ  
Panelist: LaVelle McCoy, McCoy Motors, Flagstaff, AZ  
Panelist: Edward Kientz, Benner-Nawman, Wickenburg, AZ  
Panelist: David Bearden, Deputy Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch**
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: Bettye Atkinson, Planning Chief, EDA Seattle Regional Office  
Introduction to EDA: Bettye Atkinson, Planning Chief  
Planning: Kris Skirnde, Chief Engineer  
Construction: Kris Skirnde, Chief Engineer
- 4:30**      **Adjourn**



## Economic Development Information Coalition

### **Regional Economic Development Forum and Training Competing Globally, Growing Regional Economies, Creating Jobs Findlay Inn and Conference Center**

**Findlay, OH  
June 17, 2004**

- 9:00am**      **Welcome**  
Moderator: Robert Farley, President, Team Neo, Brecksville, OH  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:15**      **Panel 1: Strategic Discussion about Competition and Job Creation**  
Moderator: Robert Farley, President, Team Neo, Brecksville, OH  
Panelist: Keith Deters, Plant Manager, General Dynamics, Lima Army Tank Plant, Lima, OH  
Panelist: Dirk Taylor, President, Kuss Corporation, Findlay, OH  
Panelist: Tom Suter, Executive Vice President, LifeFormations, Bowling Green, OH  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:30**      **Break**
- 10:45**      **Panel 2: Strategic Discussion about Competition and Job Creation**  
Moderator: Robert Farley, President, Team Neo, Brecksville, OH  
Panelist: Paul Worstell, President, PRO-TEC Coating Co., Leipsic, OH  
Panelist: Phil Gordon, Human Resources Manager, Procter & Gamble, Lima, OH  
Panelist: Steve Unverferth, President, Unverferth Manufacturing Company, Kalida, OH  
Panelist: Mike Perhay, General Manager, Triumph Thermal Systems, Forest, OH  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch**
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: C. Robert Sawyer, Regional Director, EDA Chicago Regional Office  
Introduction to EDA: Robert Hickey, Economic Development Representative, Ohio and Indiana  
Planning: William Warren, Economic Development Program Specialist  
Construction: Mohammed Saeed, Engineer, and Suresh Shah, Engineer
- 4:30**      **Adjourn**



**Regional Economic Development Roundtable  
Competing Globally, Growing Regional Economies, Creating Jobs  
Aims College Corporate Education Center**

**Greeley, CO  
June 22, 2004**

- 9:00am Welcome**  
Moderator: Robert Olson, Regional Director, EDA Denver Regional Office  
Speaker: Sandy Baruah, Chief of Staff, Economic Development Administration
- 9:30 Strategic Discussion about Competition and Job Creation**  
Moderator: Robert Olson, Regional Director, EDA Denver Regional Office  
Panelist: Eric Bergeson, Amgen, Boulder, CO  
Panelist: Dave Hergert, Hergert Milling/Chicory USA, Scottsbluff, NE  
Panelist: Lucille Mantelli, Kodak, Windsor, CO  
Panelist: Rich Werner, CTEK, Boulder, CO  
Panelist: Kevin Schwindt, RR Donnelley Norwest Corporation, Greeley, CO  
Panelist: Sandy Baruah, Chief of Staff, Economic Development Administration
- 11:00 Break**
- 11:15 Economic Development Administration Investment Programs**  
Introduction to EDA, Planning and CEDS, Construction  
Overview: Robert Olson, Regional Director, EDA Denver Regional Office  
Introduction to EDA: John Zender  
Planning: Richard Manheim  
Construction: Shirley Marshall
- 12:30pm Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
San Juan College, Information Technology Center**

**Farmington, NM  
June 24, 2004**

- 9:00am**      **Welcome**  
Moderator: Michael Skaggs, President and CEO, NextGen, Albuquerque, NM  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:15**      **Enhancing the Region's Economy: Making Challenges into Opportunities**  
Moderator: Michael Skaggs, President and CEO, NextGen, Albuquerque, NM  
Panelist: Tim Montoya, Aztec Machine, Aztec, NM  
Panelist: Rodney Johnson, Sales Manager, Wood Group Generator Services, Farmington, NM  
Panelist: Dave Davis, President and CEO, Quicktruss, Farmington, NM  
Panelist: Vivienne Tallbull, CEO, Silver State Construction, Shiprock Subway, Navajo ACE Home Center, Shiprock, NM  
Panelist: George Friberg, Senior Director, Technology Ventures Corporation, Albuquerque, NM  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:30**      **Break**
- 10:45**      **Strengthening Local Economies Through Regional Approaches**  
Moderator: Michael Skaggs, President and CEO, NextGen, Albuquerque, NM  
Panelist: Greg Anesi, Independent Mobility Systems, Farmington, NM  
Panelist: Steve Rumore, President, Avalanche Engineering and Avalanche Ranch, Bayfield, CO  
Panelist: Key Jobson, Chief Info. Officer, Rocky Mountain Chocolate Factory, Durango, CO  
Panelist: Tom Wishon, Founder, Tom Wishon Golf Technology, Durango, CO  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch – Sponsored by the Northwest New Mexico Council of Governments, Region 9 Economic Development District of Southwest Colorado, Inc., and San Juan Economic Development Service**
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: Pedro Garza, Regional Director, EDA Austin Regional Office  
Introduction to EDA: Rick Sebenoler, EDA Austin Regional Office  
Planning: Sharon Frerking, EDA Austin Regional Office  
Construction: Dave Culbertson, EDA Austin Regional Office
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Serbian American Cultural Center**

**Weirton, WV  
September 15, 2004**

- 8:30am**      **Welcome**  
**Introduction:** Dr. John C. Brown, Executive Director, Brooke-Hancock RP&DC  
**Welcome:** William Miller, Mayor of Weirton, and Domenick Mucci, Mayor of Steubenville  
**Speaker:** Anne Pope, Federal Co-Chair, Appalachian Regional Commission  
**Speaker:** Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:00am**      **Panel 1: Job Growth: Our Regional State Future**  
**Moderator:** David Satterfield, Executive Director, West Virginia Development Office  
**Panelist:** Donald Donell, President, Starvaggi Industries, Inc.  
**Panelist:** Steven Fenell, President, Sal Chemical  
**Panelist:** Dewey Guida, Owner, Dewey Guida Enterprises  
**Panelist:** Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:30am**      **Break**
- 10:45am**      **Panel 2: Economic Job Growth through Targeted Investment**  
**Moderator:** Denise Chamberlain, Director of Risk Management, ARCADIS G&M Inc.  
**Panelist:** Mark Schneider, President, Rubinoff Company  
**Panelist:** Senya Isayeff, Principal, Alliance Environmental Systems  
**Panelist:** Mike Jacoby, Executive Director, Progress Alliance Jefferson County, Ohio  
**Panelist:** Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:00pm**      **Luncheon (Sponsored by the West Virginia Regional Planning and Development Council)**
- 1:30pm**      **Training Component – Introduction to EDA, Planning and CEDS, Construction**  
**Overview:** Paul Raetsch, Director Pennsylvania EDA Regional Office  
**Introduction to EDA:** Paul Raetsch, Regional Director, EDA Philadelphia Region and Byron Davis  
**Planning/CEDS:** Patricia Overall, Chicago EDA Regional Office  
**Construction:** Suresh Shah, Chicago EDA Regional Office
- 4:00pm**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Beloit College, Richardson Auditorium**

**Beloit, WI  
September 21, 2004**

- 9:00am**      **Welcome**  
Moderator: Jane E. Svennevig, Beloit Chamber of Commerce Board and Executive Committee  
Speaker: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 9:15**      **Panel 1: Strategic Discussion about Competition and Job Creation**  
Moderator: Jane E. Svennevig, Beloit Chamber of Commerce Board and Executive Committee  
Panelist: Ken Hendricks, ABC Supply, Inc. (Beloit, WI)  
Panelist: Steve P. Townshend, Cadbury-Adams (Rockford, IL)  
Panelist: John Streich, President, eFutures (Platteville, WI)  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 10:30**      **Break**
- 10:45**      **Panel 2: Strategic Discussion about Competition and Job Creation**  
Moderator: Jane E. Svennevig, Beloit Chamber of Commerce Board and Executive Committee  
Panelist: Jim Fisher, Fairbanks Morse-Engine (Beloit, WI)  
Panelist: Larry Voss, Paperchine (Rockton, IL)  
Panelist: Dr. David Sampson, Assistant Secretary of Commerce for Economic Development
- 12:30**      **Lunch Pearson's Hall and Moore Lounge, 504 Emerson St.  
Lunch sponsored by ABC Supply, Inc.**
- 2:00**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: Wayne Schroeder for Robert Sawyer, EDA Chicago Regional Office  
Introduction to EDA: John Peck, EDR for Michigan and Wisconsin  
Planning: Wayne Schroeder, Senior Economic Development Program Specialist  
Construction: Mohammed Saaed, EDA
- 4:30**      **Adjourn**



**Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Holiday Inn Express**

**Bemidji, MN  
September 23, 2004**

- 8:30am**      **Welcome:**  
Dave Hengel, Economic Development Director, Headwaters Regional Development Commission  
**Speaker:** Nathaniel F. Wienecke, Deputy Assistant Secretary for External Affairs and Communications, Economic Development Administration
- 9:00am**      **Panel 1: Strategic Discussion about Competition and Job Creation**  
**Moderator:** Dave Hengel, Economic Development Director, Headwaters, Regional Development Commission  
**Panelist:** Bill Guffey, Vice President/General Manager, Westin Automotive, Manufacturing Facility  
**Panelist:** Jim Russ, Vice President, Team Industries  
**Panelist:** Robert Bogart, Senior Policy Advisor, Economic Development Administration
- 10:30am**      **Break**
- 10:45am**      **Panel 2: Strategic Discussion about Competition and Job Creation**  
**Moderator:** Dave Hengel, Economic Development Director, Headwaters Regional Development Commission  
**Panelist:** Mitchell Johnson, Director, Rouseau Manufacturing Facility, Polaris Industries  
**Panelist:** Steven Muzzy, Controller, Central Boiler  
**Panelist:** Peter Aube, Manager, Lumber Operations, Potlatch Corporation  
**Panelist:** Robert Bogart, Senior Policy Advisor, Economic Development Administration
- 12:00pm**      **Lunch on your own**
- 1:30pm**      **Training Component** – Introduction to EDA, Planning and CEDS, Construction  
Overview: Jack Arnold, EDA Chicago Regional Office  
Introduction to EDA: Jack Arnold, EDA Chicago Regional Office  
Planning/CEDS: James MacConnell, EDA Chicago Regional Office  
Construction: Suresh Shah, EDA Chicago Regional Office
- 3:30pm**      **Adjourn**

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Please note: Some speaker bio statements are not included because they were received too late (or not at all), or because of last minute speaker substitutions.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Eastern Maine Community College  
Katahdin Region Higher Education Center***

***East Millinocket, Maine  
January 13, 2004***

***Speaker Contact Information and Biographical Statement***

**Michael Aube, Maine State Director, USDA Rural Development, 967 Illinois Ave., PO Box 405, Bangor, ME 04402; Ph—207-990-9100, Fax—207-990-9165, m.aube@me.usda.gov**

Michael W. Aube is State Director for Rural Development in Maine. During his career he has served in various capacities at the local, state, and federal levels. He served as the Mayor of Bangor in 1999-2000; worked in Washington, DC, in the offices of Senator Edmund Muskie and Senator George Mitchell; was President of Eastern Maine Development Corporation; was the State of Maine's Commissioner for the Department of Community and Economic Development; and was the first director of the Maine Quality Center, a customized skill-training program designed to help expand Maine's businesses.

**Jon Ford, State Office representative, Senator Susan M. Collins, 202 Harlow Street, Rm. 204, PO Box 655, Bangor, ME 04402; Ph—207-283-0417, Fax—207-990-4604**

**Jack N. Lufkin, Director, Economic Development Division, City of Portland, 389 Congress Street, Portland, Maine 04101; PH—207-874-8945, FAX—207-756-8217, jnl@portlandmaine.gov**

Jack currently serves as the Director of the Economic Development Division for the City of Portland where he is responsible for the operation of the City's business help center, The Resource Hub, as well as the not for profit Downtown Portland Corporation, which provides loans and grants to Portland businesses and provides financial due diligence for the City's Tax Increment Financing incentive program. Prior to his nearly 5 years in Portland, Jack was the founding Executive Director for the Freeport Economic Development Corporation. Jack is a graduate of the University of Maine.

**Congressman Michael H. Michaud (D-2<sup>nd</sup>), 437 Cannon House Office Building, 1<sup>st</sup> and Independence Aves., SE, Washington, DC 20515; Ph—202-225-6306, Fax—202-225-2943, rep.mikemichaud@mail.house.gov**

Previously a 30-year employee of Great Northern Paper Company, Michaud was elected to the Maine House of Representatives in 1980, where he went on to serve seven consecutive terms. In 1994, he defeated a millionaire incumbent in his first bid for the Maine Senate, despite huge Republican victories across the country. During his first term in the Maine Senate, he was appointed to Governor King's Productivity Realization Task Force. In 1996 he was appointed Chair of the Senate Appropriations Committee. In 2000, as Chair of Appropriations, Michaud fought to ensure there were funds in the budget for the legal defense of the Maine Rx program, which he cosponsored.

Michaud serves on the Veterans' Affairs Committee and is the Ranking Member on the committee's Benefits Subcommittee. In addition, Mike serves on the House Committee on Transportation and Infrastructure and House Committee on Small Business. Michaud is a graduate of the John F. Kennedy School of Government Program for Senior Executives in State and Local Government at Harvard University. In 1989, he was awarded a Doctor of Public Service from Unity College.

**John Mullin, Vice Provost for University Outreach, Dean of the Graduate School, University of Massachusetts Amherst, 239 Whitmore Building, Amherst, MA 01003; Ph—413-577-2345, Fax—413-577-4272, mullin@provost.umass.edu**

Dr. Mullin is the Provost for University Outreach at the University of Massachusetts, Dean of the Graduate School and Director of the Center for Economic Development. He is also President of Mullin Associates, Inc. Mullin has an active research and planning practice which focuses on studies, plans and recommendations concerning economic revitalization and industrial development. Mullin is a Fellow of the American Institute of Certified Planners and a

Senior Fulbright Scholar. He has written or edited over 100 book chapters, book reviews, technical reports, journal articles, and conference proceedings. He is a Brigadier General in the Army National Guard.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; Ph—202-482-5081, Fax—202-273-4781, dsampson@eda.doc.gov**

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His prior experience in the private and public sectors includes serving as President & CEO of the Arlington, Texas Chamber of Commerce and as Chairman of the Texas Council on Workforce and Economic Competitiveness and as Vice Chair of the Texas Strategic Economic Development Planning Commission in then Governor Bush's Administration. Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Matthew Walker, Oversight Counsel to the Senate Small Business and Entrepreneurship Committee, SR-172, 1<sup>st</sup> and C Streets, NW, Washington, DC 20510; Ph—202-224-5175, Email—Matt\_Walker@Small-Bus.senate.gov**

**Jake Ward, Executive Director, Office of Research and Economic Development, University of Maine, 5717 Corbett Hall, Orono, ME 04469-5717; Ph—207-581-2201, Fax—207-581-1479, jsward@maine.edu**

Jake Ward is the executive director of the University of Maine Office of Research and Economic Development, which manages federal grants and industrial contracts. It acts as the liaison office for business and industry, supporting economic development with the assistance of University of Maine resources. The department also acts as the University technology transfer office, handling patenting, licensing, and commercialization activities for the University of Maine. In addition, the office runs two small business incubators in information technology and aquaculture.

Mr. Ward actively supports economic development projects at the University of Maine and in partnerships with many state and non-profit programs. He sits on the boards of the Maine Technology Institute (MTI), the Maine Manufacturing Extension Partnership (MEP), the Applied Technology Development Centers, the Composites Technology Development Center, the Bangor Area Target Development Corporation and the Maine Composites Alliance. He holds a B.S. in Mechanical Engineering and an M.S. in Ocean Engineering from the University of New Hampshire.

*Tuck School of Business, Dartmouth College  
Hanover, New Hampshire  
January 14, 2004  
Speaker Contact Information and Biographical Statement*

**Stuart Arnett, Director, NH Division of Economic Development, P.O. Box 1856, 172 Pembroke Road, Concord, NH 03302-1856; 603/271-2591, 603/271-6784 (fax), sarnett@dred.state.nh.us**

**Jac Cuddy, Executive Director, Mount Washington Valley Economic Council, 1620 East Main Street, Center Conway, NH 03813; 603/447-6622, 603/447-9947 (fax), jac@mwvec.com**

Jac Cuddy is a recently retired banker. He is an active member of the community, as he is involved in Valley Vision, the Children's Health Center, Kiwanis and has served as President of "First Night". Formerly, he has been on the Conway Board of Selectmen. Cuddy has a Political Science Degree from St Anselm's College and a degree from the University of Wisconsin Graduate School of Business. Cuddy is currently the Executive Director of the Mount Washington Valley Economic Council and is a State certified Economic Developer.

**Jack Dugan, Monadnock Economic Development Council 39 Central Square, Suite 201, Keene, NH 03431; 603/352-4939, 603/357-4917, info@monadnock-development.org**

Jack Dugan has served as MEDC President since 1991. In this capacity, Jack has developed over \$105 million worth of real estate and 1.3 million square feet of commercial and industrial space. He has helped create and retain thousands of jobs, and he continues to play an integral role in the revitalization effort of Downtown Keene.

Jack earned his B.A. from Tufts University. He is certified by the National Development Council as an Economic Development Finance Professional.

**Gregg Fairbrothers, Dartmouth Entrepreneurial Network, Dartmouth Entrepreneurial Network Dartmouth College, 14 S. Main St., Suite 2F, Hanover, NH 03755; 603/646-0290, 603/646-0291 (fax), gef@dartmouth.edu**

Mr. Gregg Fairbrothers, Class of 1976, serves as the founding director of the program. Prior to returning to the Upper Valley in 1999, he was President and founder of a mid-sized international oil and gas producer, Samson International, Ltd. Over 20 years, he managed, founded and built exploration and production companies on three continents. Since that time Mr. Fairbrothers has been involved in a number of startup initiatives, some in cooperation with faculty of the Tuck School. Out of that activity grew the proposal that become the entrepreneurship support initiative for Dartmouth and its schools.

Mr. Fairbrothers graduated Dartmouth with a B.A. in Earth Sciences. He also earned an M.S. degree from Rutgers University in Geology in 1977, as well as an M.B.A. from the University of Tulsa in 1983.

**Ross Gittell, James R. Carter Professor, Department of Management, McConnell Hall, University of New Hampshire, Durham, NH 03824; 603/862-3340, 603/862-3393 (fax); ross.gittell@unh.edu**

Professor Gittell's areas of expertise and research include business and government relations and state and local economic development. Prior to joining the Whittemore School, Professor Gittell taught at Harvard University where he was also a research fellow at the John F. Kennedy School of Government's Center for Business and Government and for the Harvard Institute for International Development, and the New School for Social Research where he was also senior associate at the Community Development Research Center.

He received his Ph.D. (Public Policy) from Harvard University, M.B.A. from University of California at Berkeley, and A.B (Economics) from the University of Chicago.

Professor Gittell is the author of two books, *Renewing Cities* (Princeton University Press, 1993) and *Community Organizing: Building Social Capital as a Development Strategy* (with Avis Vidal, Sage Publications, 1998) and "Inner City Business Development and Entrepreneurship: New Frontiers for Policy and Research," (with Phil Thompson) in Ronald F. Ferguson and William T. Dickens (eds.), *The Future of Community Development: A Social Science Synthesis* (Washington D.C.: Brookings Institute Press, 1998). He has also published in numerous academic journals including, the *Economic Development Quarterly*, *Journal of Policy Analysis and Management*, *Regional Studies*, *National Civic Review*, *Journal of Entrepreneurial and Small Business Finance* and *New England Economic Review*

**Frederick W. King, State Representative, PO Box 146, Colebrook, NH 03576; 603/237-8716, 603/237-5268 (fax), fbking@markosoftplus.net**

Fred King is a member of the NH House of Representatives and recently retired after serving for 10 years as an administrator of Coos County, NH. He serves on the NH House Finance Committee and focuses on economic development issues. He is President of the Great North Woods Region Association, Chairman on North Country Council's Transportation Committee, and a member of the New Hampshire Forum on Higher Education. Previously, he served for six years as a state senator and is a past-president of the North Country Council.

King has great concern for and interest New Hampshire's north country and the creation of new and expanded employment opportunities for its citizens.

**George Malek, Vermont Association of Chambers of Commerce, 802/229-5711, CVermont1@aol.com**

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; Ph—202-482-5081, Fax—202-273-4781, Email—dsampson@eda.doc.gov**

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***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Plaza Hotel and Conference Center, Sioux City, Iowa  
January 16, 2004***

**Ronald A. Cox, Director, Center for Industrial research and Service, 2272 Howe Hall, Suite 2620, Ames, IA 50011-2272; 515/294-9592, 515/294-4925 (fax), [rcox@ciras.iastate.edu](mailto:rcox@ciras.iastate.edu)**

Ron Cox is the CIRAS field agent in the Mason City, Iowa. His office is located at Northern Iowa Area Community College (NIACC). He is responsible for managing the Mason City area as well as assisting the College of Engineering to develop an off-campus degree program in mechanical engineering with NIACC.

Ron's corporate background includes the position of vice president of engineering at a manufacturing corporation where he managed engineering efforts as well as a quality assurance program. He was responsible for technical issues associated with domestic and international sales. He was also a program manager at General Dynamics.

In addition, he designed, installed, and managed the first research workstation network in the College of Engineering at the University of Oklahoma. He also taught and conducted research at the University of Oklahoma and Iowa State University.

He earned a Ph.D. from Iowa State University, the M.S. from the University of Texas at Arlington, and the B.S. from Iowa State University in aerospace engineering. He also attended Loras College in Dubuque, majoring in engineering.

**Beth Danowsky, Executive Director, Iowa Rural Development Council, Iowa Department of Economic Development, 200 East Grand Avenue, Des Moines, IA 50309; 515/242-4875, 515/242-4809 (fax), [Beth.danowsky@ided.state.ia.us](mailto:Beth.danowsky@ided.state.ia.us)**

Beth Danowsky holds a degree from the University of Northern Iowa in public relations, journalism and marketing. She is Executive Director of the Iowa Rural Development Council. Previously, she served as Director of the Southeast Iowa Regional Planning Commission in Burlington. During her tenure, the Commission administered U.S. Department of Commerce, EDA District EDD planning and revolving loan programs; the ISTE program; housing assessment; solid waste planning and management programs; regional narcotics task force and domestic shelter projects, a \$13 million FEMA flood recovery program; and numerous individual community and business development projects. In addition, Beth worked in public relations and development for a work activity center and sheltered workshop in western Iowa.

Beth is past chair of the Iowa Association of Regional Councils and has been active in numerous civic, church and professional organizations including the area Small Business Advisory Council and Economic Development Coordinating Council.

**Mark R. Drabenstott, Vice President and Director, Center for the Study of Rural America, Federal Reserve Bank of Kansas City, 925 Grand Boulevard, Kansas City, MO 64198; 816/881-2697, [mark.drabenstott@kc.frb.org](mailto:mark.drabenstott@kc.frb.org)**

Mark Drabenstott is a seasoned observer of the rural economy who has gained national and international recognition for his economic analysis and policy insights. Mark joined the Bank in 1981 and was named a vice president in 1990. Throughout his career at the Bank, Mark has been an ardent observer of the leading issues facing the rural economy and food and agriculture sector, publishing more than a hundred articles and editing five books. Mark is a frequent speaker before industry, university, and public policy audiences throughout the nation. On more than a dozen occasions, he has testified before Congress on rural and agricultural policy issues.

In October of 1998, Mark was named Director of the Center for the Study of Rural America. The Center serves as the Federal Reserve's focal point for research on rural and agricultural issues. It publishes *The Main Street Economist*, a monthly newsletter on rural America, and sponsors an annual conference on rural policy issues.

Mark also provides leadership to a number of national organizations. He is currently a member of the U.S. delegation to an OECD committee that tracks global trends in rural issues. He is a past director of the National

Bureau of Economic Research and he has also advised the World Bank. Mark earned a bachelor's degree from Earlham College and M.S. and Ph.D. degrees from Iowa State University.

**Stephen Frayser, President, University of Nebraska Technology Park, 4701 Innovation Drive, Lincoln, NE 68521-5330; 402/472-4200, 402/472-4203 (fax), [sfrayser@foundation.nebraska.edu](mailto:sfrayser@foundation.nebraska.edu)**

As the second President of the University of Nebraska Technology Park, Steve brings 26 years of economic and business development experience to the Park's mission of fostering commercialization of new technology products and services by the University and private enterprise in the state.

Previously, Steve spent six years with the University's Office of Technology Transfer, most recently as its Interim Director. He also served as the Director of Economic Development for the City of Lincoln and as a loaned executive to the Lincoln Partnership for Economic Development. While with the City, Steve was a key staff member in the successful effort to develop the University of Nebraska Technology Park and the Technology Development Center business incubator. He also played an important role in the creation of the Nebraska Electronics Industry Group and development of the Nebraska Center for Excellence in Electronics.

Steve serves on the Board of Directors of the Nebraska Economic Developers Association, Invest Nebraska (the state's venture capital network), the Nebraska Center for Excellence in Electronics and the Nebraska Enterprise Forum. Steve is also active in the Association of University Research Parks, the National Business Incubator Association and the Association of University Technology Managers.

In previous positions Steve served as the Deputy Director of the Nebraska Department of Economic Development where he was responsible for program development and evaluation; director of a county-wide economic development corporation in Greeley, Colorado; Deputy Director of Industrial Development for the Kansas Department of Commerce; and worked in the Industrial Development and Field Service Divisions of the Nebraska Department of Economic Development.

Steve is a Certified Economic Developer. He received his BA in Political Science with an emphasis in public administration, graduating with honors from Colorado State University in 1975. From 1975-1977 he was selected as one of the first federal Public Service Education Fellows at CSU majoring in Political Science with an emphasis in natural resources development and public policy.

**Sharon Juon, Executive Director, Iowa Northland Regional Economic Development Commission, 501 Sycamore, Ste. 333, Waterloo, IA 50703; 319/235-0311, 319/235-2891 (fax), [sjuon@incog.org](mailto:sjuon@incog.org)**

Sharon Juon is executive director of the Iowa Northland Regional Council of Governments, a planning organization for six counties and 52 cities. Juon has held numerous community leadership positions, including vice president of the Waterloo Chamber of Commerce and executive director of the Waterloo Downtown Council. She has a bachelor's degree from Iowa State University.

As executive director of the Iowa Northland Regional Council of Governments, Sharon Juon has a unique perspective about organizational relationships that allows her to knit together agencies to achieve community goals. She is a valued volunteer in the community, with numerous honors and recognition from the Chamber of Commerce, the Waterloo Community School District, YMCA, United Way, and Goodwill Industries.

**Congressman Steve King, (R-5<sup>th</sup>), 1432 LHOB, Independence and New Jersey Aves., SE, Washington, DC 20515; 202/225-4426, 202/225-3193 (fax)**

Steve King was elected to Iowa's new 5th Congressional District in 2002. A committed fiscal and social conservative, Congressman King is focused on agribusiness, tax issues, transportation and infrastructure, and senior benefits. He serves on the House Committees on Agriculture, the Judiciary, and Small Business.

King is putting his 28 years of experience in agribusiness to work for Iowans on the Agriculture Committee, which addresses the farm bill and rural economic conditions, crop insurance, agricultural trade, commodity futures trading, agricultural research and promotion, conservation, farm credit, welfare and food nutrition programs, and food safety inspection.

While serving in the Iowa Senate, he was Chairman of the State Government Committee and Vice Chairman of the Oversight Budget Subcommittee and a member of the Senate Appropriations Committee, Judiciary Committee, Business and Labor Committee and the Commerce Committees. In these capacities he sponsored numerous bills, amendments and resolutions to make Iowa a better place for all Iowans. Steve King attended Northwest Missouri State University.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; 202/482-5081, 202/273-4781 (fax), [dsampson@eda.doc.gov](mailto:dsampson@eda.doc.gov)**

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**Craig Schroeder, Center for Rural Entrepreneurship, 317 South 12th St., Suite 200, Lincoln, NE 68508-2197; 402/423-8788, 402/323-7349 (fax), [craigs@ne.rr.com](mailto:craigs@ne.rr.com)**

Craig Schroeder is Senior Associate at the Center for Rural Entrepreneurship in Lincoln, Nebraska. His primary focus at the Center is community-based business success planning and youth entrepreneurship.

Craig's previous experience includes establishing the Nebraska Telecommunications and Electronic Commerce Initiative to help rural communities expand economic development and career opportunities locally via the Web and remote telework. He also helped convert a public school building into a regional business incubator; directed the City of Cambridge Nebraska's economic development program, and has served on the Nebraska Rural Development Commission. He has also served on various boards, including the Heartland Center for Leadership Development, National Rural Development Partnership, Intrastate Universal Service Fund Task Force, Southwest Nebraska Development Network, and the Holbrook School Board.

Schroeder has a Bachelor of Science in Agricultural Economics with an Emphasis in Rural Community Economics and Marketing.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Graceland Inn and Conference Center***

***Elkins, WV  
January 22, 2004***

***Speaker Contact Information and Biographical Statement***

**Congresswoman Shelley Moore Capito, 1431 Longworth House Office Building, Independence and New Jersey Aves., SE, Washington, DC 20515; Ph—202-225-2711, Fax—202-225-7856**

Shelley Moore Capito was elected to the 107th Congress as a Representative of the Second Congressional District of West Virginia. She is the only Republican in the West Virginia delegation, as well as the only woman.

Capito has pushed for progress on issues important to West Virginians, including a plan to give seniors substantial discounts on prescription drugs, a coal gasification plant that created over 1,100 new jobs, and exploration of new technologies that use energy resources cleanly. She also inserted an amendment into a defense authorization bill that creates a new fund to accept donations to rebuild the Pentagon, an idea that was given to Congresswoman Capito from an 8th grade constituent.

Capito serves on the House Banking and Financial Services Committee, the House Transportation and Infrastructure Committee, and the House Small Business Committee. All assignments are very prestigious for a freshman member of Congress, and the Transportation and Infrastructure assignment especially has tremendous potential for West Virginia.

Capito's political career began when she was elected to the West Virginia House of Delegates in 1996, representing the 30th District of West Virginia. Before her political career, Capito worked as a career counselor at West Virginia State College and as the Director of the Educational Information Center for the West Virginia Board of Regents. She holds B.S. in Zoology from Duke University, and a M.Ed. from the University of Virginia.

**Dr. D. Anne Cavalier, Vice President of Institutional Advancement and Research, West Virginia University Tech, EDA University Center, 405 Fayette Pike, Montgomery, WV 25136; Ph—304-442-3049, Fax—304-442-3052, Email—[acavalier@wvutec.edu](mailto:acavalier@wvutec.edu)**

Dr. Cavalier works with WVU administrators, regional campus administrators and the WVU Extension Service to build relationships with southern communities, schools, business and industry. Since 1989, Cavalier has served in her current position at WVU Tech, where her focus has included corporate, alumni, government and community relations; economic development; public relations and marketing; and social justice. She has also served as executive director of the WVU Tech Alumni Association and Tech Foundation, Inc.

She recently was named outstanding fundraising executive by the West Virginia chapter of the National Society of Fund Raising Executives. Previously, she served for two years as vice president for financial affairs and facilities. She is also an associate professor in Tech's Department of Business Management.

Cavalier has also served in several roles with WVU's Department of Human Resources; she was human resources director from 1986-1987 and later interim assistant vice president for human resources.

Cavalier holds a bachelor's degree in teacher education/social studies from West Virginia Tech, a master's degree in social work from WVU, and a doctorate in educational administration from the Virginia Polytechnic Institute and State University.

**Jim Hooper, Ph.D, Marshall University, Director, Center for Environmental, Geotechnical, and Applied Sciences Weisberg Professor, College of Information Technology and Engineering, Marshall University, Huntington, West Virginia 25755; Ph—304-696-6204, Fax—696-4355, Email—[hooper@marshall.edu](mailto:hooper@marshall.edu)**

Dr. Hooper has been Director of Marshall University's Center for Environmental, Geotechnical, and Applied Sciences since 1993. He is also Weisberg Professor of Information Systems in the College of Information Technology and

Engineering. Hooper was previously Vice President for Research and Dean of the College of Information Technology and Engineering. Prior to his employment at Marshall University he was Professor of Computer Science at the University of Alabama in Huntsville, and earlier was with NASA Marshall Space Flight Center. He holds a Ph.D. degree in computer and information sciences from the University of Alabama at Birmingham.

**Randall Kempner, Executive Director, Center for Regional Innovation, Council on Competitiveness, 1500 K St., NW, Suite 850, Washington, DC 20005; Ph—202-969-3403, Fax—202-682-5150, [Email—rkempner@compete.org](mailto:rkempner@compete.org)**

Mr. Kempner brings over a decade of work in the field of national and international development consulting to the Center, having led comprehensive competitiveness projects in the US, Bermuda, Colombia, El Salvador, and Peru. He has worked in a wide variety of industry clusters, ranging from agroindustry and apparel to biotechnology and software.

Kempner is presently leading the CRI initiative with EDA to catalyze innovation-based economic development strategies in regions throughout the US. He graduated from the University of Texas at Austin with a Master of Business Administration and a Master of Public Affairs. Randall earned his bachelors degree in Government from Harvard University.

**Raymond Oliverio, Executive Vice President, West Virginia High-Tech Consortium Foundation, 1000 Technology Drive, Suite 1000, Fairmont, WV 26554; Ph—304-366-2577, Fax—304-366-2699, [Email—raoliverio@wvhtf.org](mailto:raoliverio@wvhtf.org)**

Mr. Oliverio leads property development and other efforts to attract potential clients to purchase or lease property owned by the Foundation in the I-79 Technology Park. During his tenure, the park has expanded from 26 acres to more than 439 acres and he is involved in efforts to expand the technology park to over 500 acres. Mr. Oliverio oversees Foundation fundraising and leads all efforts to attract grants, gifts and endowments to fund projects. He is also responsible for corporate and community relations and establishing banking relationships.

West Virginia Governor Wise appointed Oliverio to the Southern Governor's Advisory Committee on Research, Development and Technology in 2001, and to the board of directors of the West Virginia Council for Community and Economic Development. Mr. Oliverio received his bachelor's and master's degrees from West Virginia University.

**Anne B. Pope, Federal Co-Chair, Appalachian Regional Commission, 1666 Connecticut Avenue, NW Suite 700, Washington, DC 20009-1068; 202/884-7799, 202/884-7691**

Anne B. Pope was appointed to head the Appalachian Regional Commission by President George W. Bush in 2002. Prior to her appointment, Pope was commissioner of the state of Tennessee's Department of Commerce and Insurance. She was named to that position by Governor Don Sundquist in November 1999.

A former businesswoman and an attorney, Pope was previously president/chief executive officer and vice president/chief financial officer for the Parks-Belk Company and president of Proffitt's of the Tri-Cities. She was also an associate attorney with the Washington, D.C., firm Webster, Chamberlain, and Bean.

Pope has served as the executive director for the Tennessee Film, Entertainment, and Music Commission and was a member of Governor Sundquist's 1996 Commission on Practical Government and his 1997 Council on Excellence in Higher Education. She has also been a member of the boards of directors for the Bank of Tennessee and the Johnson City Chamber of Commerce.

She is past president of the Arts Council of Greater Kingsport and was chairman of the 1997 Business Hall of Fame for Junior Achievement. Pope has also served as zone chairman for the National Association of Insurance Commissioners.

Pope earned degrees from Vanderbilt University and the Cumberland School of Law at Samford University. Following law school, she clerked for U.S. District Judge James D. Todd in Jackson, Tennessee. She is admitted to practice law in Tennessee and the District of Columbia.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; Ph—202-482-5081, Fax—202-273-4781, Email—[dsampson@eda.doc.gov](mailto:dsampson@eda.doc.gov)**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001.

Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices.

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In 2002, Dr. Sampson directed EDA investments of over \$350 million dollars in 842 projects among America's most vulnerable communities, helping to create thousands of critically needed jobs. He oversees a \$1.46 billion portfolio of economic development grants and projects.

His prior experience in the private and public sectors includes serving as President & CEO of the Arlington, Texas Chamber of Commerce and as Chairman of the Texas Council on Workforce and Economic Competitiveness and as Vice Chair of the Texas Strategic Economic Development Planning Commission in then Governor Bush's Administration. Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Paul Schreffler, Training Coordinator, West Virginia Wood Technology Center, 10 Eleventh St., Elkins, WV 26241; Ph—304-637-7500, Fax—304-637-4902, Email—[paul@wvwoodtech.com](mailto:paul@wvwoodtech.com)**

Paul Schreffler is Training Coordinator at the West Virginia Wood Technology Center in Elkins, WV, an innovative facility focused on providing customized training programs, technical support services, time-share use of production equipment, incubator space for new businesses, and economic development activities for the wood products manufacturing industry.

Schreffler has 30 years of experience, including owning a small business that produced high-end custom cabinetry and furniture. He has taught wood manufacturing programs both at the secondary and adult levels.

As well as general wood industry knowledge, Mr. Schreffler provides particular expertise to WV companies in the areas of computer-aided manufacturing and automated processes. He is currently working on the development of methodologies for the delivery of industry-specific vocational and workforce training using distance-learning technologies. He holds a BS in Vocational Education from West Virginia University Institute of Technology, and is currently completing a Masters Degree in Adult and Technical Education at Marshall University.

**Greg Simington, Director, Southern Ohio Diversification Initiative, 1864 Shyville Rd., Piketon, OH 45661; Ph--740-289-3654, Fax--740-289-4591, Email--[sodi@zoomnet.net](mailto:sodi@zoomnet.net)**

Mr. Simonton authored the SODI Community Transition Plan (and its subsequent updates) designed to address the negative economic and social impacts from the shutdown of the US Department of Energy's massive PORTS Gaseous Diffusion Plant. Under Mr. Simonton's direction, SODI has secured more than \$20 million in worker and community transition funding, primarily from the USDOE, EDA, Appalachian Regional Commission, and the State of Ohio. SODI has developed and owns a large scale industrial park, is building a business incubator & training center with Ohio State University, has implemented several displaced worker assistance programs, and is currently serving as a developer by constructing multiple commercial and industrial buildings to serve new and existing businesses. To date, SODI programs have retrained more than 300 workers and created more than 1,000 jobs.

Prior to serving as the SODI Executive Director, Mr. Simonton worked for the Ohio Valley Regional Development Commission, in Waverly, Ohio as a Regional Planner and Transition Coordinator (1994-1998). He holds a degree in Science and a degree in Geography from Ohio University.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Washington State University, East Building Auditorium  
Richland, WA  
February 9, 2004  
Speaker Contact Information and Biographical Statement***

**Sandy Baruah, Chief of Staff, U.S. Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; 202/482-4615, 202/273-4781 (fax), sbaruah@eda.doc.gov**

As Chief of Staff, Sandy functions as a principle representative of EDA to both internal and external audiences and serves as a senior advisor to the Assistant Secretary of Economic Development on a host of policy, strategic and operational matters. His role includes direct oversight of the Office of Strategic Initiatives, which is responsible for EDA's policy formation and review.

Prior to his current service to the Bush Administration, Baruah was with Performance Consulting Group, a Portland, Oregon-based management consulting firm focused on business process and organizational improvement for large and medium size companies. While with Performance Consulting Group, he worked on client projects for firms such as Walt Disney World, Intel, KeyBank, Oregon Health Sciences University and others.

Baruah entered public service as an aide to U.S. Senator Bob Packwood from Oregon. After working in the Senator's Portland and Washington, D.C., offices, he went on to serve on the campaign staff of George Bush for President (1988) and then to positions in the "Bush 41" Administration with the Secretary of Labor and Secretary of the Interior.

Baruah holds a B.S. from the University of Oregon and a M.B.A. from Willamette University

**Lee Cheatham, Ph. D., Executive Director, Washington Technology Center (WTC), 300 Fluke Hall, Box 352140, Seattle, WA 98195; 206/685-7549, 206/543-3059 (fax), cheatham@u.washington.edu**

During Dr. Cheatham's tenure, WTC has expanded its interactions with companies and communities within Washington State to encourage innovation and technology development leading to job growth. Prior to his position at WTC, Dr. Cheatham founded the Strategic Projects Group, a startup software and information services company. In addition, Cheatham has held several senior management positions including a 17 year commitment with Pacific Northwest National Laboratory. Cheatham's global experience has focused on building market-driven interactions under a variety of commercial, government and university sponsorships. In each of his assignments, Dr. Cheatham has focused on the impact of innovation and collaboration. Dr. Cheatham received a BS degree from Oregon State University and MS degree from Washington State University, both in electrical engineering (1978, 1981). He also received a Ph.D. in electrical engineering with specialization in optical computing from Carnegie-Mellon University in 1984.

**Dee Christensen, Rural Telework Director, e-Work Center to Bridge the Digital Divide, Washington State University, P.O. Box 7142, Olympia WA 98507; 360/586-2063, 360/236-2024 (fax), christensend@wsu.edu**

Dee Christensen is Director of the Telework Program at the Washington State University Center to Bridge the Digital Divide, and is nationally recognized as an expert in telework research and program development. She has managed all WSU telework activities since 1989 including the Puget Sound Telecommuting Demonstration, The Washington State Telework Center, the Telework Technical Assistance Program, Long Term Telework Impacts Study, Washington State Telework Coalition and the Washington Rural Telework Project. Dee was a founding member of the Telework Collaborative, a group of five-states that have developed award-winning resources for employers interested in implementing telework. She is an active member of the International Telework Association & Council and serves on Senator Patty Murray's Rural Telecommunications Working Group.

**Bill Grinstein, Associate Director of Public Affairs, Battelle/PNNL, P.O. Box 999, Richland, WA 99352; 206/526-3013, Grinstein@battelle.org**

Bill Grinstein is responsible for business and government relations and outreach in order to accomplish greater utilization of publicly funded research and development by both industry and government within the Northwest region. Prior to 1996 he was Assistant Director for Technology Transfer.

Previous experience includes consulting for the State of Washington on state-related international programs and activities, the Department of Energy on diversification of one of its major sites. Volvo-Penta on its Far East marine markets, and GTE on national policy related top fiber optics and video applications. Grinstein served as president of a statewide economic development organization supported by the major corporations in Washington. He has also provided business and economic advisory services to public and private clients and served as vice president of planning and development for a major national food-manufacturing corporation.

Grinstein has done graduate work in Economics at the University of California at Berkeley and the University of Washington. He earned a BA in finance at the University of Washington.

**Congressman Doc Hastings, (R-4<sup>th</sup>), 1323 Longworth HOB, Washington DC 20515-4704; 202/225-5816, 202/225-3251 (fax)**

Doc Hastings has served in the U.S. House of Representatives since 1995. Hastings ranks sixth among Republican members on the powerful House Rules Committee that controls the flow of all legislation to the House floor and determines which amendments will be put to a vote by the full House.

Rules Committee members are traditionally barred from serving on other legislative Committees. However, in January 2000, Hastings was appointed to a newly created seat on the Budget Committee, which sets the framework for federal spending and tax relief. In January 1999, Hastings was appointed Assistant Majority Whip. Hastings is the founder and Chairman of the House Nuclear Clean-Up Caucus. Hastings also serves as a member of the Northwest Energy Caucus, the Western Caucus, the Rural Caucus, and the Rural Health Care Coalition.

From 1979 to 1987, he served in the Washington State House of Representatives, where he was selected by his colleagues to be Assistant Majority Leader and Republican Caucus Chairman. Hastings studied business administration at Columbia Basin College and at Central Washington University.

**Larry James, Ph.D., Chancellor, Washington State University, 2710 University Drive, Richland, WA 99352; 509/372-7258, 509/372-7354 (fax)**

A 1970 graduate of WSU, James went on to earn his doctorate in agricultural engineering from the University of Minnesota. He joined the agricultural engineering faculty at WSU in 1977, becoming chair of the department in 1987. He was named associate dean and director of academic programs in 1993, has served as interim dean of the college before assuming the chancellor position.

**Richard Larman, Acting Director, Washington State Department of Commerce, Trade and Economic Development, Box 42525, Olympia, WA 98504-2525; 360/725-4057, 360/586-0873 (fax), dickl@cted.wa.gov**

Dick Larman's life has spanned many industries. Raised in logging, heavy construction and commercial fishing Dick has owned and operated clothing stores, a mining consulting company and a custom meat cutting operation. Between college and businesses he also found time to serve in the US Army for three and one-half years.

During the last 20 years he has dedicated his time to public service. Dick has worked with communities to redevelop aging central business districts, and over the past eight years has lead project teams to develop industrial and commercial lands for expansion and recruitment activities. As a result he has lead technical and financial teams in over 100 local business development projects estimated at \$130 million in public investments. He is currently leading an effort to develop a comprehensive approach to economic development service delivery for Washington State.

**Lura J. Powell, Ph.D., President and CEO, Advanced Imaging Technologies, 2400 Stevens Drive, Suite B, Richland, WA 99352; 509/375-3100, 509/375-6032 (fax), lpowell@owt.com**

**Jerry Schneider, Fluor Hanford, Inc., MSIN H8-64, Box 1000, Richland, WA 99352-1000; 509/376-4496, 509/372-2454 (fax), J\_M\_Jerry\_Schneider@rl.gov**

As a contractor employee for the U.S. Department of Energy, Mr. Schneider has been active in economic development in the Tri-Cities region for more than seven years. Currently he is Program Manager for Fluor Hanford's Economic Diversification Program. In that role he oversees Fluor Hanford's private-sector investments in the area, which include the construction for sale or lease of a 103,000-square-foot industrial building in Pasco and nearly \$2 million in venture capital equity in local firms. In his role as an economic development partner with local organizations, he serves on a number of boards and committees, including as chairman of the City of Richland's citizen-based Economic Development Committee. The Committee was the lead organization in the recent update of the City's Strategic Economic Development Plan.

**Mike Schwenk, Vice President and Director of Economic Development and Communications, Pacific Northwest National Laboratory, P.O. Box 999, K9-87, Richland, WA 99352; 509/375-2803, 509/372-4589 (fax), mike.Schwenk@pm.gov**

At Pacific Northwest National Laboratory, a U.S. Department of Energy multi-program national laboratory operated by Battelle, Schwenk's responsibilities include technology commercialization, regional economic development support, all communications related activities, corporate contributions, and scientific and technical information management. In addition, Mike has a corporate role in coordinating the intellectual property activities at four national laboratories with Battelle corporate center.

Mike has over twenty-five years of technical, project and general management experience. This experience has been gained in government, small business, nonprofit and corporate settings. Mike has significant background in the defense, environmental, engineering-procurement-construction, business consulting and economic development sectors. Personal skills include strategic thinking, business development, communication and leadership. He has a Master's Degree in Management and a Bachelor's Degree in Engineering.

During his career Mike has run his own two-person business on one extreme and managed a 300 person corporate operation on the other. He has participated in the successful execution of dozens of business deals including government privatizations, business startups, technology licensing and corporate relocations/expansions. Collectively, these transactions represent tens of millions of dollars in assets/financing and hundreds of new jobs. Mike has also led numerous community projects to improve the business climate and quality of life in his community. As a long time and very involved resident of the Pacific Northwest, his knowledge of the regional economy, and its business and political network, is extensive.

**Patrick Tam, Ph.D., Spokane Intercollegiate Research and Technology Institute, 665 N. Riverpoint Blvd., Spokane, WA 99202-1665; 509/358-2000, 509/358-2092 (fax), Patrick@sirti.org**

Patrick Tam has over 20 years of experience in engineering, bioengineering, public health and technology transfer. Prior to joining SIRTI, Dr. Tam was president of ARRAE International, a privately held company focused on the development and transfer of innovative technology from Chinese research institutions to the U.S. He also served as CEO of the Software Revolution, Inc. which serves major corporations and government entities in modernizing their legacy software for e-commerce. He has also held executive positions in a number of private companies in various industries: biotechnology, computer software, electronics and health care. He was also involved in taking two companies public.

He was President of the Washington Research Foundation (WRF) and was responsible for commercializing technologies developed at the University of Washington. His ability to work with research scientists, businesses and investment communities led to his successful program at the WRF.

He holds a B.S. and M.S. in engineering from M.I.T. and a doctorate in bioengineering from U.C. Berkeley.

**Bill Tovey, Director, Department of Economic and Community Development, Confederated Tribes of the Umatilla Indian Reservation, 73239 Confederated Way, Pendleton, OR 97801; 541/276-3873, 541/276-3262 (fax), billtovey@ctuir.com**

Bill Tovey has over 18 years of financial management experience, including working for the Umatilla Tribe for the past 15 years. He holds a BS degree in business finance from the University of Idaho.

Tovey oversees a staff of 55 in a variety of department, including economic development, tax administration, construction development, land acquisition, farming enterprise, retail shops, and housing. He has been the lead on the development of the Tribe's Wildhorse Casino and Resort. Mr. Tovey is also the Chairman of the Tribe's housing authority.

**Michael Tracy, Executive Director, Grays Harbor EDC, 506 Duffy Street, Aberdeen, WA 98520; 360/532-7888, 360/532-7922 (fax), ghedc@techline.com**

Michael Tracy has an extensive and varied career in manufacturing and economic development. His experience runs the gamut from low-tech business owner, where his company manufactured tape cartridges for the radio industry, to high-tech management at Digital Equipment Corporation, where he oversaw the manufacturing of read-write heads for computers. He has also managed the design, development and placement of nuclear hardened facilities for the government. Tracy is also the Chairman of the Washington Economic Development Association, a statewide association of economic development professionals.

**Rob Welch, Mayor, City of Richland, 505 Swift Blvd., Richland, WA 99352; 509/942-7390, rwelch@richland.wa.us**

Rob Welch has lived in Richland for 25 years and graduated from Richland High School in 1983. He married his wife, Teri, in 1985, and they have three children. Rob has worked in the heating and air conditioning field for 20 years and has been a business owner for over 17 years. Currently, he owns and operates Castle Air, Inc. near the Richland Airport. Rob was elected to the Richland City Council in 2002 and was elected Mayor in January 2004. He has also served on the Richland Chamber of Commerce, the Economic Development Board, the Utility Advisory Committee, the Tri-Cities Home Builders Association, and is a past President of the Tri-Cities HVAC-R Contractor's Association.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Rogue Valley Manor  
Medford, OR  
February 11, 2004  
Speaker Contact Information and Biographical Statement***

**Travis Boersma, Owner, Dutch Brothers Coffee, 903 NW F Street, Grants Pass, OR, 97526; 541/955-4700, 541/471-0330 (fax)**

Dutch Brothers Coffee was established in 1992 by brothers Dane and Travis Boersma. Previously part of the family's dairy business, they entered the coffee market after their father turned the dairy farm into a golf course. The business has grown from a pushcart they set up every morning in downtown Grants Pass, to more than 30 stores and over 200 employees.

**Jacqueline Debets, Economic Development Coordinator, Humboldt County, Prosperity Network, Project Humboldt County Economic Development Division, 520 E Street, Eureka, CA 95501; 707/445-7745, 707/445-7219 (fax), [jdebets@co.humboldt.ca.us](mailto:jdebets@co.humboldt.ca.us)**

Jacqueline Debets is a fifth generation native of Humboldt County. In her capacity with the County, Debets has been a leader in developing the collaborative partnership that implements the CEDS: Prosperity Network. Her facilitation of industry cluster leaders has engaged the private sector in local economic development and focused community leadership and resources on the needs of base industry clusters.

Debets is a graduate of Cornell University.

**Elizabeth Fugas, Owner, Rising Sun Farms, 5126 South Pacific Hwy, Phoenix, Oregon 97535-6606; 800/888-0795, 541/535-8350 (fax), [elizabeth@risingsunfarms.com](mailto:elizabeth@risingsunfarms.com)**

After ten years of college coupled with seven years in big business, it became clear that there was more to life than a good job. In 1976, Elizabeth signed on as a cook on ocean racing yachts. This provided a way to travel to ports throughout the world and shop fresh markets offering a variety of exotic ingredients. Elizabeth soon became well known within the circle of yacht racers for menus using the freshest ingredients and in particular, fresh herbs. Word of her culinary creations and status as a chef traveled with the winds. Elizabeth started receiving requests for her recipes and, as a way to finance continued travels, she began making and selling gallons of pesto sauces to other yachts.

Ready to retire, Elizabeth and her husband chose a remote farm in Southern Oregon to raise their family in a clean environment duplicating their seafaring standard of self-sufficiency. The land and farm equipment purchases had depleted their savings. Their research coupled with an ever-expanding library of organic farming manuals provided the solution to earning an income...herbs!

The majority of Rising Sun Farms specialty food products are branded. These include six pesto sauces, nine cheese tortas (layered cheeses), eight vinaigrettes, five vinegars, four mustards and three specialty oils. Most of the products are available in retail and food service packaging. Rising Sun Farms has always been a leader with innovative products that add to consumer's quality of life with a high regard for safe agriculture practices, paving the path to a sustainable planet for our generations to come.

**Sue Kupillas, Jackson County Commissioner, Southern Oregon EDD Board, 10 S. Oakdale, Room 200, Medford, OR, 97501; 541/774-6116, [kupillSC@jacksoncounty.org](mailto:kupillSC@jacksoncounty.org)**

Sue Kupillas is a native Oregonian. She holds a bachelor's degree in Interior Architectural Design from the University of Idaho. She has worked in the private sector, both as a bookkeeper and a rancher. She worked in the public sector as a secondary school teacher before being elected County Commissioner.

Kupillas has been on the Jackson County Board of Commissioners since January 1989. Not only is she a Board liaison to several county departments and advisory committees, but also to the Bureau of Land Management and the Forest Service. She serves on the Regional Problem Solving Committee and chairs the Metropolitan Planning

Organization. In addition to being the Chair of the Urban Renewal Agency of Jackson County in White City Sue is involved with the White City Community Improvement Association.

Kupillas also serves on several boards of directors, including the Job Council, the Executive Board of the Association of O & C Counties, the Board of St. Mark's Episcopal Church in Medford, and Homestead Capital, which focuses on affordable housing.

**Wayne Luzier, Executive Director, CEO, CCD Business Development Corporation, 744 SE Rose Street, Roseburg, OR 97470; 541/672-6728, 541/672-7011**

Luzier is Executive Director and CEO of CCD Business Development Corporation, a private, non-profit corporation founded in 1971. CCD is not a government entity, but is designated by the US Department of Commerce, Economic Development Administration, as the Economic Development District serving, Coos, Curry, and Douglas Counties.

Luzier manages CCD's economic development and development finance programs, as well as taking an active role in a variety of other CCD projects. He has been with CCD since 1987 and prior to being appointed to serve as the Chief Executive Officer, he was the senior Commercial Loan Officer and Credit Administrator for CCD.

Luzier served as a commercial loan officer in the banking industry for 18 years. He is and has been an active member of numerous professional, civic and community organizations.

**Don Mitchell, P.O. Box 1104, Brookings OR, 97415; 541/469-9741, 541/469-2278 (fax), cherie@florapacifica.com**

Don Mitchell is a retired Agricultural Development Officer with the Agency for International Development having served in Thailand, Laos, the Philippines and Washington, DC. Together with his wife moved to Brookings, Oregon in 1989 to grow commercial cut flowers as a retirement project. The business developed into Flora Pacifica, Inc. that now has 12 employees; ships fresh cut hydrangeas nationally; has a retail shop at the farm that is popular with local and tourist customers; makes wreaths for major mail order catalogs; has a website and publishes a catalog for retail sales and; processes special forest products mostly for floral foliages and potpourri. He retired from active management of the company in August 2003 and his son Peter is now serving as the CEO of Flora Pacifica.

**Dr. Earl Potter, Southern Oregon University Provost and Vice President for Academic Affairs 1250 Siskiyou Blvd., Ashland, Oregon 97520; 541-552-6114**

Earl H. Potter III is Provost and Vice President for Academic Affairs at Southern Oregon University. He is also the former Dean of the College of Business at Eastern Michigan University and the former Director of Organizational Development and Employment Services at Cornell University. Dr. Potter received his Ph.D. in Organizational Psychology from the University of Washington in 1978. His research on leadership and stress has been published in the Journal of Applied Psychology, Academy of Management Journal, and Journal of Personality and Social Psychology. Dr. Potter is a member of the Board of Examiners for the Malcolm Baldrige National Quality Award and a former Fellow of the American Council on Education.

**Dan Ripke, California State at Chico, Center for Economic Development, Chico, CA 95929-0765; 530/898-4596, 530/898-4734 (fax), dripke@csuchico.edu**

Dan Ripke, a native of Northern California, holds a Bachelor of Science degree in international business, a Bachelor of Arts degree in French, and a master's degree in business administration from California State University, Chico. He has worked for the Center for Economic Development for 10 years, serving as Director for the center's 20-county service region. In this capacity, he provides economic development and planning technical assistance to over 20 percent of the state of California. Dan is a member of the American Economic Development Council, the California Association for Local Economic Development, and the National Association of Development Organizations. His areas of special training include data analysis and economic impact analysis.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; 202/482-5081, 202/273-4781 (fax), dsampson@eda.doc.gov**

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Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices.

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His prior experience in the private and public sectors includes serving as President & CEO of the Arlington, Texas Chamber of Commerce and as Chairman of the Texas Council on Workforce and Economic Competitiveness and as Vice Chair of the Texas Strategic Economic Development Planning Commission in then Governor Bush's Administration. Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**L. H. "Trey" Senn, Executive Director, Klamath County Economic Development Association, Box 1777, Klamath Falls, OR 97601; 541/882-9600, 541/882-7648 (fax), [kceda@cdsn.net](mailto:kceda@cdsn.net)**

Mr. Senn has been the Executive Director, Klamath County Economic Development Association (KCEDA) since 1993. He is also the Secretary, Klamath Community Development Corporation (KCDC) and is Coordinator and "Lead" for TEAM Klamath. Senn earned a bachelor's degree in political science and a master's degree in planning from Clemson University.

**John Snider, District Director, Rep. Greg Walden (R-2<sup>nd</sup>), 843 East Main Street, Suite 400, Medford, OR 97504; 541/776-4646, 541/779-0204, [John.Snider@mail.house.gov](mailto:John.Snider@mail.house.gov)**

John Snider grew up in Medford, Oregon and is a graduate of the University of Oregon. Upon graduation, he joined PepsiCo and held several positions including Marketing Specialist and District Manager in Montana and Wyoming. Following his career with PepsiCo, John returned to Medford to manage the family business, Pepsi-Cola Bottling Company of Medford.

He founded Lindstrom/Snider and Associates, an advertising and marketing agency that represented clients such as Wendy's, Blockbuster Video, Pacific Power, and Pepsi in 1993. During that period, he also managed two radio stations in Corvallis, Oregon. In 1995, he joined the district staff of Congressman Wes Cooley and was promoted to District Director. Snider then managed Bob Smith's successful campaign to regain his former congressional seat. Snider served as District Director for Congressman Smith for two years and now serves as District Director for Congressman Greg Walden. He is in his sixth year with Congressman Walden.

**John Sessions, Ph. D., Professor, Oregon State University, Department of Forestry Engineering; 223 Peavy Hall, Corvallis, OR, 97331-5706; 541/737-4952, 541-737-4316(fax), [john.sessions@oregonstate.edu](mailto:john.sessions@oregonstate.edu)**

Dr. Sessions teaches resource scheduling, transportation planning, harvest planning, and logging mechanics at Oregon State University. Dr. Sessions has a BS in Civil Engineering from the University of California, an MS in Civil Engineering from California State University, an MS in Forest Engineering from the University of Washington, and a Ph.D. in Forest Management from Oregon State University.

Previously, he was a Systems Analyst and Harvesting Division Manager for JARI Florestal in Brazil; Director of Transportation Planning, Rocky Mountain Region, USDA Forest Service; Harvesting Specialist and Director of Logging System Training, USDA Forest Service; and Staff Economist, Division of Timber Management, Wash. D.C., USDA Forest Service. He has also done a variety of international consulting projects.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
University of the Pacific/Raymond Great Hall  
Stockton, CA  
February 13, 2004***

**J. Vann Cunningham, Assistant Vice President, Burlington Northern Santa Fe, 2650 Lou Menk Drive MOB-2, Fort Worth, TX 76131; 817/867-6336, 817/352-0376 (fax), James.Cunningham2@BNSF.com**

J. Vann Cunningham is responsible for Economic Development Programs throughout the railroad's 28 state service area. He is former Practice Principal at Lockwood Greene, an international design and consulting firm, where he directed the economic development and industrial site location consulting practice worldwide. Site location clients included firms such as DaimlerChrysler, 3M, and Boeing among other Fortune 1000 and major multinational firms. Mr. Cunningham formerly directed industrial, economic and community development programs and was Chief of Regional Planning at the Tennessee Valley Authority. He obtained a BA degree in Social Anthropology and an MS in Urban and Regional Planning from the University of Tennessee.

**Donald V. DeRosa, President, University of the Pacific, 3601 Pacific Avenue, Stockton, California 95211; v209/946-2344**

A former psychology professor with a love of liberal arts and a commitment to academic innovation, President Donald V. DeRosa, was selected as the 23rd president of University of the Pacific in 1995. DeRosa's experiences as a student, professor and administrator have taken him across the country. He attended American International College in Springfield, Mass., as an undergraduate, receiving his bachelor's degree in 1963 with a major in psychology. He earned his master's and doctorate in psychology at Kent State University in Ohio, completing his doctorate in 1967. Before coming to Pacific, DeRosa had been Provost at the University of North Carolina at Greensboro for five years. As chief academic officer of the 12,000-student university, DeRosa was responsible for overseeing all academic programs, admissions, financial aid, advising, continuing education and international programs.

**Thomas R. Harris, Professor, Department of Resource Economics, MS 204, University of Nevada at Reno, Reno, NV 89557-0105; 775/784-1681, 775/327-2225 (fax), harris@cabnr.unr.edu**

Dr. Harris is a Foundation Professor and State Extension Specialist in Rural; Economic Development at the University of Nevada, Reno. He is Director of the University Center for Economic Development at the University of Nevada. His areas of research and extension are rural economic development and economic impact modeling.

Dr. Harris received his undergraduate degree in economics at the University of Texas at Arlington, his masters in agricultural economics at Texas Tech University, and his doctorate in agricultural economics at Oklahoma State University.

**Jeff Kaspar, Deputy Director, Port of Stockton, 2201 W. Washington St., Stockton, CA 95203; 209/946-0246, 209/465-7244 (fax), jkaspar@stocktonport.com**

Jeff Kaspar's responsibilities include directing Port of Stockton lease preparations, property management, and property development negotiations working with potential tenants or developers. He handles tenant and development inquiries or requests coordinating these activities with the facilities, operations, and other administrative departments. Effective March 1, 2004, Kaspar will be the Deputy Port Director for the Port of Stockton.

Kaspar came to the Port of Stockton after serving as the Special Projects Manager for Stevedoring Services of America, Bellingham, WA. While working for Stevedoring Services of America he was responsible for siting and permitting for major port projects. Kaspar also worked for American Airlines as Director of Properties and Facilities for the S.W. Region and as Deputy Executive Director for the Port of Bellingham, WA and Executive Director for the Port of Coos Bay, OR. Kaspar received his degree in Political Science/Pre Law from Oregon State University, University of Oregon. While in Oregon he was a member of the Governor's Advisory Committee on Maritime Affairs and the Oregon Public Ports Association Executive Committee.

**Michael Locke, President & CEO, San Joaquin Partnership, 2800 West March Lane, Suite 470, Stockton, CA 95219; 209/956-3380, 209/956-1520 (fax)**

Locke is President and CEO of the San Joaquin Partnership & Business Council, Inc. the non-profit economic development corporation designed to recruit new business and industry into San Joaquin County while working to help identify, examine and resolve county-wide issues to create a better business climate. Prior to joining the Partnership in 1994, Mr. Locke was City Manager of Tracy for 21 years. During his tenure in Tracy, he organized the City's economic development program and was responsible for leading the development of more than 4,000 acres of residential, commercial and industrial development that provided the basis for dynamic growth in Tracy. Two of Mr. Locke's major achievements as City Manager were the construction of the Tracy Outlet Mall and the finalizing of plans for The West Valley (Regional) Mall, which opened October 25, 1995. Before becoming City Manager, Mr. Locke was Tracy Community Development Director after having been a City Planner in San Joaquin and Napa Counties. A graduate of Sacramento State College, Mr. Locke is a member of the prestigious Urban Land Institute, International Asset Management Council and Corporate Real Estate Network, and was elected to Alpha Lambda International, an economic and real estate development honorary society. He is a member of the Business Advisory Board of the Eberhardt School of Business at the University of the Pacific.

**Leroy Ornellas, Chairman, San Joaquin County Board of Supervisors; Owner, Ornellas Dairy, Room 701, Courthouse, 222 East Weber Avenue, Stockton, CA 95202; 209/468-0181, 209/468-2189 (fax)**

A third generation farmer and dairyman, Ornellas has served as a member of the San Joaquin County Agricultural Advisory Board, appointed to the Board by former County Supervisor Bob Cabral. He was selected by his peers to serve as Chair of the Agricultural Advisory Board for 5 years. He was honored by the City of Tracy and the Tracy Chamber of Commerce as "Agriculturist of the Year" in 1995.

Ornellas serves on the board of directors for the Sutter/Tracy Community Hospital and the Tracy Chamber of Commerce. He is a founding member of the San Joaquin County Citizens Land Alliance, an organization that advocates for the rights of private property owners. He has been active in land use issues as a member of the first "Tracy Tomorrow" task force. He has provided testimony to various legislative bodies engaged in the development of land use plans, such as the San Joaquin County 2010 General Plan and the City of Tracy General Plan.

Ornellas was elected to the Board of Supervisors in November of 2002 and was recently elected to serve as Chair. Supervisor Ornellas serves on various boards and commissions such as, the Aviation Advisory Board, the Health Commission, Advisory Water Commission, Delta Protection Commission, and the Caltrans Rail Task Force Steering Committee.

**Fran Peace, District Director, Congressman Wally Herger, 55 Independence Circle, Suite 104, Chico, CA 95973; 530/893-8363, fran.peace@mail.house.gov**

Fran Peace has served as District Director for Congressman Herger since his election to the Second Congressional District in 1987. Prior to that, Fran served with Herger in the California State Legislature when he represented the Third Assembly District. In her nineteen years with Congressman Herger, Peace has logged nearly 400,000 miles traveling the Second Congressional District representing Herger throughout the ten county district stretching from Yuba County and north to Tulalake near the Oregon border. Peace hails from San Jose, California, where she attended schools and received her AA in Marketing

**Rep. Richard Pombo (R-11<sup>th</sup>), 2411 Rayburn House Office Building, Independence Ave., and S. Capitol St., SW, Washington, DC 20515; 202/225-1947, 202/225-0861 (fax), rpombo@mail.house.gov**

Richard Pombo was sworn in to his sixth term in the House of Representatives in January of 2003. He represents the Eleventh District of California, which includes San Joaquin County, and portions of Alameda County, Contra Costa County and Santa Clara County. He previously served as a city councilman in Tracy, California from 1990 to 1992. He serves on various committees, including: Co-Chair of the Speaker's Task Force on Affordable Natural Gas, Chairman of the House Resources Committee, and member of the Agriculture Committee. He is co-founder of the Portuguese Caucus, a coalition of 35 members of Congress who promote positive Portuguese-American relations. He also co-founded the San Joaquin County Citizen's Land Alliance. The Alliance is a coalition of farmers and other property owners who advocate private property rights, and fight attempts by government to strip these rights away from citizens.

In 2001, he was elected Chairman of the Congressional Western Caucus. The Western Caucus, an organization of fifty-five Members of Congress, works to form one voice on issues such as Endangered Species Act reform, water

rights, private property rights and other issues affecting Congressional districts in the West. Subsequently, Mr. Pombo stepped down when he was voted chairman of the House Resources Committee.

A fourth generation Californian, Mr. Pombo is very active in a variety of business interests, including dairy, farming, trucking, and beef cattle operations. He was born in Tracy in 1961, and attended California State University at Pomona.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves, NW, Washington, DC 20230; 202/482-5081, 202/273-4781 (fax), dsampson@eda.doc.gov**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001. Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices. Dr. Sampson is committed to transforming EDA into a results oriented agency that maximizes economic impact per dollar of input. In that regard, he directs efforts of EDA to achieve President Bush's vision that every geographic area and demographic sector has a fuller opportunity to achieve the American Dream.

In 2002, Dr. Sampson directed EDA investments of over \$350 million dollars in 842 projects among America's most vulnerable communities, helping to create thousands of critically needed jobs. He oversees a \$1.46 billion portfolio of economic development grants and projects.

His prior experience in the private and public sectors includes serving as President & CEO of the Arlington, Texas Chamber of Commerce and as Chairman of the Texas Council on Workforce and Economic Competitiveness and as Vice Chair of the Texas Strategic Economic Development Planning Commission in then Governor Bush's Administration. Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Carol Tomlinson-Keasey, Chancellor, University of California at Merced, Box 2039, Merced, CA 95344; 209/724-4417, 209/724-4423 (fax)**

Dr. Tomlinson-Keasey received her B.A. from Pennsylvania State University, her M.S. from Iowa State University majoring in Psychology, and her Ph.D. from the University of California at Berkeley in Developmental Psychology. Dr. Tomlinson-Keasey was a faculty member at UC Riverside and left to take an administrative position at UC Davis where she was the Vice Provost for Academic Planning and Personnel and the Dean of the College of Letters and Science. Before her appointment as Chancellor she was the Vice Provost for Academic Initiatives at the Office of the President of the UC system. In this position, she served as the Senior Associate to the President for the 10<sup>th</sup> campus, helped launch the California Virtual University and planned the academic strategy and building for the UC Center in Washington.

**Carol Whiteside, President, Great Valley Center, Great Valley Center, 201 Needham Street, Modesto, CA 95354; 209/522-5103, 209/522-5116**

Carol Whiteside founded Great Valley Center in August of 1997 to promote the economic, social and environmental well being of California's Central Valley, defined as the area from Mt. Shasta to the Tehachapis, from the crest of the Coast Range to the foothills of the Sierra.

Whiteside served as the Director of Intergovernmental Affairs for Governor Pete Wilson working with local governments on issues of land use, finance and restructuring and economic development. She was Assistant Secretary at the California Resources Agency and specialized in resource conservation, land use and growth management issues. Whiteside served as a member of the Modesto City Schools' Board of Education, as a member of the Modesto City Council, and was elected Mayor in 1987. With almost twenty years of local government experience, she has been active in the California League of Cities, and the US Conference of Mayors and has worked with local governments at the State and national levels. She has participated in training seminars and leadership development with locally elected officials in Eastern Europe, Asia and North Africa. Whiteside is a graduate of the University of California at Davis.

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Competing Globally, Growing Regional Economies, Creating Jobs  
St. Andrews Presbyterian College, Avinger Auditorium  
Laurinburg, NC  
February 18, 2004  
Speaker Contact Information***

**Ted W. Abernathy Jr., Executive Vice President with the Research Triangle Regional Partnership, Box 80756 RDU Airport, NC 27623 919/840-7372, 919/840-0142 (fax), [tabernathy@researchtriangle.org](mailto:tabernathy@researchtriangle.org)**

Born and raised in Dallas, North Carolina, Abernathy received his bachelor's degree from the University of North Carolina at Chapel Hill; his Master's from Johns Hopkins University and graduated from the Economic Development Institute at the University of Oklahoma.

In January of 2001, he began work as the Executive Vice President for the Research Triangle Regional Partnership, a private non-profit economic development organization responsible for marketing a 13 county region of North Carolina. He is responsible for strategic initiatives and all external marketing including management of the Partnership's European investment attraction efforts.

The focus of his 23 years of economic development experience has been on marketing, economic planning and research, tourism, and worker training. Abernathy directed the City of Durham North Carolina's Economic and Employment Development Office from 1998-2000. From 1990-1998, he managed the Economic Development and Tourism efforts of Orange County, North Carolina. Previously, he held similar jobs in Baltimore City and Prince George's County in Maryland.

Abernathy is a marketing instructor with the American Economic Development Council and a frequent lecturer at the University of North Carolina's Institute of Government and City and Regional Planning Department. He is a past recipient of the NC County Commissioner Association's Ketner Award for employee productivity and was a 2001 Eisenhower Fellow for international study in economic development strategic planning.

**Randy Black, President & CEO, Longworth Industries, Inc., PO Box 68, 5417 NC 211, West End, NC 27376; 910/673-5290, x 23, 910/673-3875 (fax), [rblack@longworthind.com](mailto:rblack@longworthind.com)**

Black graduated in 1974 from the University of South Carolina with a bachelors of science in business administration, with a major in marketing. He has been with Longworth for almost five years. Previous experience includes senior consultant with HALO Promotional Products, Vice President of Marketing for Rawlings Sporting Goods, President, Pro-Line Cap, Athletic Apparel Division, Vice President of Sales and Marketing, Bike Athletic Company. His background has been primarily in the field of sports, with specific emphasis in apparel, packaged goods, and hard goods.

**Jim Clinton, Executive Director, Southern Growth Policies Board, PO Box 12293 Research Park Triangle, NC 27709; 919/941-5145, 919/941-5594, [jclinton@southern.org](mailto:jclinton@southern.org)**

Jim Clinton serves as executive director of the Southern Growth Policies Board. Jim previously served as president of the Louisiana Partnership for Technology and Innovation and president of Gulf South Research Institute. Clinton also served in a variety of state government positions in Louisiana and was lead author of a plan that reorganized Louisiana's executive branch from more than 250 governmental units into 20 principal departments. He also managed the Louisiana Superdome's transition from public to private management.

Clinton is a member of the board of trustees for the Southeastern Universities Research Association and also serves on the board of directors for the Southern Arts Federation and the Trans-Atlantic Technology and Training Alliance.

**Ruth A. Glaser, Vice President of Operations, Scotland Health Care Systems, 500 Lauchwood Dr., Laurinburg, NC 28352; 910/291-7502, [ruth.glaser@scotlandhealth.org](mailto:ruth.glaser@scotlandhealth.org)**

Ruth Glaser has been Vice President of Operations with Scotland Health Care Systems since 1997. She works closely with Medical Staff on divisional and housewide strategic and operational issues. Responsible for over one

hundred and eighty employees and an annual operating budget of more than \$14m including ten clinical, and two support departments.

Scotland Health Care System is community owned full service, health care system with operating budget of around \$70 million. Scotland Health Care System was recently honored at the 2003 Lumber River Workforce Development Board Awards Program as being among the best businesses in Scotland County with regard to their outstanding efforts in workforce development.

Glaser earned her Masters in Health Administration from Duke University and her bachelors in sociology from University of North Carolina at Wilmington.

**Rep. Robin Hayes (R-8<sup>th</sup>), 130 CHOB, 1<sup>st</sup> St. and Independence Ave., SE, Washington, DC 20515; 202/225-3715, 202/225-4036 (fax)**

Presently serving his 3rd term in Congress, Robin Hayes is a businessman with a personal background of community involvement and public service. Hayes represents the 8th Congressional District of North Carolina. The 8th District includes the counties of Mecklenburg (partial), Union, Anson, Richmond, Scotland, Hoke, Cumberland (partial), Montgomery, Stanly, and Cabarrus.

Hayes serves on three House Committees: Agriculture, Transportation and Infrastructure, and Armed Services. He pursued these committee assignments because they would directly benefit the 8th District. He has also been chosen to serve as the Chairman of the Congressional Sportsmen's Caucus, Chairman of the Special Operations Forces Caucus and he is an Assistant Whip in the House leadership.

A native of North Carolina, Hayes earned a degree in History from Duke University in 1967. Upon graduation, he began a career in business that has ranged from textiles to trucking.

Hayes owns and operates Mt. Pleasant Hosiery Mill. He has an extensive background in the private sector that includes Arctic Southern Turbines, Mack Sales of Birmingham, Colville Environmental Services, Palmer Mountain Farms (Highway Contractor), and Central Motor Lines. He is a licensed highway contractor in North Carolina, and he is an active pilot with a commercial rating.

**Tom Opsut, Executive Director, Laurinburg Downtown Revitalization Corporation, Executive Director, Scotland County Tourism Development Authority, P. O. Box 2440, Laurinburg, NC 28352, 910/277-7860, 910/2761397, LDRC@Carolina.net**

Tom Opsut has been Executive Director of the Laurinburg Downtown Revitalization Corporation and Scotland County Tourism Development Authority since 2003. Previously, he was Executive Director of Scotland County's Habitat for Humanity, and has also been a trial lawyer with the Indiana Supreme Court Disciplinary Commission, a regulatory attorney with Legal Services Corporation in Washington, D.C., and in private practice in Virginia.

Opsut earned his J.D. from Indiana University and his B.A. from LaSalle College in Philadelphia.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; 202/482-5081, 202/273-4781 (fax), dsampson@eda.doc.gov**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001.

Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices.

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Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Leslie Scott, Associate Director of Economic Development, The Frank Hawkins Kenan Institute of Private Enterprise, University of North Carolina at Chapel Hill, Box 3440, The Kenan Center, Chapel Hill, NC 27599-3440; 919/962-8871, 919/962-8202, Leslie\_Stewart@unc.edu**

Scott came to UNC-Chapel Hill in 1998 with 13 years experience at Research Triangle Institute (RTI). At RTI, Scott evaluated national programs for community development and helped communities and regions with economic development planning and problem solving. She holds a master's degree in public administration from UNC-Chapel Hill and a bachelor's degree in economics from Colgate University. She has completed the professional training program of the Economic Development Institute. In 2001, Scott was elected to the board of directors of the North Carolina Economic Developers Association (NCEDA). During her three-year term with NCEDA, she will help set policy and programs for this association of local and state economic development professionals in North Carolina.

**William B. Vanness, General Manager, Citation Castings LLC, Box 748, Biscoe, NC 27209; 910/428-2621, 910/428-4986, billv@biscoe.citation.net**

Vanness was born in Newport News, VA and is a graduate of Virginia Tech with a BS in Industrial Engineering and Operation Research. He also earned a Masters Degree in Industrial Management from Lynchburg College. Vanness has worked in the foundry industry for over 25 years, holding various engineering and operational management positions with Newport News Shipbuilding, Intermet Corporation and Citation Corporation.

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Palmetto Expo Center  
Greenville, SC  
February 20, 2004***

***Speaker Contact Information***

**Robert Henderson, Director, ReGenesis, 710 S. Church St., #2 , Spartanburg, SC 29306  
Phone: 864-583-2712 or 864/576-7106, Fax: 864-583-2713; email Robert@vision2destiny.com**

Robert Henderson, Jr. is currently serving as the Director of Job Development and Training for the ReGenesis Economic Development Organization in Spartanburg, SC. He has over 18 years of corporate experience with General Motors and Delphi Corporations. He has a BS in Electrical Engineering and a MS in Manufacturing Management. His work experience ranges from Manufacturing, Quality, Human Resources, Information Systems and Mergers & Acquisitions. Robert has served on the Board of Directors and committees in various community activities including the Urban League, Chamber of Commerce, United Way and Hinds Community College (Raymond, MS).

**Robert M. Hitt, Manager, Media and Public Affairs, BMW Manufacturing Corporation, PO Box 11000, Spartanburg, SC 29304-4100; phone 864/989-5588; 864/989-5527 (fax), email robert.hitt@bmw.mc.com**

**Joseph J. James, Chief Operating Officer, South Carolina Department of Commerce, 1201 Main Street, Suite 1600, Columbia, South Carolina; 803/737-0442, 803/737-0894 (fax), jjames@sccommerce.com**

Joseph J. James was appointed as Chief Operating Officer of the South Carolina Department of Commerce in September 2003. James helps the department design and implement new initiatives and develops and strengthens partnerships with a number of public and private entities interested in the economy of the state.

Mr. James has spent over thirty years working in economic development. His experience includes top-level positions in Austin, Chicago, Philadelphia, Richmond, and the Washington, DC area. He has built a successful track record in each place he has been, utilizing effective collaboration with business associations, universities and community-based organizations, as well as with governmental agencies.

Mr. James has had substantial success in attracting new companies, while offering meaningful assistance to existing businesses. Some projects he has been involved with include attracting SEMATECH, a national semiconductor consortium to Austin; the attraction of the United Airlines Reservation Center to Chicago; the expansion and relocation of Sun Trust's Operations Center in Richmond, and the attraction of the million-square-foot Bowie New Town Center to Maryland.

While he was with the Prince George's County Economic Development Corporation, in Maryland, from 1998 to 2002, he generated over 200 new business announcements or expansions, which stimulated nearly \$668 million in business investment and over 20,000 jobs.

He has developed, managed and collaborated with state and federal programs that have helped secure increased numbers of small business loans and expanded counseling assistance for small and minority businesses and spearheaded efforts to link local entrepreneurs to regional and national sources of equity and venture capital.

A champion of efforts to revitalize distressed communities, Mr. James has successfully lobbied to dramatically improve the Enterprise Zone Programs of the states of Maryland, Texas, and Virginia. He has also helped to secure millions of federal dollars for new programs to revitalize older, blighted communities.

**Karl B. Kelly, CEO, SC Biotechnology Incubation Program, 1 Gregor Mendel Circle, Greenwood, South Carolina 29646; 864/953-3981; fax 864/953-3984; kkelly@scbio.org**

Mr. Kelly directs the South Carolina Biotechnology Incubation Program, or SC Bio, supporting the creation of life science companies and the recruitment of biotech companies. The incubation program serves the state's research institutions including the Greenwood Genetic Center, Clemson, Medical University of South Carolina and University of South Carolina.

Over the past twenty-two years, Mr. Kelly has served in consulting and management roles in biotech, engineering, and construction companies. Experience includes facility planning, market analysis, project financing, real estate management, site location, scale-up/process development, and cGMP construction. Project development experience includes the United States, Europe, Caribbean, Canada, Mexico and Asia.

Specific job experience includes site/project development consulting services for Fluor Daniel, facility planning for Genentech, economic development for the Birmingham Metropolitan Development Board and sales management for Suitt Construction. Mr. Kelly received undergraduate degrees from Clemson University in 1978 and 1981. He currently resides in Greenwood, South Carolina.

**Samuel J. Konduros, President & CEO, Upstate Alliance, POB 2425, Greenville, SC 29602; phone 864/283-1000; fax 864/283-1066; email skonduros@upstatealliance.com**

Sam J. Konduros was named President & CEO of the Upstate South Carolina Alliance in May 2001, and leads regional economic development initiatives for the 10 counties of Upstate South Carolina. Konduros has extensive experience in international business, corporate management, business development, and sales/marketing strategies.

Konduros began his formal career in 1989 with the South Carolina Department of Commerce where he completed his service as a Senior Project Manager for the International Business Division in 1994. During that time Konduros helped attract and locate numerous foreign-based companies to South Carolina, and spearheaded an Australian business mission on behalf of Governor Carroll Campbell.

Previously, Konduros was General Manager, and Executive Vice President for North America, for German-based Alfmeier Corporation from 1994 to 1998.

Konduros earned a baccalaureate degree from Clemson University in 1985, where he was a Rhodes Scholar semi-finalist and graduated Magna Cum Laude. He received a Juris Doctorate from the University of South Carolina School of Law. He has been a licensed member of the South Carolina Bar since 1990.

**Maceo Nance, Director of Community and Rural Development, South Carolina Department of Commerce, Box 927, Columbia, SC 29202; phone 803/737-0832; fax 803/737-0538, mnance@commerce.state.sc.us**

Maceo Nance was initially appointed Director of Community and Rural Development in September 1995 and reappointed in March 1999. His responsibility is to develop and implement a program to assist rural South Carolina improve its competitiveness for new jobs and investment while also improving its quality of life.

During his twenty-eight year tenure in state level economic development, Mr. Nance has held several positions including: Director, National Business Development; Associate Director, National Business Development; Senior Project Manager; Project Manager; Financial Resources Representative; Community Development Coordinator; Financial Data Representative.

Nance holds professional memberships in a variety of organizations, including: International Economic Development Council (IEDC); Southern Economic Development Council (SEDC) and South Carolina Economic Developers Association (SCEDA).

Nance is a graduate from Morehouse College, Atlanta, GA.

**Christian E.G. Przirembel, Ph.D., Vice President for Research, Clemson University, 300 Brackett Hall, Clemson, SC 29634; 864/656-7701; fax 864/656-7701; email mel@clemson.edu**

Dr. Christian E.G. Przirembel has primary responsibility for the University's funded and unfunded research programs. He has served at Rutgers University and Clemson University as a faculty member and an academic administrator. At Rutgers University, Dr. Przirembel taught undergraduate and graduate courses in mechanical and aerospace engineering, conducted research and advised graduate students. In 1978, he was named Associate Dean for Academic Affairs for the College of Engineering.

In 1981, Dr. Przirembel was named Head of the Department of Mechanical Engineering at Clemson University. Major departmental highlights during his tenure included: seventeen outstanding new faculty members, four major research laboratories, a new engineering building (consolidating departmental activities from eight different buildings), seven-fold increase in research funding, seven-fold increase in graduate enrollment, Pi Tau Sigma Chapter, senior departmental honors program and substantial increase in national recognition of the Department.

From 1994 to 2001, Dr. Przirembel served as Associate Dean for Research and Graduate Studies in the College of Engineering and Science at Clemson University. Dr. Przirembel has represented Clemson University at both the state and national level. He served on Governor Beasley's South Carolina Science and Technology Advisory Council, which prepared the report entitled, "Strategies for Developing a Knowledge-based Economy." He was a member of Governor Hodges' Steering Committee of the Technology Transition Team. He chaired the State EPSCoR Committee for six years. He was also a member of the Technical Advisory Board for the South Carolina Research Authority. Finally, he represented Clemson on the Council for the Oak Ridge Affiliated Universities (ORAU). Dr. Przirembel earned his Ph.D. in Mechanical and Aerospace Engineering from Rutgers University.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves, NW, Washington, DC 20230; 202/482-5081, 202/273-4781 (fax), dsampson@eda.doc.gov**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001.

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Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**John Warner, Vice President, Kemet Corporation, P.O. Box 5928 Greenville, SC 29606; 864/963-6640, JohnWarner@KEMET.com**

John Warner's responsibilities include assisting the KEMET senior management team in the development of a global strategy, communicating that strategy internally and externally, and maintaining the consistency of KEMET's brand worldwide. Mr. Warner has been head of KEMET's communications since 2001. Prior to joining KEMET, Mr. Warner led a Greenville, South Carolina, venture capital firm and was a senior manager with KPMG. Mr. Warner holds numerous leadership positions and has received numerous awards related to his work with universities and industry to develop a more innovative economy in South Carolina.

Warner is a Certified Public Accountant and a Certified Management Accountant, and holds a Masters of Accountancy from the University of Georgia and a Bachelors of Science in Accounting from Clemson University.

**W.D. Workman, Consultant and formerly with Piedmont Natural Gas, Consultant, 30 Craigwood Rd., Greenville, SC 29607; 864/277-8924, 864/277-8924; citadel61@aol.com**

Bill Workman has been flogging economic development all his life. Recently retired as a vice president with Piedmont Natural Gas, he is now a full-time consultant in economic development. Prior to joining Piedmont in 1993, he spent 16 years with Daniel Construction, now Fluor Corporation.

He is president of the Greenville County Research & Technological Development Corp., the not-for-profit entity that has created a 1,400-acre industrial and technology park in Greenville County. He is also charter chairman of the Greenville Area Development Corporation.

Bill is currently on the boards of the S.C. Upstate Alliance, and Infomentum, the decision support center for Upstate South Carolina. He is actively engaged in the creation of other public-private partnerships developing industrial parks and sites throughout South Carolina.

Bill was mayor of Greenville from 1983 to 1995. He has served on the Southern Growth Policies Board, the S.C. Commission on Intergovernmental Relations, and on the boards of the S.C. Downtown Development Association and the Greater Greenville Chamber of Commerce. He chaired the S.C. Appalachian Development Partnership.

He is a past president of the Municipal Association of South Carolina and is a recipient of the Order of the Palmetto. He is a graduate of Leadership South Carolina and is listed in *Who's Who* in America. He is co-chair of the South Carolina Committee of the Newcomen Society. He was named the 1999 Nelson Mullins Business Person of the Year in Greenville; and Volunteer of the Year for 2000-2001 by the S.C. Economic Developer's Association.

Following graduation from The Citadel and two years active military duty, Bill was a reporter for The Charleston News and Courier, and then The Greenville News. He joined the staff of Greenville Technical College, where he was a teacher and dean of Allied Health Sciences. He served six years on the school board of Greenville County, and was a founder of the S.C. Literacy Association.

He served as Executive Assistant for Natural Resources and Economic Development for Governor James B. Edwards.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Central Florida Community College, Century Center  
Ocala, FL  
February 24, 2004***

***Speaker Contact Information***

**Dr. David Day, University of Florida Center of Excellence, Office of Technology Licensing, 310 Walker Hall, PO Box 115500, University of Florida, Gainesville, FL 32611; 352/392-8929, 352/392-6600 (fax), [dlday@ufl.edu](mailto:dlday@ufl.edu)**

David L. Day is the Director of the Office of Technology Licensing and Director of the Sid Martin Biotechnology Development Incubator at the University of Florida. Previously he served as the Director of the UAB Research Foundation at the University of Alabama, as Director of the Technology Assistance Program for the Alabama Small Business Development Consortium and as Director of Research and Information Services at Blount, Inc.

Day received his M.B.A. in Business Administration and a Masters of Library and Information Studies from the University of Alabama. He was a founding organizer of the Southeastern BioInvestors Forum, serves on the BioFlorida Board of Directors, the Executive Board of the Florida Research Consortium, was a founding member of the Biotechnology Association of Alabama and served as a member of the Board of Directors of the Birmingham Venture Club.

**Michael Frey, Vice President of Economic Development, Pensacola Area Chamber of Commerce, 117 West Garden Street, Box 550, Pensacola, FL 32591; 850/438-4081, ext 224, 850/438-6369 (fax), [mfrey@pensacolachamber.com](mailto:mfrey@pensacolachamber.com)**

Mike Frey has been with the Pensacola Area Chamber of Commerce since 1998. Previously, he was Assistant to the City Manager for Economic Development in Fort Lauderdale, and held various executive level positions with the Broward County Economic Development Council, Palm Beach County Business Development Board and chambers of commerce in Fort Lauderdale and Pompano Beach, Florida.

Frey has served on various boards, including the Workforce Escarosa Development Board and Enterprise Florida Board of Directors, Florida's Great Northwest Board of Directors; he serves on the Governor's Strategic Planning Advisory Council.

Frey recently received the Florida Economic Development Council Professional Economic Developer of the Year Award. He is a graduate of Ohio University and was awarded the professional designation of Certified Economic Developer (CEcD) by the International Economic Development Council in 1989.

**Moses L. Harvin, President and Chief Executive Officer, American Services Technology Incorporated (ASTI), 321/631-8771**

Harvin founded ASTI, an SBA 8(a) Certified Company and Veteran Owned Business, in 1995. ASTI concentrates on serving the needs of the business community from logistic management services to facilities support services. ASTI has the ability to keep cost competitive while maintaining a high level of service. ASTI has generated approximately \$8 million annually in revenues.

As Chairman of the 2001 board of directors for the Cocoa Beach Area Chamber of Commerce, Harvin was the first African American chairman in its 33 year history. He serves on the executive board of the United Way of Brevard County and is a member of the Brevard Schools Foundation, Brevard Community College Foundation, Civilian and Military Council, National Minority Supplier Development Council, National Contract Management Association, Brevard County Minority Business & Professional Network, Florida/NASA Business Incubation Center and Leadership Brevard.

He is the Director of the "Summit of Seven" a men & boys conference and workshop for over six years in the Melbourne/Palm Bay Communities. His workshop assists Black men and boys in the organization, planning and execution of life skills in economics, social and moral issues. This workshop has over 200 to 300 attendees annually.

Harvin earned an undergraduate degree at Claflin University and a Master's degree from Webster University. During a very distinguished military career Harvin received the Bronze Star (Gulf War), Meritorious Service Medal, Joint Service medal (Granada Invasion). Badges include the U.S. Army Ranger Tab, Airborne Badge and Air Assault Badge. Major Harvin retired from the military at Patrick Air Force Base in 1994.

**Jim Frasso, Regional Vice President, Lowe's Region 11 Office, 8529 South Park Circle, Suite 430, Orlando, FL 32819; 407/370-2872 x 201, 407/352-6309 (fax), Jim.M.Frasso@lowes.com**

Jim Frasso is a 28-year retail veteran, 11 with his current employer, Lowe's. For Lowe's and Kmart, Frasso managed numerous stores and was district manager in four states.

Frasso is Lowe's Regional Vice President for the Deep South Region (Southeast U.S); his responsibilities include store operations, merchandising, human resources, and building facilities and site selection. Frasso is a member of the Board of Directors of the Florida NAACP.

**Bridget Merrill, Senior Director of Rural Director, Enterprise Florida, Inc., The Atrium Building, Ste. 201, 325 John Knox Building, Tallahassee, FL 32303; 850/922-8655, bmerrill@eflora.com**

**Dr. Thomas O'Neal, Associate Vice President for Research, University of Central Florida, Office of Research, 12443 Research Parkway, Suite 301, Orlando, Florida 32826-3252; 407/882-1120, 407/882-1156 (fax), oneal@mail.ucf.edu**

Tom currently serves as the Associate Vice President of Research and Director of the UCF Technology Incubator. He has assisted in the formation of several spin-off companies for technologies developed at UCF, and in 1999, he was a key member of a collaborative effort that resulted in the establishment of the Incubator in the Central Florida Research Park.

O'Neal established partnerships for the Incubator with both the University and the community to provide tools and resources that enhance the prospects for the success of developing companies. He also assembled a distinguished Advisory Board for the Incubator consisting of Central Florida business professionals that provide valuable assistance to the Incubator and more importantly, the clients it serves.

Tom joined the UCF staff as the Associate Director for the Center for Research and Education in Optics and Lasers (CREOL) in 1991. In this capacity, he was responsible for the business and administrative functions of the Center. The Center evolved into one of the top centers for education and research in optical sciences and engineering.

Since 1975, Tom has been an active member of the business community in Florida. He founded his first start-up company at age 18, which he successfully operated until pursuing a full-time college career. Tom then entered the high-tech business arena as a project engineer for a computer manufacturing company. Tom served as a Technology Specialist and Financial Director for a \$40 million project with the Defense Advanced Research Project Agency for Florida's state university system.

O'Neal received his Master of Science in Engineering Management and his Master of Business Administration from the University of Central Florida and his Bachelor of Science in Electrical Engineering from the University of South Florida.

**Larry L. Pelton, President, Business Development Board of Palm Beach County, 310 Evernia St., West Palm Beach, FL 33401; 561/835-1008, 561/835-1160, larry.Pelton@bdb.org**

Larry Pelton became the President of the West Palm Beach Business Development Board in 1990. Previously, he was Vice President of Industrial Development for ITT Land Corporation where he was responsible for the recruitment and development activities for five industrial parks. Prior to his employment with ITT he served as Vice

President for Industrial Development for Barnett Banks of Florida where he established an industrial recruiting program for the statewide banking network, following a term as Vice President of Commercial Lending for Florida National Bank of Jacksonville.

Pelton also worked for seven and a half years as Manager of Downtown Development and Assistant Manager of Economic Development for the Jacksonville Chamber of Commerce. He assisted in bringing the private sector into a partnership with local government to affect downtown development. He was active in recruitment of new industry to Jacksonville in coordination with the State Department of Commerce in Tallahassee.

Pelton holds a B.B.A. in Economics from the University of North Florida.

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**Charles (Chuck) Shanklin, Vice President, Crestview Aerospace Corporation, 5486 Fairchild Road, Crestview, FL 32539-8157; 850/682-2746, 850/682-7411 (fax), crshanklin@crestview-aerospace.com**

Shanklin oversees the daily operations, strategic planning and positioning for the division's long-term growth. Crestview Aerospace has grown from a 13 employee Company in 1991 to a 535-employee company with 40 Million in revenue in 2003.

Shanklin's history in the aviation industry began in 1988 with Artais, an AWOS manufacturer located in Columbus, Ohio. As marketing manager, Shanklin established successful relationships with the FAA and obtained market leadership for Artais, gaining 35 percent of the industry's market share. In 1990, Shanklin became president of Artais, where he led the firm's growth from \$1 – 8 million in annual revenues in just six years. With Shanklin as president, Artais grew its market share from 35 percent to 80 percent. During his tenure as president, Shanklin was named one of central Ohio's *Forty Under 40*, recognizing the achievement of executives under the age of 40.

Artais' growth under Shanklin's leadership attracted the attention of Helsinki, Finland-based Vaisala. Following a merger in 1996, Shanklin stayed on as director of Vaisala-Artais Division. He led cooperative efforts between both

companies, and orchestrated several initiatives for the newly formed company to increase opportunities nationally and internationally.

Shanklin joined Crestview Aerospace Corporation as vice president, aircraft modification division in 1998. Since his arrival, Shanklin has focused on developing strategic alliances with prime contractors to the Department of Defense including BOEING, L-3, Lockheed Martin and Northrop Grumman among many other strategic alliances. He has also served as a board member of Crestview Aerospace Corporation since 1991. Since 1998 the Aircraft Modification Division of Crestview has grown to over 150 associates and is projected to grow to over 450 by 2006.

Established in 1964, Crestview Aerospace Corporation is a privately held company strategically positioned as a leading supplier of aircraft modifications for commercial and government aircraft. The aerospace supplier is involved in both the production of new aircraft structures, and the modification of fixed and rotor wing aircraft.

**Lynette Vermillion, Community Relations Manager, Progress Energy Corporation, 4359 SE Maricamp Road , OC11, Ocala, FL 34471-6316; 352/694-8537, 352-694-8594 (fax), [lynette.vermillion@pgnmail.com](mailto:lynette.vermillion@pgnmail.com)**

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Morehead State University  
Morehead, KY  
May 18, 2004***

***Speaker Biographical Statements***

**Chris Bauer, Stober Drives, 1781 Downing Drive, Maysville, KY 41056; 606/759-5090 (p), 606/759-5045 (f), cab@stober.com**

Chris Bauer joined Stober Drives in 1996 as Finance/Human Resource Manager. His responsibilities include purchasing, financial management, and human resources. Previously, he was plant controller at SWECO in Macon, GA where he handled the company's financial and cost accounting. Bauer has a bachelor of science in accounting from Northern Kentucky University and an MBA from Xavier University.

**Deloris Bentley, Vice President – Business Operations, Generations R.C., Inc., 314 Main Street, Greenup, KY 41144; 606/473-1080 (p), 606/473-5875 (f), dsbentley1@yahoo.com**

Deloris Bentley is co-founder and Vice President - Business Operations for Generations R.C., Inc. She is a retired senior business analyst of GTE telephone operations. She graduated from Berea College with a B.S. in Business Administration; she has done graduate work at City University (WA) and LaTourneau University (TX).

An early retirement from GTE meant an opportunity to work on other goals such as starting a business, returning to my roots and creating jobs, and restoration projects. Coming back home has proven to be an ideal situation for achieving those life long objectives.

**Michael T. Childress, Executive Director, Kentucky Long-Term Policy Research Center, 111 St. James Court, Frankfort, KY 40601; 502/564-2851, Michael.childress@lrc.ky.gov**

As Executive Director of a state government agency created by the General Assembly in 1992 to bring a future-oriented perspective to decision making in the Commonwealth, Childress directs the Center's research, policy analysis, communications with all branches of government, and public outreach. Childress received his B.A. from the University of Kentucky in 1984 and an M.A. from the University of California, Los Angeles, in 1986-both in political science. From 1988 to 1993, he was an analyst at the RAND Corporation in Santa Monica, California. While at RAND, he authored numerous studies on topics ranging from demographic trends in the third world to the implications of declining budgets for the U.S. Army. In August of 1993, he became the first executive director of the Kentucky Long-Term Policy Research Center. Childress oversees the Center's numerous research activities and has authored reports on the future of tobacco, entrepreneurship, child care, technology use, electronic commerce, state and local taxation, and the implications of "9/11" for Kentucky.

**John Gross, Facilities Director, Cingular Wireless, 826 East Park Drive, PO Box 1620, Grayson, KY 41143; 606/925-6133 (p), 606/925-6835 (f); john.gross@cingular.com**

A native of Southeastern Kentucky, John Gross graduated from Eastern Kentucky University with a degree in Marketing and Public Relations. As Facilities Director for Cingular's Grayson wireless call center, he helped complete the start-up of the 145,00 sq. ft., 920 seat facility.

Previously, Gross built a call center in London, KY for Household International Finance. At Ameritech in Detroit, MI, Gross helped consolidate the Michigan market to pave the way for the SBC merger of the Ameritech company and 11 others that comprise Cingular Wireless today. He also worked in the customer service division of Federal Express in Ohio and helped open a call center for Fed Ex in England. Gross also has experience in the airline industry.

**David Ledford, President, Boneal, Box 49, Means, KY 40356; 606/768-3620 (p), 606/768-3610; dledford@boneal.com**

David Ledford is President and a partner in Boneal Incorporated, a prime-contracting manufacturer for government agencies and industry. From 1997 to 1999, Ledford managed a chemical polymerization facility for BASF; from

1989 to 1997 he held numerous positions within BASF in the areas of Engineering, Research and Development and Management; in 1988, Ledford was a Process Engineer for Milliken and Co. in Spartanburg, SC. Ledford holds a BS in Mechanical Engineering and an MS in Engineering from North Carolina State University.

**John McPhearson, Marketing Director, Lectrodryer, 135 Quality Dr., Richmond, KY 40475; 859/624-2091 (p), 859/623-2436 (f); jmcphearson@lectrodryer.com**

McPhearson graduated from the University of Kentucky in 1970 with a BS in Chemistry and has done additional graduate level work since then in Chemical Engineering, Marketing, Chemistry and Industrial Technology. Work experience includes Avon Products, American Electric Power, Tandy and Lectrodryer. The last fourteen years have been at Lectrodryer in marketing. This diverse work and educational background has provided the experience in sales, management and manufacturing necessary to take this company forward and make it successful. Primary roles at Lectrodryer, LLC are marketing, process engineering and finance.

**Robert Monroe, General Manager, Ashland Distribution Center, Cintas Corporation, 636 East Park Drive, Grayson, KY 41143; 606/327-6020 (p), 606/327-6032 (f), monroer@cintas.com**

Robert Monroe is a graduate of St. Mary's Seminary College in Catonsville, Maryland and received his Master's degree in Philosophy at Ohio University in Athens, Ohio. He has worked for People Express and Continental Airlines as European Operations Manager and Flight System Manager. Subsequently, he worked for the RH Macy Co. as Operations Manager for the Tyson's Corner start-up operation and then moved to Federated Department Stores' Lazarus division and worked in various store start-up, remodel and HR management capacities. He has worked for the Cintas Corporation the past five years in both Operations and Human Resources positions. In 2002 he was promoted to General Manager of the Grayson Distribution Center that provides employment to 233 people in northeast Kentucky.

**Anne B. Pope, Federal Co-Chair, Appalachian Regional Commission, 1666 Connecticut Ave., NW, Washington, DC 20009; 202/884-7660 (p), 202/884-7682 (f)**

Since 2003, Anne Pope has served as the Federal Co-Chair of the Appalachian Regional Commission (ARC). Previously, she served in the cabinet of Tennessee Governor Don Sundquist (R) as Commissioner of the Tennessee Department of Commerce and Insurance and as the Executive Director of the Tennessee Film, Entertainment and Music Commission. She is a graduate of Vanderbilt University and the Cumberland School of Law at Samford University.

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**Ray White, President, Harold White Lumber, Inc. and Vice President, Harold White Millworks, Inc., 2920 Flemingsburg Rd., Morehead, KY 40351; 606/784-7573 (p), 606/784-2624, rwhite@haroldwhitelumber.com**

Ray White is President of Harold White Lumber Inc. and Vice President of Harold White Millworks Inc. Mr. White attended Morehead State University from 1983 through 1986. He also graduated from the National Hardwood Lumber Association Inspection School in 1982. White is a lifelong resident of Morehead and currently serves of the Board of Directors for the National Hardwood Lumber Association in Memphis TN, Kentucky Forest Industry Association, Appalachian Hardwood Manufactures Association, Kentucky Workers Compensation Industry Fund, Board of Advisors for Rowan Technical Community College, and past president of the Morehead/Rowan County Chamber of Commerce.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Ramada Inn  
Nittany Room  
State College, PA  
May 20, 2004***

**Speaker Biographical Statements**

**Kenneth Bohl, President, Print Division, IDL Merchandising Solutions, 535 Old Frankstown Road, Pittsburgh, PA 15239, 412/798-8180 (p), 412/793-3534 (f), kbohl@idlpop.com**

Ken Bohl began his career at IDL in 1982 working part time in the wood shop while attending post-graduate classes at the University of Pittsburgh. While working at IDL, a full time position opened up in the relatively new Permanent Prototype department, and he made the transition from full-time student to full-time employee. During his 22 year career at IDL Bohl has been a prototype designer, supervisor of engineering and R&D, project coordinator, manager of estimating and purchasing, and Vice President of Project Development prior to his current position as President of the Print Division. Bohl feels that working through IDL from the shop floor through management has been an invaluable learning experience. He is a graduate of Penn State University.

**Todd Erdley, President/CEO Videon Central, Inc., 2171 Sandy Drive, State College, PA, 16803, 814/235-1111 (p), 814/235-1118 (f), todd@videon-central.com**

Todd Erdley is the Founder and President of Videon Central, Inc. In this role, he has established a strong foundation for the company and assembled a technically superior team that has enabled Videon to grow from a small start-up organization to an industry leading firm in the creation of digital video solutions for the consumer electronics market. Erdley's guidance has established an effective business model for Videon that provides a leverage point for growth and expansion. By establishing an organization where the commitment to the individual is paramount, Erdley has created the environment where people can work together in a positive and supportive manner towards the common goal of ensuring success for Videon Central, Inc. Erdley graduated with a BSEE and MSEE from Penn State University.

**David N. Geise, President/CEO, Furman Foods, Inc. Northumberland, PA, 770 Cannery Road, Northumberland, PA, 17857, 570/473-4460 (p), 570/473-7367 (f), david.geise@furmans.com**

Giese has worked for the company since 1968, becoming President and Chief Executive Office in 1977. His education includes: Pennsylvania State University – Horticulture Major – Bachelor of Science Degree, American Management Association Training and Education in Managing the Closely Held Company, Estate Planning for Owners of Family Businesses, Strategic Planning, Management Course for Presidents, and, continued training and education with the Penn State University Agribusiness Executives Program. Geise received the 2001 Outstanding Alumni Award of the Penn State University College of Agriculture Sciences and most recently received the 2003 Award from the Armsby Honor Society of the Penn State University College of Agriculture Sciences. He serves on several industry and community boards.

**Douglas A. Granger, Ph.D., President, Salimetrics LLC, 101 Innovation Blvd., Suite 302, State College, PA 16801, 814/234-7748 (p), 814/234-1608 (f), dgranger@salimetrics.com**

Dr. Granger is President of Salimetrics LLC, and an associate professor in the Department of Biobehavioral Health at Penn State University. He received his doctorate at UC Irvine in the Department of Psychology and Social Behavior, and completed post-doctoral training in psychoneuroimmunology at UCLA in 1994. His substantive expertise in behavioral endocrinology has been instrumental in pioneering the work on the conceptualization and analysis of biosocial relationships involving child well-being, parent-child relationships and health.

**Richard Overmoyer, Deputy Secretary for Technology Investments, Pennsylvania Department of Community and Economic Development, Technology Investment Office, 400 North Street, 4th Floor, Harrisburg, Pennsylvania 17120, 717/214-5325 (p), [Rovermoyer@state.pa.us](mailto:Rovermoyer@state.pa.us)**

Rich Overmoyer became the Deputy Secretary for the Office of Technology Investment in the Commonwealth of Pennsylvania's Department of Community and Economic Development in April 2003. The Office of Technology Investment is the Commonwealth's center for funding and supports for Pennsylvania's technology industry and

community technology-related activities. From 1999-2003, he served as the Director for Policy and Technology with the Department of Community and Economic Development and prior to that engagement as an Executive Policy Specialist at the Department of Public Welfare. Overmoyer has a Master's Degree in Public Administration from the Graduate School of Public and International Affairs at the University of Pittsburgh.

**Eva J. Pell, Vice President for Research, Dean of the Graduate School, Pennsylvania State University, 304 Old Main, University Park, PA 16802, 814/863-9580 (p), 814/863-9659 (f), [ejp@psu.edu](mailto:ejp@psu.edu)**

Eva J. Pell, John and Nancy Steimer Professor of Agricultural Sciences, was appointed Vice President for Research and Dean of the Graduate School at Penn State University in January 2000. Previously, she had a joint appointment in the Environmental Resources Research Institute and Department of Plant Pathology at Penn State University, and chaired the Intercollege Graduate Degree Program in Plant Physiology. Dr. Pell earned a B.S. in biology from City College of the City University of New York in 1968, and a Ph.D. in Plant Biology from Rutgers University in 1972. Dr. Pell serves on numerous national committees and organizations. Dr. Pell is the 2003-2004 President of AAU's Association of Graduate Schools.

**Richard Protheroe, International Business Consultant, Sturgis Pretzel House America's First Pretzel Bakery, 221 E. Main Street, Lititz, PA, 17543, 717/368-7168 (p), 717/627-2682 (f), [reprotheroe@hotmail.com](mailto:reprotheroe@hotmail.com)**

Protheroe provides consulting services to U.S. clients desiring to enter foreign markets and to foreign companies desiring to enter the American market. His area of expertise include: providing information on political risk, foreign tariffs, rules and regulations, economic summaries, market analysis and import documentation requirements. He locates potential trading partners and representatives and assists in business plan preparation and execution. Protheroe holds a Bachelor of Science in International Business-French. His post-graduate studies focused on the dynamics of international trade and its effects on the global economy.

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**Paul Silvis, Head Coach and Founder, Restek Corporation, 110 Benner Circle, Bellefonte, PA, 16823, 814/353-1300 (p), 814/353-9067 (f), [paul@restekcorp.com](mailto:paul@restekcorp.com)**

Before founding Restek, Silvis was the supervisor of the capillary research group at Supelco, Inc. and worked for the Mining and Safety Enforcement Agency of the federal government. He is and has been involved in a number of community and professional organizations. He has received numerous awards including the Central/Eastern Pennsylvania's Manufacturing Entrepreneur of the Year Award, *Inc.* magazine's list of 500 fastest growing companies, Business and Professional Women's Employer of the Year, two consecutive years among the top 50 of Pennsylvania's Best Companies to Work For, Chamber of Business and Industry of Centre County Outstanding Technology Company of the Year, and has been listed as one of Central PA's most influential leaders in PA Business Central. Silvis received a B.S. in Chemistry/Life Science from the University of Pittsburgh in 1977 and supplemented this background with chemical engineering courses at The Pennsylvania State University.

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Competing Globally, Growing Regional Economies, Creating Jobs  
Cape Girardeau, Missouri  
May 25, 2004  
Speaker Biographical Statements***

**Sallie Hemenway, Director of Community Development, Missouri Department of Economic Development, 301 West High Street, Jefferson City, Missouri 65012; phone 573/ 751-3600; fax 573-751-7258; [sallie.hemenway@ded.mo.gov](mailto:sallie.hemenway@ded.mo.gov)**

Sallie is currently serving as the Director of the Community Development Division in the Missouri Department of Economic Division. Her group provides technical assistance and financial assistance to Missouri's communities as a partner in the Department's mission to make Missouri the best place to live, work, play, and do business. There are 12 programs operating in the Division serving a complex customer base, which includes local governments, not for profits, and for profit developers. The division provides development incentives to Missouri's communities annually.

Sallie has been with state government for 10 years. She worked previously in local government as a Utility Manager as well as holding positions in the private sector. She joined the state in 1993 as a flood recovery coordinator. The late Governor Carnahan awarded her team a State Quality and Productivity Award for their work in organizing and implementing a common application and review procedure for communities seeking funding for public water and wastewater improvements.

Sallie currently serves on the Board of the Council of State Community Development Agencies, a national community development advocacy organization. She also serves as Governor Holden's appointed alternate on the Delta Regional Authority.

**Larry Dillon, Dana Corporation, 2075 Corporate Circle, Cape Girardeau, MO 63703; phone 573-339-8401; email [larry.dillon@dana.com](mailto:larry.dillon@dana.com)**

Larry Dillon is the Plant Manager of Dana Corporations Torque Traction Manufacturing Technologies Group facility in Cape Girardeau, Missouri. Larry has been with Dana Corporation for 32 years performing in a variety of job disciplines including shop floor management, material scheduling, materials management, production management and plant management. He is a graduate of Ball State University with a Business Administration BS and a minor in Finance.

Dana Corporation is a Global Automotive Manufacturing Corporation with facilities in 38 countries and over 60,000 employees worldwide.

**Clyde Elrod, Owner, Central Service, Inc, 237 Wallace Avenue, Kevil, KY 42053; phone 270/462-2146; fax 270/462-2822; email [cme@brtc.net](mailto:cme@brtc.net)**

Mr. Clyde Elrod founded the "Tele Service" corporation in 1966, a construction and engineering company serving the independent telephone industry thru 1973. The company then merged with Cook Electric of Chicago in 1973. Elrod stayed with the companies until 1977. Mr. Elrod then started Central Service Inc. in 1977, in the same area of "Tele Service" when "Tele Service" relocated.

Mr. Elrod attended University of Michigan and University of Detroit. He married Doris Howard in 1946 and they have one daughter, Gaye. Prior to his career as an entrepreneur and business owner, Mr. Elrod worked as an engineer and manager.

**Fred Grayson, Director of Personnel, Briggs & Stratton, Rt. 11, Box 20, Poplar Bluff, MO, 63901; phone 573/686-3004; fax 573/686-2140; email [71867@basco.com](mailto:71867@basco.com); [www.briggsandstratton.com](http://www.briggsandstratton.com)**

Fred Grayson is a 1971 graduate of Arkansas State University. He has been employed with Briggs & Stratton Corporation for 15 years as the Human Resources Manager. Prior to his employment at Briggs & Stratton he was the Human Resources Manager of Snider Foods for 15 years. He has been a member of the Missouri Training Employment Council for seven years.

**Matthew McCrate, Retail Sales Manager, Monsanto Company, 2508 Horseshoe Ridge**

**Cape Girardeau, MO 63701; Phone 573/332-1186 or 573/225-5013; Fax 573/332-1187; email [matthew.m.mccrate@monsanto.com](mailto:matthew.m.mccrate@monsanto.com)**

Matthew McCrate has been a retail sales manager for Monsanto for the past four years. Prior to his present position, he was a District Sales Manager for Hartz Seed Co. a wholly owned subsidiary of Monsanto Co. (1985 – 2000); District Sales Manager for Coker Pedigree Seed Co. (1980 – 1985); District Sales Manager for Coker Pedigree Seed Co. (1980 – 1985); Assistant Plant Breeder for AgriPro Seed Co. (1977 – 1980). McCrate Grew up in Portageville, Missouri working in family owned local grain elevator and feed business. He was a summer employee for the University of Missouri Delta Center Research Farm Soybean Plant Breeding Department for seven summers throughout High School and College. The McCrate family has over a 90-year history of agricultural based business in Southeast Missouri. McCrate received his Bachelor of Science in Marketing from Southeast Missouri State University in 1977.

**Daniel L. Overbey, Executive Director, Southeast Missouri Regional Port Authority, 10 Bill Bess, Scott City, MO 63780; phone 573-264-4045; fax 573/264-2727; email [semoport@semoport.com](mailto:semoport@semoport.com); [www.semoport.com](http://www.semoport.com)**

Daniel L. Overbey has been Executive Director of the Southeast Missouri Regional Port Authority (Semo Port) since 1993. He grew up in Sikeston, Missouri and attended Southeast Missouri State University in Cape Girardeau MO (BSBA 1974) and the University of Texas at Austin (MBA 1976). His experience includes positions with major railroads (clerk operator, market research analyst, cost analyst, senior economist), trucking companies (warehouseman, salesman, dispatcher, development director, assistant to the president, consultant), and real estate development (commercial and industrial).

**Jeff Perry, Vice President Finance and CFO, Nordenia USA, 14591 State Highway 177, Jackson, MO 63755; phone 573-335-4900 ext. 2010; email [jeff.perry@nordenia.com](mailto:jeff.perry@nordenia.com)**

Jeff Perry is Vice President of Finance and CFO for Nordenia U.S.A., Inc., a manufacturer of flexible films and packaging. Nordenia U.S.A. is a subsidiary of Nordenia International, which is headquartered in Greven, Germany, and has manufacturing facilities located around the world. He holds an accounting degree from Lambuth University and his prior experience includes Westinghouse Electric Corp.

**Jon K. Rust, Co-President, Rust Communications, P.O. Box 699, Cape Girardeau, MO 63702-0699; phone 573-335-6611; fax 573/334-8882; email [jrust@semissourian.com](mailto:jrust@semissourian.com)**

Jon K. Rust is co-president of Rust Communications, a family media company based in Cape Girardeau, Missouri, which owns 18 daily newspapers and more than 30 weekly newspapers, 20 Web sites, and several niche magazines in seven states. The company recently entered the radio business as partial owner of Mississippi River Radio.

Rust currently serves on the board of directors for the Suburban Newspapers of America, the national auditing firm Certified Audit of Circulations, United Way of Southeast Missouri, the Cape Girardeau Chamber of Commerce, Dance St. Louis, and the Missouri Division of Youth Services. Rust holds undergraduate degrees in Russian and English Literature from the University of North Carolina and a masters degree from Harvard Business School. He is a member of the editorial board of the Southeast Missourian newspaper.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14th St. and Constitution Ave., NW, Washington, DC 20230; 202/482-5081 (p), 202/273-4781 (fax), [dsampson@eda.doc.gov](mailto:dsampson@eda.doc.gov)**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001.

Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices. Dr. Sampson is committed to transforming EDA into a results oriented agency that maximizes economic impact per dollar of input. In that regard, he directs efforts of EDA to achieve President Bush's vision that every geographic area and demographic sector has a fuller opportunity to achieve the American Dream.

In 2002, Dr. Sampson directed EDA investments of over \$350 million dollars in 842 projects among America's most vulnerable communities, helping to create thousands of critically needed jobs. He oversees a \$1.46 billion portfolio of economic development grants and projects.

His prior experience in the private and public sectors includes serving as President & CEO of the Arlington, Texas Chamber of Commerce and as Chairman of the Texas Council on Workforce and Economic Competitiveness and as Vice Chair of the Texas Strategic Economic Development Planning Commission in then Governor Bush's Administration.

Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Glenn (Skip) Smallwood, Jr., CEcD, CEM, Business Development Executive  
Ameren Services, 340 South Silver Springs Road, Cape Girardeau, MO 63703; phone 573-651-5629;  
email [gsmallwood@ameren.com](mailto:gsmallwood@ameren.com)**

Glenn (Skip) Smallwood is a business development executive in Ameren Corporation's Economic Development Department. As a business development executive, Skip implements Ameren's business development activities and develops strategies for communities served by Ameren Corporation. A 23-year veteran of the utility industry, Skip has held several positions in customer service and industrial marketing.

Skip holds a Master of Business Administration and Master of Arts in Business from Webster University. He is a Certified Economic Developer with the International Economic Development Council and earned the Economic Development Finance Professional from the National Development Council. He has earned the Certified Energy Manager and Certified Demand-Side Management Professional designations from the Association of Energy Engineers. In addition, he has earned the Certified Manager designation from the Institute of Certified Professional Managers. Skip holds memberships in the Association of Energy Engineers; Institute of Industrial Engineers; Missouri Economic Development Council and Southern Economic Development Council (SEDC). He has held leadership roles in local and state economic development organizations and serves on numerous civic and community boards/foundations.

***Speaker and Moderator Bios***  
***Regional Economic Development Forum and Training***  
***Competing Globally, Growing Regional Economies, Creating Jobs***  
***Mohave Community College***  
***Kingman, Arizona***  
***June 15, 2004***

**Carol Abrahamson, Founder/President/Owner, Extraordinary Homes, 2675 West Highway 89A, #1241, Sedona, AZ; phone 928/284.5753 or 800/979.3224; email [carol@extraordinaryhomes.com](mailto:carol@extraordinaryhomes.com)**  
Carol is an expert in specialized financial, marketing, and management needs of start-up, small, and growing organizations. While finishing her MBA in Finance at NYU, she got her first exposure to startups 30 years ago while on staff reviewing potential investments for one of the top two venture capital firms in the country at the time. Following a few years on Wall Street and seven years in corporate jobs, she became a business founder and owner in 1983. She now has three home-based, one-man-band-plus-contract-workers, knowledge industry companies that serve national clients plus over a dozen non-profits she has founded. Her first company, Investor Relations Resources in Palo Alto CA, attracted outside investors and served US corporations coast to coast (but mostly in Silicon Valley) for 20 years via consulting, publishing, and seminar services relating to how those companies best dealt with Wall Street, the stock exchanges, and investors (B2B). She also founded and presided as CEO of a dot-com startup, StockDocs. Carol moved from Silicon Valley to Sedona in 1997 and started-up Extraordinary Homes, which provides consulting, publishing, and seminar services to homeowners, builders, architects, and other home design professionals around the country (B2C). Carol is currently a leader of two of the major Verde Valley regional economic development efforts.

**Annie M. Alvarado, Director of Rural Development Office, Arizona Department of Commerce, 1700 W. Washington St., Phoenix, AZ; phone 602/771-1232, Fax 602/771-1210; email [AnnieA@azcommerce.com](mailto:AnnieA@azcommerce.com).**

Annie has joined the Arizona Department of Commerce and brings extensive experience in Domestic and International Policy Development, International Development Banking, Economic Development, Grant Management, City Management, Non-profit Management and Public Affairs. She was previously with Valley of the Sun United Way where she served as Initiatives Director. Annie holds a Bachelor of Arts Degree from Incarnate Word College, a Masters in Urban Studies from Trinity University; both schools are located in San Antonio, Texas. She also holds a Masters of Public Administration from the John F. Kennedy School of Government at Harvard University

**Clay Belcher, Regional Distribution Manager, McKee Foods Kingman Inc., 2675 West Oatman Rd., Kingman, AZ 86413-7701; phone 928/718-4000 ext 223; Fax 928/718-4025; email [Clay\\_Belcher@mckee.com](mailto:Clay_Belcher@mckee.com).**

Clay Belcher was born and raised in the south and still considers Tennessee as home. In 1989 his wife and he transferred from McKee Foods' corporate headquarters in Collegedale, Tennessee to help start up a new McKee plant in Stuarts Draft, Virginia. In 1998 they transferred to Kingman and have been here for six years. Clay tells everyone back home that Arizona is great and he doesn't miss the rain or cutting grass and best of all, he no longer needs a snow shovel. Clay and his wife have a passion for ballroom and Latin dancing and love to travel. Mr. Belcher has been with McKee Foods for 26 years, most of that time having been associated with manufacturing, maintenance and plant engineering, and most recently with distribution and transportation. Clay is the Southwest Regional Distribution Manager for McKee Foods.

**David Bearden, Deputy Assistant Secretary and Chief Operating Officer of the Economic Development Administration (EDA) of the US Department of Commerce, 1401 Constitution Ave, NW, Washington, DC 20230; phone 202/482-5081; email [dbearden@eda.doc.gov](mailto:dbearden@eda.doc.gov)**

Mr. David M. Bearden is the Principal Deputy Assistant Secretary and Chief Operating Officer of the Economic Development Administration within the United States Department of Commerce. EDA is charged with leading the federal economic development agenda by promoting innovation and competitiveness, preparing American communities for growth and success in a worldwide economy.

In his capacity as principal deputy to Assistant Secretary of Commerce David A. Sampson, Mr. Bearden coordinates EDA's operations among its headquarters and six regional offices and is responsible for implementing the President's Management Agenda and overseeing EDA's Balanced Scorecard strategic management system.

Mr. Bearden shares Assistant Secretary Sampson's commitment to results-driven performance and transforming EDA into an effective and efficient bureau that maximizes its economic impact per dollar of input. In 2003, EDA invested over \$318 million dollars in 842 projects among America's most vulnerable communities, helping to create thousands of jobs. The bureau currently manages a \$1.46 billion portfolio of economic development projects across the country. Mr. Bearden also serves as the Assistant Secretary's personal liaison with senior Commerce Department and White House leadership.

A native of Houston, and a three-year letterman on the Texas Longhorn Football Team, Mr. Bearden earned a Bachelor of Arts in Economics from The University of Texas at Austin in 1992, and his Doctor of Jurisprudence from The University of Texas law school in 1996.

**Tim Coffman, American Woodmark Corporation, 4475 Mohave Airport Dr., Kingman, AZ 86401; phone 928/757-7106; email**

Tim Coffman serves as plant manager for American Woodmark Corporation's Kingman plant. In this position, he is responsible for leading all plant operations at the plant, which handles the final receiving and assembly operation of kitchen and bath cabinets. The Kingman facility receives finished cabinet components from other American Woodmark facilities, assembles these components and ships the completed cabinets to retail centers, homebuilders and dealers and distributors located on the West coast. Prior to relocating to the Kingman plant in 2003, Mr. Coffman served as production manager and plant manager for American Woodmark Corporation's Toccoa, Georgia plant. Previously, Mr. Coffman served as general manager for Olympic Cabinet Company. Mr. Coffman was raised in Overbrook Kansas and earned a Bachelor of Science degree in Cellular Biology from the University of Kansas. A veteran soldier of the United States Army, Coffman also served in Desert Storm in 1991. Mr. Coffman resides in Kingman, Ariz., with his wife Kelli and son Benjamin.

**Edward Kientz, Benner-Nawman; 3450 Sabin Brown Rd., Wickenburg, AZ 85390; phone 928/684-2813; fax 928/684-7041; email [erkientz@aol.com](mailto:erkientz@aol.com) or [ed.kientz@bnproducts.com](mailto:ed.kientz@bnproducts.com)**

Ed has had a long career in Telecommunication. He is the Third Generation President of Benner-Nawman Inc. and he has been part of the company for 33 years. His company has a 76,000 square foot facility in Wickenburg, Arizona.

Today, Benner-Nawman Inc. produces products used in Telecommunication Outside Plant, Electrical Power Generation products and components for open architecture offices. In addition to its production facilities for both wood and metal, the company has a distribution division for tools used in the construction industry.

Ed was involved with the creation of the Telecommunications Industry Association (TIA). The trade association represents over 900 telecommunication manufacturers in the United States. He served on the Board of Directors that created the Association from 1987 to 1993. In 1992, he served as Chairman of TIA. Ed left the Board of TIA in 1993 but was asked to return to the Board in 1995. He has served as Chairman for the years 2001 and 2002.

Ed holds a BS Degree in Public Administration from the University of Oregon. He and his wife Charilyn live in Wickenburg.

**LaVelle McCoy, President and General Manager, McCoy Motors Inc., 361 N. Switzer Canyon, Flagstaff, AZ 86001; phone 928/774-1472; fax 928/773-6270; email [mccoy@infomagic.net](mailto:mccoy@infomagic.net).**

LaVelle is the President and General Manager of McCoy Motors Inc. Born 1946 in Flagstaff, he is the first child of Lewis and Emma Jean McCoy who founded McCoy Motors. LaVelle grew up in Flagstaff and attended Flagstaff schools, an honor student and aviator scholarship recipient. He went on to attend University of Tucson for one year and then returned to work at the dealership. He later attended the General Motors Institute in Flint, Michigan and Arizona College in Flagstaff. LaVelle is very active in community and state organizations, including the Arizona Auto Dealers Association where he is a director and legislative director, Optimist Club member, Arizona Governor's Executive Council Member, Coconino County Chamber member, Flagstaff Rotary Club member, Flagstaff Economic

Council board member and Flagstaff Medical Center Board member. LaVelle and his wife Jan celebrated 25<sup>th</sup> wedding anniversary in 2003 and have three children. LaVelle enjoys fishing, boating and reading. LaVelle has recently returned from a trip to Japan.

**Jim Perdue, Plant Manager, Southwire, 4900 Industrial Blvd., Kingman, AZ 86401**

Jim Perdue is the Plant Manager of Southwire Company's Kingman Building Wire Plant. He has managed this plant for 5 years, the first two of which were under General Cable Corporation, which sold out to Southwire in 2001. He has overseen a major expansion of the Kingman facility in the past 18 months, resulting in an increase in production capacity of over 80% . He moved to Kingman 5 years ago from Phoenix, where he had been Plant Manager of Intesys Technologies, a division of Textron.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
The Findlay Inn and Conference Center  
Findlay, OH  
June 17, 2004***

***Speaker Biographical Statements***

**Robert Farley, President, Team Neo, 6896 Miller Road, Brecksville, OH 44141; ph. 440-838-0880; email bfarley@teamneo.org**

Bob Farley was appointed President of Team NEO in November of 2003. Mr. Farley has extensive experience in commercial development, economic development, site selection, logistics, public policy, research and engineering. Before joining Team NEO, Mr. Farley was Executive Vice President of the Fort Worth, Texas, Chamber of Commerce, where he directed all corporate recruitment activity for a variety of industry sectors, including the aerospace, biomedical, financial services and logistics industries. Prior to working at the Fort Worth Chamber, Mr. Farley was instrumental in establishing a new consulting division of the Hillwood Development Corporation, a Perot Company, which develops and owns commercial, industrial and residential properties, and is ranked as one of the top 10 developers in the country. He has also served as a senior manager/partner in Fantus Consulting, which serves the site selection industry, and as deputy director of the state of Texas from 1982 to 1990, Mr. Farley was instrumental in establishing the state's first Department of Commerce and was responsible for developing the first Texas Strategic Economic Plan and targeted industry analysis. Mr. Farley received a Master's of Business Administration from the University of Texas in Austin and a Master's of Public Affairs degree from the University of Texas' LBJ School of Public Affairs. He also received a Bachelor of Arts degree, Phi Beta Kappa, from Syracuse University in New York.

**Keith Deters, Plant Manager, General Dynamics, Lima Army Tank Plant, 1161 Buckeye Rd., Lima, OH 45804; ph. 419-221-7100; fax 419-221-7110; email detersk@gdls.com**

Keith Deters has 21 years of management experience with General Dynamics Corporation. He has held executive level positions for the past 12 years serving as Quality Manager, Manufacturing Manager, Programs Manager, and now as Plant Manager of the Lima Army Tank Plant. As manager, he has stressed employee involvement and participative management in all departments and encouraged professional growth of employees. Actively involved in community activities, he has an MBA from the University of Findlay and a BA degree in Organizational Management from Bluffton College.

**Phil Gordon, Human Resources Manager, Procter & Gamble, 3875 Reservoir Rd., Lima, OH 45801; ph. 419-226-5529; fax 419-226-5738; email gordon.p.2@pg.com**

A native Ohioan, Phil graduated from Case Western Reserve University in Cleveland, Ohio in 1987 with a BS in Electrical Engineering. He has been assigned to three different manufacturing locations during his 17-year career with Procter & Gamble, including his current location in Lima, Ohio, and has held various positions in engineering, logistics, and operations management. In 2003, he became the Human Resources Manager at the Lima plant, P&G's largest volume manufacturing operation.

**Mike Perhay, General Manager, Triumph Thermal Systems, Inc., 200 Railroad St., Forest, OH 45843; ph. 419-273-2511; fax 419-273-3285; email mike.perhay@triumph-thermal.com**

Mike Perhay is the President of Triumph Thermal Systems, Inc., (TTS) located in Forest, OH. Appointed to the position in 1996, he is responsible for all financial and operational facets of the company, which designs and manufactures thermal transfer technology. TTS was formerly the United Aircraft Products Division of Parker Hannifin Corporation, acquired in May 2003 by the Triumph Group, Inc. and renamed TTS. Since joining Parker in 1982, he has served in a number of management positions, including auditor at corporate headquarters, division controller, and business team leader of the general commercial and military teams for the Gas Turbine Fuel Systems Division. Prior to joining Parker, he held accounting and auditing positions with Martin Marietta and Deloitte, Haskins & Sells. Perhay received bachelor of science degrees in general management and accounting from the John Carroll University, a CPA from the State of Ohio, and an MBA from the Krannert International School of Business at Purdue University.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14th St. and Constitution Ave., NW, Washington, DC 20230; ph. 202-482-5081, fax 202-273-4781, email dsampson@eda.doc.gov**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001.

Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices. Dr. Sampson is committed to transforming EDA into a results oriented agency that maximizes economic impact per dollar of input. In that regard, he directs efforts of EDA to achieve President Bush's vision that every geographic area and demographic sector has a fuller opportunity to achieve the American Dream.

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Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Tom Suter, Executive Vice President, LifeFormations, 2029 Wood Bridge Blvd., Bowling Green, OH 43402; ph. 419-352-2101; fax 419-352-1402; email tsuter@eisc.org**

Tom Suter, a founder of LifeFormations, serves as Executive Vice President, and participates in production by designing and building small assemblies such as eye mechanisms. A northwest Ohio native, he graduated from BGSU in 1972 with a degree in Industrial Education. He has over 10 years of industrial manufacturing experience, and has provided technology transfer support to manufacturers over the past 20 years in positions with the Ohio Technology Transfer Organization and the Edison Industrial Systems Center in Toledo, Ohio.

**Dirk Taylor, President, Kuss Corporation, 2150 Industrial Dr., Findlay, OH 45840; ph. 419-425-7230; fax 419-425-7200**

**Steve Unverferth, President, Unverferth Manufacturing Company, Inc., PO Box 357, Kalida, OH 45853-0357; ph. 419-532-3130, ext. 273; fax 419-532-2468; email steveu@unverferth.com**

Steve Unverferth grew up in the family business and has been its president since 1991. A lifelong resident of Kalida, OH, Unverferth is a graduate of the University of Dayton School of Engineering.

**Paul Worstell, President, 5000 Road 5, Leipsic, OH 45856; ph. 419-943-1130; fax 419-943-1101; email worstellwp@proteccoating.com**

Paul Worstell has been in his current position as President of Pro-Tec Coating Company for eight years. Prior to joining Pro-Tec in 1996, he worked 26 years at various US Steel operating locations in the Mon Valley near Pittsburgh. Those positions included Plant Manager at the Edgar Thomson Works and Plant Manager at the Irvin Works. He serves on the Board of Directors of the Ohio Steel Council, the Ohio Manufacturers Association, the Ohio Award for Excellence, the Black Swamp Council Boy Scouts of America, and the Executive Committee of the Findlay/Hancock County Chamber of Commerce. Worstell has a bachelors degree in Business and Economics from Mt. Union College, and an MBA from the University of Findlay.

***Regional Economic Development Roundtable  
Competing Globally, Growing Regional Economies, Creating Jobs  
Aims College Corporate Education Center  
Greeley, CO***

***Roundtable Panelists***

**Sandy Baruah, Chief of Staff, U.S. Department of Commerce, Economic Development Administration, 14<sup>th</sup> and Constitution Aves., NW, Washington, DC 20230; 202/482-4615, 202/273-4781 (fax), sbaruah@eda.doc.gov**

As Chief of Staff, Sandy functions as a principle representative of EDA to both internal and external audiences and serves as a senior advisor to the Assistant Secretary of Economic Development on a host of policy, strategic and operational matters. His role includes direct oversight of the Office of Strategic Initiatives, which is responsible for EDA's policy formation and review.

Prior to his current service to the Bush Administration, Baruah was with Performance Consulting Group, a Portland, Oregon-based management consulting firm focused on business process and organizational improvement for large and medium size companies. While with Performance Consulting Group, he worked on client projects for firms such as Walt Disney World, Intel, KeyBank, Oregon Health Sciences University and others.

Baruah entered public service as an aide to U.S. Senator Bob Packwood from Oregon. After working in the Senator's Portland and Washington, D.C., offices, he went on to serve on the campaign staff of George Bush for President (1988) and then to positions in the "Bush 41" Administration with the Secretary of Labor and Secretary of the Interior.

Baruah holds a B.S. from the University of Oregon and a M.B.A. from Willamette University

**Eric Bergeson, Site Director, Amgen Colorado, 3200 Walnut Street, Boulder, CO 80301; (phone) 303/401-1000, (fax) 303/401-6205**

Eric Bergeson, a 17 year Amgen veteran, is the Vice President of Site Operations for Amgen Colorado. Bergeson and his family moved to Boulder County in 2000 after spending time near Amgen Headquarters in Thousand Oaks, California.

He currently serves on the Board of Directors of the YMCA of Boulder Valley and oversees the Amgen Foundation's Front Range area community partnerships. Bergeson, an avid cyclist, is a graduate of Colorado College in Colorado Springs, where he received a Bachelor's degree in Biology.

**C. David Hergert, Owner and President, Hergert Milling, 1415 Avenue B, Scottsbluff, NE 69361; 303/632-2315, hm@scottsbluff.net**

David Hergert is a graduate of Colorado State University and received his MBA from Inter-American University, San German, Puerto Rico while serving in the U.S. Air Force. In 1972 he formed Hergert Milling, Inc, a feed manufacturing firm operating several plants in the area today.

Dave is the inventor of Pivotrol, a complete optimization system for irrigation control that takes into account actual weather conditions, soil conditions, ongoing actual power system demands and special requirements of the operator and prioritizes irrigation system operation in accordance with these needs and predetermined constraints.

In 2001 U. S. Chicory, Inc. was formed and a plant constructed in Scottsbluff. The factory has completed the third year of chicory harvest and at present is the only chicory processing plant in the United States. A roasting plant will be constructed this year to process dried chicory. This roasted product will be used in coffee and other food items.

Dave served on the Board of Directors of the Nebraska Grain & Feed Dealers and the National Lamb Feeders Association. He is a member of the Scottsbluff/Gering Rotary Club and served as Governor of Rotary District 5440 for 2000-2001. The Star Herald named Dave "Citizen of the Year" in 2001. He is married to Nancy and they have two grown sons Jon and Matthew.

**Lucille Mantelli, Community Relations Director, Kodak Colorado, 9952 Eastman Park Drive, Windsor, CO 80551; (phone) 970/686-4102, (fax) 970/686-4154; lucille.mantelli@kodak**

Lucille Mantelli began her career with Eastman Kodak's Colorado Division in October of 1969 as secretary to the Purchasing and Contract Administrator. In December of 1970, she was named Executive Secretary to the Director of Engineering, and later in her career was named Senior Executive Secretary to the General Manager and Vice President of the Kodak Colorado Division. After a variety of assignments in the General Manager's Office, Lucille was named as Assistant to the General Manager and Director of Community Relations and Public Affairs in 1995. In 1997 Lucille assumed additional responsibility for all internal and external communications, for the Colorado Division. Lucille's responsibility for state governmental affairs covers Colorado, New Mexico, Wyoming, and Arizona.

Lucille received her Bachelor of Arts degree from the University of Northern Colorado where she majored in Business Education and Accounting. She serves on the Board of Directors of Greeley/Weld County United Way, Weld County Workforce Development Board, State of Colorado Workforce Development Board, National Association of Workforce Boards, The Greeley Independence Stampede Committee, Colorado Public Expenditure Council, Northern Colorado Legislative Alliance, Colorado Association of Commerce and Industry Board of Directors and Executive Committee, and Colorado State University President's Leadership Program Advisory Committee.

Lucille was named by the National Foreign Trade Council as State Leader in Colorado for USA\*Engage in 1998. In 1998, she was asked to serve on Governor-elect Bill Owens transition team for Business and Commerce. In 1999, she was awarded the Elks Distinguished Citizenship Award by the Greeley, Colorado Lodge and the Grand Lodge. In 2003, she received the Annual Community Impact Award from the Greeley Occidental Lodge.

**Kevin Schwindt, RR Donnelley Norwest, Inc., 259-30th Street, Greeley, CO 80631-7435, (phone) 970/350-0700**

**Richard C. Werner, Director of Marketing & Community Relations, 4750 Walnut Street, Suite 106, Boulder, Colorado 80301; (phone) 303/546-9595 x 103; (fax) 303/546-9494; Rich.Werner@CTEK.biz; info@CTEK.biz**

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
San Juan College  
Farmington, NM  
June 24, 2004***

***Speaker Biographical Statements***

***Moderator***

**Michael Skaggs, President, Next Generation Economy, Inc., 301 Gold Ave., SW, #204, Albuquerque, NM 87102; ph. 505-843-9006; email [mike@nextgenclusters.net](mailto:mike@nextgenclusters.net)**

Mike Skaggs is President and CEO of Next Generation Economy, Inc. Before joining NextGen, he was associated with Albuquerque Economic Development, Inc., and before that lived in Phoenix, where he was a partner with the Economic Development Group and Vice President of the Greater Phoenix Economic Council. His extensive economic development career includes leadership positions in Oklahoma with the Oklahoma Department of Commerce under governors Bellman and Walters, and in Dallas, Abilene, Sherman, and Lubbock, Texas. Mr. Skaggs has a BBA in Marketing from Texas Tech University and has completed post-graduate and other related studies at the Institute for Organization Management, Southern Methodist University, Texas Christian University, Texas A&M, University of Oklahoma, and Xerox Corporation.

***Panelists***

**Greg Anesi, Chief Executive Officer, Independent Mobility Systems, 4100 W. Piedras St., Farmington, NM 87401; ph. 800-467-8267; fax 505-326-4846; email [ganesi@imsvans.com](mailto:ganesi@imsvans.com)**

Greg Anesi has been the chief executive officer of IMS since 1986. He has overall administrative responsibility for manufacturing and national sales/distribution of the state-of-the-art handicap van conversion business. He is also director of Hwy 160 W LLC, which manages Marriott hotels in the Four Corners region. He has served as director of Sunwest Bank in Farmington and chief executive officer of MGA Enterprises, which manages Burger King restaurants in the Four Corners region. Anesi has a BS Degree in Accounting from the University of Colorado, Boulder.

**Dave Davis, President and CEO, Quicktruss, Inc., 5101 College Blvd., Farmington, NM 87402; ph. 505-566-3718; fax 505-566-3698; email [quicktruss@gobrainstorm.net](mailto:quicktruss@gobrainstorm.net)**

Dave Davis founded Quicktruss in 1996. Prior to that he painted professionally for 15 years and invented his first product at the age of 23. He has a business degree from San Juan College.

**George Friberg, Senior Director, Technology Ventures Corporation, 1155 University Blvd., SE, Albuquerque, NM 87106; ph. 505-843-4286; 505-246-2891; email [george.j.friberg@lmco.com](mailto:george.j.friberg@lmco.com)**

George Friberg assists clients in defining their business case, marketing strategy, and intellectual property position and in finding equity funding. He has been involved in technology business throughout his career as an engineer, manager, and executive, and as president and CEO of multi-million dollar engineering, manufacturing, and entrepreneurial companies in defense hardware, lasers, pulsed power, and telecommunications. His management experience is in space systems electronics, communications, and control systems for use in steel production and mining applications. He also has expertise in finance, venture funding, organizational development, start-up and turn-around business situations, technology business development, and marketing. He holds a BS in Mechanical Engineering and an MBA from the University of New Mexico.

**Key Jobson, Chief Information Officer, Rocky Mountain Chocolate Factory, Inc., 265 Turner Drive, Durango, CO 81303; ph. 970-247-4943; fax 970-382-7371; email [jobson@rmcf.net](mailto:jobson@rmcf.net)**

Mr. Jobson joined Rocky Mountain Chocolate Factory in July 1998 as Director of Information Technology. In June 2001, he was promoted to Chief Information Officer, a position created to enhance the company's strategic focus

on information and information technology. Prior to joining RMCF, Mr. Jobson worked for CHC and then ADAC Laboratories, leading providers of information systems solutions in the healthcare industry, where he performed a variety of functions, from software developer to account executive.

**Rodney Johnson, Sales Manager, Wood Group Generator Services, 130 Airport Drive, Farmington, NM 87401; ph. 505-327-1322; fax 505-327-1883**

**Tim Montoya, President, Aztec Machine & Repair, Inc., 113 S. Light Plant Rd., Aztec, NM 87410; ph. 505-334-9324; fax 505-334-7441; email aztecmachine@earthlink.net**

Tim Montoya is the owner/president of Aztec Machine & Repair, Inc., which he has owned and operated since May 1997. Prior to starting Aztec, he worked for a large hydraulic repair facility in Durango, CO for seven years. He is a journeyman machinist, a knowledgeable welder, and a hydraulic repair technician. He is a graduate of Applied Science and Drafting Technology at San Juan College.

**Steve Rumore, President, Avalanche Engineering and Avalanche Ranch, 40039 Hwy 160, Bayfield, CO 81122; ph. 970-884-7716; fax 970-884-7719; email steve@avalancheengineering.com**

Steve Rumore grew up with a penchant for machines of all sorts and a drive (pun intended) to know how things work, and it was a natural for him to create his business plan of Avalanche Engineering, Inc. as his senior thesis for his bachelor's in business. Avalanche Engineering is the leader in off-road innovation, designing and building the best line of rock crawling vehicles in the world. Avalanche Engineering is not only his business: the custom designed off-road vehicles and engineering it produces and, more specifically, the testing of them, are his passion. Rumore won the 2000 national title for Rock Crawling in his cutting edge creation called "The Sniper." Avalanche has also created projects for lunar modules to be used by the Department of Defense and special suspension systems in mining applications and currently employs a staff of seven.

As time has marched on, Rumore has noticed continuing limitations on where people are permitted to play with four wheel drive rigs, so Steve came upon the idea of creating a place for jeeps, ATVs, and motorcycles to come and play without public complaint -- Avalanche Ranch. It is over 800 acres and has hosted several national and local events, fully booking hotels, etc. in our area, bringing national photo shoots for companies such as BF Goodrich tires, and providing much needed close-to-home fun for families. We employ 4 full time employees and contract for many more on a per-event basis.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14th St. and Constitution Ave., NW, Washington, DC 20230; ph. 202-482-5081, fax 202-273-4781, email dsampson@eda.doc.gov**

Dr. David A. Sampson was nominated by President George W. Bush and confirmed as the Assistant Secretary of Commerce for Economic Development by the United States Senate in 2001.

Assistant Secretary Sampson serves as the principal advisor to Commerce Secretary Evans on domestic economic development policy. His primary responsibilities include policy development; establishing funding priorities; defining grant investment policy guidelines; and directing the EDA headquarters operation and the agency's six regional offices. Dr. Sampson is committed to transforming EDA into a results oriented agency that maximizes economic impact per dollar of input. In that regard, he directs efforts of EDA to achieve President Bush's vision that every geographic area and demographic sector has a fuller opportunity to achieve the American Dream.

In 2002, Dr. Sampson directed EDA investments of over \$350 million dollars in 842 projects among America's most vulnerable communities, helping to create thousands of critically needed jobs. He oversees a \$1.46 billion portfolio of economic development grants and projects.

His prior experience in the private and public sectors includes serving as President & CEO of the Arlington, Texas Chamber of Commerce and as Chairman of the Texas Council on Workforce and Economic Competitiveness and as Vice Chair of the Texas Strategic Economic Development Planning Commission in then Governor Bush's Administration.

Assistant Secretary Sampson holds degrees from David Lipscomb University, the New Orleans Baptist Theological Seminary and Abilene Christian University.

**Viviene Tallbull, CEO, Silver State Construction, Shiprock Subway, Navajo ACE Home Center, PO Box 3000, Shiprock, NM 87420; ph. 505-368-4144; fax 505-368-4175; email vatallbull@yahoo.com**

Since 1995, Viviene Tallbull has been the president of Silver State Construction, responsible for the administration and business management of the heavy construction company. She is also currently president of Ayani' Neez Incorporated, a business development firm; franchisee of the Shiprock Subway, Inc.; and owner of the Navajo ACE Home Center. She has also served as director of the Navajo Nation Division of Education in the Department of Youth Community Services. Ms. Tallbull holds a degree in elementary education from Northern Arizona University and has completed professional development in engineering, business law, and management.

**Tom Wishon, Owner/President, Tom Wishon Golf Technology, 695 County Road 233, Durango, CO 81301; ph. 970-375-0411; fax 970-375-0412; email tww@wishongolf.com**

Tom Wishon is a 24-year veteran of the golf equipment industry specializing in clubhead design, shaft analysis, and clubfitting research and development. He is the only designer from the component clubmaking side of the golf industry whose clubhead designs have been used to win on the PGA Tour and the international Ryder Cup matches between the US and European professional golfers, having designed the clubs used by Scott Verplank, Bruce Lietzke, Ben Crenshaw, and Payne Stewart in 1999 before his tragic accident. He has written five books on clubmaking technology is a 10-year member of the Golf Digest Technical Panel, and serves as the Technical Adviser to the Professional Golfers' Association of America's Web site, [www.pga.com](http://www.pga.com). Wishon currently heads his own company, Tom Wishon Golf Technology, which specializes in the design of original high-end component golf equipment designs for independent custom clubmakers worldwide.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Serbian American Cultural Center  
Weirton, WV  
September 15, 2004***

**Speaker Biographical Statements**

**Dr. John Brown, Executive Director, Brooke-Hancock-Jefferson Regional Planning Council, 124 North Fourth Street, Steubenville, OH 43952, 304/797-9666 (p), 740/282-1821(f), jbrown@bhjmpc.org**

Dr. Brown has served as urban-regional expert in the states of Kentucky, Michigan, Pennsylvania, Virginia, and West Virginia. He is an adjunct faculty member at Franciscan University of Steubenville and served as an Assistant Professor in Urban Studies at Virginia Commonwealth University in Richmond, Virginia. For the past six years, he has worked with Region 11 staff to advance transportation improvements, create and maintain water and sewer infrastructure, diversify the economy through entrepreneurship and redevelop local brownfield sites. He is a board member of the Business Development Corporation of the Northern Panhandle. He is a member of the American Institute of Certified Planners and a graduate of The National Development Council's Economic Development Finance Certification Program. He holds a Ph.D. in Public and International Affairs from the University of Pittsburgh and a Master in City Planning from Michigan State University.

**Denise K. Chamberlain, Director of Risk Management, ARCADIS G&M Inc., 5425 Bonnyrigg Court, Mechanicsburg, PA 17050, Phone: 717/761-0554 (p), 717/761-0146 (f), dchamberlain@arcadis-us.com**

Prior to joining the PA DEP, Denise was an Associate Counsel & Vice President at Mellon Bank, N.A. practicing in the areas of environmental law, corporate lending and bankruptcy. Throughout her career, Denise has advised business, federal, state and local government representatives, as well as communities about site remediation and redevelopment. During her tenure at PA DEP, she worked to develop and advance the Pennsylvania Land Recycling Program, a comprehensive brownfields program. A native of Weirton, WV, Denise earned her Juris Doctor from the College of Law, West Virginia University. She received her Bachelors of Arts, cum laude from Bethany College.

**Donald Donell, President, Starvaggi Industries, Inc., 401 Pennsylvania Avenue, Weirton, WV 26062, 304/748-1400 (p) 304/797-5208 (f), ddonell@starvaggi.com**

**Steven Fenell, President, Sal Chemical, 3036 Birch Drive, Weirton, WV 26062, 304/748-8200 (p), 304/797-8751(f), sfenell@salchem.com**

Steve Fenell has been with SAL Chemical for 13 years, starting in Sales. He then moved to purchasing and became president eight years ago. Fenell is actively involved with the Half Moon Industrial Park Committee and the National Association of Chemical Distributors (NACD). He is the co-chair of NACD's Annual Operations Seminar (OPSEM).

**Dewey Guida, Owner, Dewey J. Guida Enterprises, 301 Three Springs Drive, Weirton, WV 26062, 304/748-1150 (p) 304/723-2048(f), Djguida2@weir.net**

Dewey J. Guida is the President of Dewey J. Guida Enterprises. He is a life-long resident and investor in the Upper Ohio Valley. His businesses include Dee Jay's BBQ Ribs, Guida Land Development, Praxis-Weirton, Steel Oaks Investments, and The Logix Companies. He is a council member of the West Virginia Council for Economic Development, the lead council for the West Virginia Development Office. He serves on the Board for the Business Development Corporation of the Northern Panhandle. He is a certified residential and commercial appraiser.

**Senya Isayeff, Principal, Alliance Environmental Systems, 550 East Union Street, Good Will Business Park, West Chester, PA 19382, 610/701-9000 (p), 610/701-9990 (f)**

In 1994, Senya Isayeff and Robert Casciato, founded Alliance Environmental Systems, Inc., and began to provide Environmental, Demolition and Indoor Air Quality services in the Delaware Valley area; Pennsylvania, New Jersey, Delaware and Maryland. Isayeff's broad and varied management and career experience in the environmental field includes major government contracts, Superfund and Brownfields site clean-up operations, real estate development and abatement work at overseas investment properties.

Isayeff earned a B.A. Degree from Temple University in Philadelphia. After which, he attended a scholarship year for graduate studies in Athens, Greece. He is an EPA certified Asbestos Supervisor, Building Inspector, Management Planner and Project Designer.

**Mike Jacoby, Executive Director, Progress Alliance, 630 Market Street, Steubenville, OH 43952, 740/283-2476 (p) 740/282-6285 (f), [mjacoby@progressalliance.com](mailto:mjacoby@progressalliance.com)**

Mike Jacoby assumed the executive director position of the Progress Alliance May 10, 2004. Prior to accepting the position with the Progress Alliance, he served as Governor Bob Taft's Regional Economic Development Representative for eight counties in southeast Ohio. Jacoby has also been a business development specialist with the Ohio Department of Development and the development director for a two-county venture in Jackson and Vinton counties in Ohio. He has a Bachelor of Arts degree in journalism from Kent State and a Masters of Public Administration degree from Ohio University. He is a Certified Economic Developer (CEcD) recognized by the International Economic Development Council, a graduate of the Economic Development Institute, and a certified Economic Development Finance Professional as recognized by the National Development Council.

**William Miller, Mayor, City of Weirton, 200 Municipal Way, Weirton, WV 26062, 304/797-8501 (p), 304/797-8598 (f), [mayor@cityofweirton.com](mailto:mayor@cityofweirton.com)**

William Miller was elected Mayor of the City of Weirton in 2003. In his previous experience, Miller was employed at Weirton Steel for 42 years. During this tenure he served as a Metallurgical Engineer, Senior Tech Service Representative and Superintendent Operations of Tin Mill Platers. He has also served on the West Virginia Municipal League Board of Directors and has worked as a Consultant for Ohio Coating in Yorkville, Ohio.

**Domenick Mucci, Mayor, City of Steubenville, Jefferson Co. Chamber, 630 Market Street, Steubenville, OH 43952-2808, 740/282-6226 (p), 740/282-6285 (f), [dmucci@cityofsteubenville.us](mailto:dmucci@cityofsteubenville.us)**

Domenick Mucci has been a member of the Steubenville City Council since 1982 and currently serves as Mayor, President of the Jefferson County Chamber of Commerce, President of the Steubenville Board of Health, founder of the Dean Martin Celebration, and was appointed by Governor Taft to the State of Ohio Urban Revitalization Task Force. He is a member of the Theta Chi Alpha Fraternity, Knights of Columbus, Polish Athletic Club, social member of American Legion Post 33, Christopher Columbus Club, Sons of Italy, and Steubenville Lions Club.

**Anne Pope, Federal Co-Chair, Appalachian Regional Commission, 1666 Connecticut Avenue, NW, Washington, DC 20009, 202/884-7660 (p), 202/884-7682 (f)**

Since 2003, Anne Pope serves as the Federal Co-Chair of the Appalachian Regional Commission (ARC). Previously, she served in the cabinet of Tennessee Governor Don Sundquist as Commissioner of the Tennessee Department of Commerce and Insurance and as the Executive Director of the Tennessee Film, Entertainment and Music Commission. She is a graduate of Vanderbilt University and the Cumberland School of Law at Samford University.

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14<sup>th</sup> St. and Constitution Ave., NW, Washington, DC 20230; 202/482-5081 (p), 202/273-4781 (f), [dsampson@eda.doc.gov](mailto:dsampson@eda.doc.gov)**

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**David Satterfield, Director, West Virginia Department of Development, Capitol Complex/Bldg. 6/Rm. 553, 1900 Kanawha Blvd., Charleston, WV 25305, 304/558-2234 (p), 304/558-0449 (f), dsatterfield@wvdo.org**

David Satterfield is responsible for line divisions focusing on building strong communities, recruiting new investment from around the United States and the world, strengthening and retaining existing industry, enhancing entrepreneurial opportunities and building small businesses. He chairs the board of directors and oversees the West Virginia Economic Development Authority, the lending arm of economic development. He oversees all federally and state funded training programs for the Governor's Workforce Investment Division.

Prior to joining the Development Office, Satterfield served as the chief of staff and vice president for Institutional Advancement at West Virginia University in Morgantown, WV. In this capacity he functioned as chief adviser to the university's president. As WVU's primary government relations executive, he coordinated the internal administration strategies of the institution and spearheaded special initiatives.

**Mark C. Schneider, President, The Rubinoff Company, 503 Martindale Street, 2<sup>nd</sup> Floor, Pittsburgh, Pennsylvania 15212, 412/231-1000 (p), 412/231-6330 (f), 412/977.1311 (m)**

Mark Schneider's interest in the development of the Pittsburgh area led him to a career in community development and real estate. He has held positions with the Northside Civic Development Council and the Northside Leadership Conference. Schneider served as a consultant to private enterprise also involved in development of the region. His experience with brownfields development has made him a sought-after speaker across the country and in Eastern Europe; Schneider has participated in forums with local foundations and experts in forums on the subject of "brownfields." He obtained his degree in Political Science from Miami University of Ohio.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Beloit College  
Richardson Auditorium  
610 Emerson St. in Morse-Ingersoll  
September 21, 2004***

**Jane E. Svennevig, Greater Beloit Chamber of Commerce Board and Executive Committee; 1845 Strong Avenue, Beloit, WI 53511; Phone 608.362.3532 email [janesven@usa.net](mailto:janesven@usa.net)**

Jane Svennevig is currently involved with the Greater Beloit Chamber of Commerce and is Chair of the Regional Food Processing Cluster Initiative. She serves as a director of the Greater Beloit Chamber of Commerce Board and Executive Committee and is immediate past Board chairperson. She retired in 2002 as Vice President for Business and Community Development from Blackhawk Technical College (BTC), Janesville, Wisconsin. For 15 years in that capacity, she was responsible for identifying needs and developing labor force training and productivity improvement for businesses in South-central Wisconsin. She presented at several national conferences on strategies for successfully developing partnerships between education and business. She was also responsible for international education at BTC, and developed Wisconsin's first technical college study tours to China in 1999 and 2000. For 15 years prior to that she was a communications skills instructor. She is currently an adjunct faculty member for Concordia University of Wisconsin. She has facilitated numerous groups in strategic planning and quality improvement and currently is facilitating the Visit Beloit Board (Beloit's visitors and convention bureau) strategic plan. She is Trustee and Recording Secretary of the Board for Paul's Computer Institute, Bamenda, Cameroon, Africa, a computer-training institute started in 1998 by a retired Beloit Firefighter and Peace Corps. Volunteer. She is a member of Beloit Rotary International (immediate past chairperson for the International Avenue of Service). She and her husband have been host parents to Beloit College International students for 30 years. She has a MS degree in Continuing and Adult Vocational Education from UW Madison.

**Jim Fisher, President, Fairbanks Morse–Engine, 701 White Avenue, Beloit, Wisconsin 53511; Phone 608.364.8087; Fax 608.364.8444; Email [jim.fisher@fairbanksmorse.com](mailto:jim.fisher@fairbanksmorse.com)**

A graduate of Indiana Institute of Technology, BSCE Mr. Fisher has 30 years of diverse experience in marketing, selling, manufacturing and general management of highly engineered, rotating, capital equipment. For 25 years he was employed by Ingersoll-Rand Company where he managed businesses in air compressors and industrial pumping systems before joining Goodrich Corporation as President of their industrial bearings unit. Mr. Fisher is currently President of Fairbanks Morse Engine a diesel engine and gas turbine manufacturer of power and power generating systems. The parent company of Fairbanks Morse Engine is EnPro Industries the prior industrial group of Goodrich Corporation.

**Ken Hendricks, Owner, Chairman, CEO, ABC Supply, Inc., One ABC Parkway, Beloit, WI 53511; Phone 608.362.7777 or 608.362.1296; Fax 608.362.6529; email [ken.hendricks@abcsupply.com](mailto:ken.hendricks@abcsupply.com)**

After growing up in the roofing and siding business, Ken Hendricks understood the need for quality wholesale distribution for roofing and siding contractors. In 1982, Ken and his wife, Diane, started American Builders & Contractors Supply Co, better known as ABC Supply. Through the entrepreneurial guidance of Ken and Diane, the company has grown from its original three centers to over 300 locations in 43 states by year-end 2004 with expected sales in excess of 2.0 billion this year.

Together, the Hendricks own a number of additional business interests, including Hendricks Development Group, Blackhawk Transport, Inc., Corporate Contractors, Inc., American Patriot Insurance Agency, Inc. and Amfinity Capital, LLC with numerous subsidiaries. In addition, the Hendrickses's own controlling and minority interests in other national companies along with extensive development and real estate holdings nationwide.

As Chairman and CEO of ABC Supply Co., Inc., Hendricks demonstrates his commitment to community support by sitting on several boards of directors, including: Rock Valley Community Programs, Beloit 2000, Independent Disability Services, and the Sinnissippi Council of Boy Scouts of America. Ken also sits on the Beloit College Board of Trustees and the Blackhawk State Bank Board of Directors. He also serves as honorary chairman of the National Roofers & Distributors Council, is a member of the Board of Directors of Forward Janesville, Stalene Council 100,

Southwest Wisconsin Workforce Development Board, is a former president of the Greater Beloit Chamber of Commerce and is an active participant with United Way campaigns and numerous other charitable organizations thru out the area.

Some of Ken's thoughts to live by include: "The tragedy of life – is what dies inside a person while he lives;" "A ship in harbor is safe – but that is not what ships are built for;" and "Two roads diverged in a wood and I – I took the one less traveled by and that has made all the difference." Robert Frost

**Dr. David Sampson, Assistant Secretary of Commerce for Economic Development, US Department of Commerce, Economic Development Administration, 14th St. and Constitution Ave., NW, Washington, DC 20230; phone 202.482-5081; fax 202.273.4781; email [dsampson@eda.doc.gov](mailto:dsampson@eda.doc.gov)**

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**John Streich, President, eFutures; Applied Technology Center, One Insight Drive, P.O. Box 25 Platteville, WI 53818; Phone 800.437.7751; Fax 608.348.5986; email [jds@efutures.com](mailto:jds@efutures.com)**

After graduating from the University of Montana, John graduated moved to Chicago where he began his career in the futures industry. John started as a Runner and Assistant Analyst at the Chicago Board of Trade, and later led the sales team at a large brokerage. From 1985 - 1989, John was a Floor Trader and Broker working with managed and international accounts.

In 1989, John founded First Capitol Ag, Inc. (FCA) in Belmont, Wisconsin, near the site of the first territorial capitol. FCA is a full service brokerage firm with a nationally recognized marketing program for producers and handlers of agricultural products. In 1993, John wanted to offer discount brokerage while providing institutional style execution services to the retail client, and launched Futures Express. In 1997, he developed efutures.com to provide its clients with a premier on-line trading platform with emphasis on superior customer service. In 2000, efutures.com joined forces with Cargill Investor Services to create First Capitol Group, LLC, a futures commission merchant.

John's experience and electric personality has allowed him to develop numerous relationships across the industry. In 1995, John was elected to the Board of Directors of the National Futures Association (NFA) as well as the NFA Appeals Committee. He was re-elected twice and served until 2002. John also interned in Tokyo, Japan with an international manufacturer studying business management. He is an IFR rated pilot, avid runner and skier, Harley Davidson enthusiast, and happily married father of three active daughters.

**Steve P. Townshend, Cadbury-Adams, 5500 Forest Hills Rd Box 1205, Rockford, IL 61105; Phone 815.877.8081; Fax 815.282.5640**

Steven P. Townshend, Vice President of Supply Chain USA for Cadbury Adams, a division of Cadbury Schweppes. His responsibilities include U.S. operations development, manufacturing, and distribution with U.S. sales of \$800 million. Cadbury Adams manufacturers well known brands such as Dentyne Ice, Trident, Bubblicious, and Chiclets Gum, Certs Breath Mints, and Halls Throat Drops. Steve has over 15 years of diverse manufacturing experience. Prior to joining Cadbury Adams, Steve worked in quality, operations, and engineering management positions for NutraSweet, a division of Monsanto. Steve's education includes a B.S. degree in Chemical Engineering from Notre Dame and a Master's degree in Engineering from University of Akron. He is active in Rockford area business development as a Director on the Rockford Area Council of 100 as well as a board member for the Rock River Valley United Way.

**Larry Voss, Vice President and CFO, Paperchine, 1155 Prairie Hill Road, Rockton, IL 61072; Phone 815.389.8685; Fax 815.389.8148; email [lvoss@paperchine.com](mailto:lvoss@paperchine.com)**

Founding partner in Paperchine, Inc., an Illinois corporation started up to service the Paper-Making Industry in 2000. Prior to Paperchine was employed over 11 years by Beloit Corporation as Director, Global Estimating and Controller for the \$300 million Paper Machine Division. Previously employed for over 8 years by Scotsman Ice Systems as Assistant Controller and Accounting Manager in Minnesota. Graduated with BA/BS degrees from Mt. Mercy College in Iowa, an MBA from University of St. Thomas in Minnesota and attended an Executive Management Program at Duke University. Received a CPA certificate from the State of Minnesota and taught graduate finance courses for University of St. Thomas as an adjunct professor. Currently functioning as Treasurer, Stateline United Way and has previously served on the board of Rock County PIC, a speaker for several management groups, a coach for youth sports and President for a NMA chapter.

***Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Holiday Inn Express  
Bemidji, MN  
September 23, 2004  
Speaker Biographical Statements***

**Robert Bogart, Senior Policy Advisor, Economic Development Administration, Senior Policy Advisor, EDA, 14<sup>th</sup> and Constitutions Avenues, NW, Room 7800, Washington, DC 2023-; 202/482-8336 (p), 202/482-4781 (fax); rbogart@eda.doc.gov.**

**Bill Guffey, Vice President/General Manager, Westin Automotive, Manufacturing Facility, 240 S. Fifteenth Street, St. James, MN 56081, 507/375-3559 ext. 237 (p), weguffey@westinautomotive.com**  
William E. Guffey rose through the ranks within private manufacturing companies from hourly worker, first line supervisor, general foreman, plant manager, VP Manufacturing and Division General Manager. He has held business management positions in Ohio, Michigan, Wisconsin, New York, and Minnesota. Guffey Holds a B.S. Degree in Business Administration and Environmental Science and Policy from the University of Wisconsin.

**Dave Hengel, Economic Development Director, Headwaters Regional Development Commission (HRDC), P.O. Box 906, Bemidji, MN 56619-0906, 218/444-4732 (p), 218-444-4722 (f), dhengel@hrdc.org**

Hengel provides regional economic development planning, economic research and assistance to local communities and businesses. He is a recognized leader in the areas of community leadership, the innovation economy and how to competitively position regions and communities to succeed in our changing economic environment. Currently, Hengel is a key partner in the region's knowledge cluster effort, and is leading Bemidji Leads! and similar projects in Park Rapids and Mahanomen to create and sustain civic leadership and engagement. He holds a B.A. degree in Public Administration and Local and Urban Affairs, St. Cloud State University. Hengel has sixteen years of experience with the HRDC.

**Mark Karl, Director of Operations, Polaris Industries, 301 5<sup>th</sup> Avenue, SW, Roseau, MN, 56751, 218/463-2312 (p), mark.karl@polarisind.com**

Mark Karl has been with Polaris Industries, Inc. since 1989. Karl began his career in Manufacturing Engineering. He then spent five years in Purchasing, but ultimately returned to his roots in Manufacturing Operations. In 2000 became Director of Operations of Spirit Lake Iowa Facility. In November 2003, returned to Roseau as Director of Operation of that facility. He holds a B.S. in Industrial Technology and Business from Minnesota State Moorhead.

**Steven Muzzy, Central Boiler – Woodstoves, 20502 160<sup>th</sup> Street, Greenbush, MN 56726, 218/782-2575 ext. 205. (p), steve@centralfireplace.com**

Muzzy oversees the corporate structure, accounting functions, human resources, safety, and insurances, and is also involved in day-to-day decisions throughout the company. He was responsible for setting up Central Boiler's first computerized accounting system. He started his career as a farmer and commercial agricultural crop sprayer, both of which he continues to do today. He has worked as an office Manager/Accountant with KTRF/KSNR Radio. He then moved on to Thief River Jobbing where he worked in accounting and warehouse management. Muzzy graduated from Northland College of Thief River Falls with a degree in Business Administration.

**Jim Russ, Vice President, Team Industries, 119 Graystone Plaza, Suite 100, Detroit Lakes, MN 56501, 218/847-9582 (p), 218/847-1052 (f), jimruss@team-ind.com**

James Russ has been a leading advocate for workforce development initiatives in the Manufacturing community for almost two decades. He is the acting Director of Corporate Development for a leading innovations company in the Northwest Region of Minnesota-TEAM Industries Inc. Team Industries Inc. is the acronym for Technology, Engineering, and Manufacturing. TEAM is an engineered solutions company, targeting a diversified customer base in recreational products with the leading recreational OEM providers in the world. Russ is a graduate from the University of Minnesota. He sits on several curriculum advisory committees.

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Please note: Due to the structure of the first half of the forums, business profiles were not included in the forum packets. Profiles are provided for the final 10 forums only.



*Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Morehead State University – Baird Auditorium  
Morehead, KY  
May 18, 2004*

***Business Profiles***

**Boneal Incorporated**

Boneal Incorporated is a prime-contracting manufacturer for government agencies and various private sector companies. Boneal provides a single point for technology, procurement, sourcing, and manufacturing. Boneal operates in the Commonwealth of Kentucky as a SBA HUBZone firm with sales of \$8 million. In 2000 and 2001, Boneal was awarded one of two national Baldrige-based "Quality Supplier Awards" for small manufacturers by the United States Postal Service from among 30,000 suppliers. Boneal was recognized in 2002 as "Kentucky Industry of the Year" by the Associated Industries of Kentucky and also as a 2002 recipient of the Small Business Administration "Administrator's Award for Excellence".

**Cingular Wireless**

Cingular is the second largest wireless company in the U.S. and is dedicated to providing customers with wireless technology designed to enrich their lives. Cingular is a joint venture between the domestic wireless divisions of SBC (NYSE:SBC) and BellSouth (NYSE: BLS). SBC owns 60 percent of the company and BellSouth owns 40 percent, based on the value of the assets both contributed to the venture. Revenue in 2003 was more than \$15.4 billion. Headquartered in Atlanta, Georgia, Cingular is one of the nation's largest wireless carriers, with more than 22 million customers in the U. S., Puerto Rico and the U.S. Virgin Islands. Cingular operates in 43 of the top 50 markets in the United States and employs more than 33,000 people.

In Kentucky, Cingular employs more than 1,500 employees, generates an estimated 690 wireless 911 calls daily to Public Safety Answering Points, and pays over \$27 million annually in various taxes. Cingular has invested over \$400 million in its network

Cingular's network has approximately 370 cell sites and covers more than 40,460 square miles across Kentucky. Since 2003, Cingular has offered improved voice quality and capacity through the advanced technology of Global System for Mobile Communications (GSM). Cingular supports various local charities, such as Jr. Achievement, American Cancer Society's Walk for Life, Lion's Club Run for Sight, Call to Protect, and Special Olympics.

The Grayson call center is 145,000 square foot, seats 920, employs over 640 people, handles approximately 40,000 to 50,000 calls a day. It has become one of the top performing sites in the Cingular family.

**Cintas Corporation**

Headquartered in Cincinnati, Ohio, Cintas Corporation provides highly specialized services to businesses of all types throughout North America. Cintas designs, manufactures and implements corporate identity uniform programs, and provides entrance mats, restroom supplies, promotional products and first aid

and safety products for over 500,000 businesses. In 2003, Cintas received the Massachusetts Exemplary Employer Award and in 2004 has received the following awards:

- Fourth consecutive year on Fortune Magazine's "America's Most Admired Companies" list.
- Forbes Magazine named Cintas as one of the "Best Managed Companies in America".
- Forbes Magazine named Cintas one of the "Best Big Companies in the World" (1999 – 2003).
- The fourth best employer in Canada by Report on Business Magazine.

The Company has achieved 34 consecutive years of growth in sales and earnings. Fiscal 2003 revenue was \$2.69 billion. Cintas is a publicly held company traded over the NASDAQ National Market under the symbol CTAS, and is a Nasdaq-100 company and component of Standard & Poor's 500 Index.

### **Generations RC, Inc.**

Generations opened its first clinic in Teays Valley, WV in the spring of 1997 with three family members. It was soon discovered competition was tough and Generations was missing an even greater market for services in another town. A second clinic opened ten miles away in the fall of 1997 proved to be an instant success story; Generations was fully able to maintain both clinics. In the fall of 2002, Generations opened its third location (Barboursville, WV). The corporate office in downtown Greenup was opened in July 2000 with three employees. Generations employs seven full time and four part time employees in the corporate headquarters office in Greenup. The clinics employ seven practitioners, three licensed assistants, and seven support staff. (These numbers include contractors.) 2003 revenues were approximately \$1.4 m.

### **Harold White Lumber, Inc.**

Harold White Lumber Inc. was established in 1968, after Harold White left his family business to begin a new venture. The White Family is in its fourth generation going back 100 years of heritage in this industry. In 1989 four of Mr. White's children established Harold White Millworks Inc. This company compliments the lumber company by diversifying into the secondary wood market, by taking the rough lumber to a finished product. Products include kiln dried lumber for the furniture markets, interior molding and millwork, hardwood flooring, doors, and paneling. Currently there are approximately 97 employees and annual sales with both companies of \$11,000,000.00. Timber is procured within a 150-mile radius of Rowan County. Harold White Lumber and Harold White Millworks are the recipients of numerous safety, business, and Exporter of the Year Awards. 35% of their products are exported to several Countries of Europe, including, Belgium, Germany, Holland, Austria, France, Italy, Denmark, and Spain.

### **Lectrodryer**

Lectrodryer designs, engineers, and manufactures desiccant drying and purification equipment for the removal of water and other impurities from air, gases and liquids. Lectrodryer serves such markets as hydrocarbon refining, chemical processing, gas manufacturing and refining, solvent drying, sewage/water treatment, and power generation. In fact, 90% of the 100 largest industrial firms in the United States use Lectrodryer equipment for dehumidification. As the largest manufacturer of liquid dryers in this hemisphere, Lectrodryer is a principle supplier to chemical processing plants and oil refineries.

Lectrodryer maintains an efficient and productive manufacturing plant in the Richmond, Kentucky area. The plant is a 12,500 sq. ft., non-union, ASME Code shop.

Strict quality control enforcement, modern manufacturing equipment, and some of the finest engineering expertise in the drying industry enable Lectrodryer to custom design and fabricate dehydration and purification equipment with maximum drying efficiency and long-term economy.

Lectrodryer's capabilities include gases, liquids, and other process drying, low pressure and custom refrigeration drying, standard units and custom designs, completely assembled and skid-mounted packages, complete in-house engineering and fabrication, design capabilities covering a broad range of pressures, and design to ASME, ANSI, NEMA and NEC standards.

### **Stober Drives**

A German family owned business, Stober Drives was established in Maysville, KY in 1991. The facility in Maysville is their only one in the U.S. Stober Drives does Gearbox assembly and manufacturing, primarily in the food and beverage market, packaging, material handling and automation. Stober was recently awarded a \$50,000 training grant from the state for employee development. Over the past 13 years, Stober has grown from five employees to over 55 today. Sales in 2003 were \$12.5 million; 2004 projections are for \$14+ million.



*Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs*

*Ramada Inn  
Nittany Room  
State College, PA  
May 20, 2004*

*Business Profiles*

**Furman Foods**

Furman Foods is a family-owned, customer focused, performance-driven corporation that adheres to Biblical standards of ethics and morality in dealing with their customers, employees and business partners. Furman's mission is to continue as a leading supplier of tomato products in the East by providing high-quality products and value-added service built upon solid relationships with their customers, employees and business partners.

**IDL Merchandising Solutions**

IDL was started 55 years ago in Penn Hills, Pennsylvania by Hugh Murray as IDL Signs a screen printing business with a focus on promotional signs for grocers and other local businesses. During the 1960's the business grew and included printing decals and signs for organizations such as the U.S. Postal Service, F.D.I.C, and Allegheny Airlines (later U.S. Air). The largest growth however came in the area of Point of Purchase Advertising. Today IDL is an industry leader in providing comprehensive, value-added merchandising and print solutions to consumer product manufacturers and retailers in a varied range of industries and markets. Their customer-driven culture generates excellence in design innovation, manufacturing expertise and project implementation.

**Restek Corporation**

Paul Silvis started Restek Corporation in a small business incubator outside State College, Pennsylvania in September 1985. In less than two decades Restek has grown into a business with more than 30 million dollars in annual sales of gas and liquid chromatography columns and supplies, with offices and distribution centers in more than 75 countries, and with an extensive list of awards and acknowledgements from business and community service organizations. Restek has become a key member of the community, giving back both financially and professionally, with many employees serving on local service and business boards and committees. Paul's title, Head Coach, rather than President or CEO, defines his role in the company: "The Head Coach puts the right players in the right positions; provides training, tools, and opportunities for them to become star players; encourages an atmosphere of support and honesty; helps to define the team's strategy for winning - all for the sake of creating a championship team of which each member can be proud!" Restek employs nearly 200 people.

**Salimetrics, LLC**

Salimetrics was founded in 1998 by Dr. Douglas A. Granger (President, and Associate Professor of Biobehavioral Health at Penn State University), Ms. Eve Schwartz (VP Operations), and Mr. Richard Supina (CFO), to provide researchers, analytical and functional testing laboratories, and the immunodiagnostic industry with innovative salivary immunoassay products and services. The intellectual foundation of Salimetrics is the product of 10 years of basic research focused on assay development,

and the application of salivary biomarkers in behavioral and biomedical science. The assay technology and extensive analytical experience were developed by Dr. Granger and Ms. Schwartz at the Penn State Behavioral Endocrinology Laboratory (BEL). A technology transfer agreement with Penn State enabled Salimetrics to acquire (i.e., facility, staff, and equipment) the world-renowned BEL analytical testing service for salivary biomarkers.

### **Sturgis Pretzel**

Sturgis Pretzel House is the first pretzel bakery in America, established in 1861, in a bakery built in 1784. The bakery has been operating continuously since the presidency of George Washington. The site is listed on the National Register of Historic Places. Sturgis products are known for quality and value as well as the success that they have enjoyed in the market place. Sturgis has produced pretzels exclusively for 142 years. In addition to its own product line, the company also produces under a private label for other manufacturers. It has provided consulting services in the form of new product design and development of specialty items. The company's advertising slogan is: "A New Twist in Pretzel Technology."

### **Towanda Metadyne, Inc.**

Towanda Metadyne, Inc. is a manufacturer of Precision High Tech Materials and Components. Metadyne was established in 1984 and located in Elmira, NY. During the first few years of operation, Metadyne devoted major thrust on Research & Development of advanced tungsten and molybdenum alloys. In 1995 Metadyne outgrew its Elmira facility and moved to a newly constructed larger facility in Towanda, PA thus forming Towanda Metadyne, Inc. The Northern Tier Regional Planning & Development Commission honored Towanda Metadyne, Inc. as Business of the year in 2003 and previously by the Central Bradford Country Progress Authority as Business of the Year in 1999.

### **Videon Central**

Videon Central, Inc. is a leading developer of digital video and audio solutions for the consumer electronic market. Located in State College, PA, Videon has established itself as an outstanding design firm as a result of developing next generation products for DVD Players, DVD Recorders, Personal Video Recorders and HDTV technology. Videon's diversified business model has enabled the company to grow from a bootstrap organization to a 40-person company while maintaining its position of 100 percent employee owned. Videon continues to grow at a healthy rate by applying its technology to vertical market applications like digital cinema and in-flight entertainment.



*Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Cape Girardeau, MO  
May 25, 2004*

***Business Profiles***

**Ameren Services**

St. Louis-based Ameren Corporation (NYSE: AEE) provides energy services to 2.2 million customers in Missouri and Illinois. Approximately 95 percent of the company's \$3 billion revenues flow from electric sales, with the remainder from sales of natural gas. Formerly Union Electric Company and CIPSCO Incorporated, Ameren prides itself on a long, successful tradition of financial strength, cost containment, low rates and continuous customer service improvements, as well as nine decades of uninterrupted cash dividend payments to stockholders.

Union Electric announced a definitive merger agreement with CIPSCO Incorporated in August 1995; the merger was completed Dec. 31, 1997. A new holding company, Ameren Corporation, was formed as the parent of both Union Electric (now known as AmerenUE) and Central Illinois Public Service, or AmerenCIPS. The key to the merger is the opportunity it offers. Ameren will be able to operate more efficiently than the two separate companies, saving over \$759 million over the first 10 years. Our markets are more diversified, and our systems and expertise complement each other.

Stockholders at both companies approved the merger in 1995 and the Missouri Public Service Commission granted approval in 1997 and the Illinois Commerce Commission approved in 1997. Approval from various federal agencies followed. Recently, AmerenUE purchased the eastern Missouri portion of Aquila's natural gas utility system.

**Briggs & Stratton**

Briggs & Stratton is the world's largest producer of air-cooled gasoline engines for outdoor power equipment. They design, manufacture, market and service these engines for original equipment manufacturers (OEMs) worldwide. Their engines are incorporated into products as diverse as lawnmowers, generators, pressure washers, pumps and welders, as well as many industrial/commercial applications.

**Central Service, Inc,**

Central Service repairs and refurbishes pay telephones and booths as well as single and multi-line commercial telephone systems, which are shipped to their Kevil, Kentucky location from around the nation. The company was founded in 1977 by Clyde M. Elrod.

**Dana Corporation**

Dana Corporation (NYSE: DCN) is one of the world's largest suppliers to vehicle manufacturers and their related aftermarkets. Founded in 1904 and based in Toledo, Ohio, the company operates some 330 major facilities in 33 countries and employs more than 75,000 people. The company reported sales of \$13.2 billion in 1999.

The Cape Girardeau light vehicle axle facility is part of Dana's Automotive Axle Products Group, consisting of more than 20 manufacturing, assembly, and research and development facilities in 16

nations. The axle group is part of Dana's Automotive Systems Group, which provides axles, driveshafts, structural products, brake and clutch actuation products, steering and suspension products, and modules and systems for a \$30 billion global marketplace. The automotive Systems Group had combined 1998 sales of \$4.3 billion.

### **Missouri Department of Economic Development**

The Department of Economic Development administers a wide array of programs designed to enhance Missouri's economy in the 21st Century. It is composed of agencies that execute statutory requirements and department policy in the areas of community, economic and workforce development, as well as the regulation of financial institutions, utility companies and various licensed professionals.

The Department's mission is "To make Missouri the best place to live, work, vacation and conduct business." The Department of Economic Development will achieve its vision by stimulating and supporting economic security, opportunity, growth and a high quality of life in Missouri communities through many programs such as the Missouri LocationOne at [www.missourisites.org](http://www.missourisites.org). It is an on-line resource for Missouri's communities, businesses and site selectors across the country. The Internet database provides community, building, and land site profiles to companies seeking to relocate.

### **Monsanto Company**

Monsanto is a leading provider of agricultural products and solutions, using unparalleled innovation in plant biotechnology, genomics and breeding to improve productivity and to reduce the costs of farming. They produce leading seed brands, including DEKALB and Asgrow, and develop biotechnology traits that integrate insect control and weed control into the seed itself.

Monsanto makes Roundup, the world's best-selling herbicide, and other herbicides, which can be combined with our seeds and traits to offer farmers integrated solutions. Through their Holden's/Corn States business, they also provide other seed companies with genetic material and biotechnology traits for their seed brands.

The business has two segments: Seeds and Genomics, and Agricultural Productivity. The Seeds and Genomics segment consists of global businesses in seeds and related biotechnology traits, and technology platforms based on plant genomics, the science of studying and using the genes in living plants. The Agricultural Productivity segment consists of Roundup and other herbicides, our lawn-and-garden herbicide business, and animal agriculture business

### **Nordenia USA**

Founded in Germany in 1966, Nordenia International quickly developed into a global leader in the packaging industry offering technically advanced products made of film and plastic composites. Today, Nordenia is well known for providing innovative solutions in packaging and adhering to strict quality standards that guarantee superior performance. Responding to an ever-increasing demand for their outstanding products and solutions, Nordenia continues to expand its operations with strategically located plants throughout Europe, Asia, North America.

Backed by the ongoing technological advances provided by Nordenia's continued research and development, Nordenia North America guarantees an innovative environment where companies of all sizes can capitalize on the world's best packaging concepts. With Nordenia North America as your partner, you can create and develop breakthrough-packaging concepts without restrictions or boundaries. 2001 GACCoM Merlin Award for "outstanding business achievement" from the German American Chamber of Commerce. Nordenia USA, Inc. recently completed a major expansion at their existing facility in northern Cape Girardeau County. The company, which manufactures plastic packaging

film and bags for a variety of customers added approximately 120 new jobs to their existing workforce. The \$17 Million expansion facility was completed in March 2001.

### **Rust Communications**

Rust Communications is family owned media company providing commercial contract-printing for local newspapers, shoppers and college publications and hosts online newspapers. The media company is based in Cape Girardeau, Missouri and owns 18 daily newspapers and more than 30 weekly newspapers, 20 Web sites, and several niche magazines in seven states. The company recently entered the radio business as partial owner of Mississippi River Radio.

### **Southeast Missouri Regional Port Authority**

The Southeast Missouri Regional Port Authority (Semo Port) is located near Cape Girardeau MO, at Scott City MO. Semo Port is on the Mississippi River, midway between St. Louis MO and Memphis TN. The 1800' slackwater harbor is located 48 miles upstream from Cairo IL (Ohio River) and 147 miles downstream from St. Louis (Illinois River and Missouri River).

Semo Port Railroad, Inc. (SE) is a common carrier switching railroad which serves Semo Port and nearby industries. It connects with the two major western rail systems, Union Pacific Railroad and the Burlington Northern Santa Fe Railway. The SE is a wholly-owned subsidiary of Semo Port.

Semo Port has ready access to all five modes of transportation: river, rail, highway, pipeline, and air. Interstate highways 55, 57, and 24 are located nearby. Texas Eastern pipelines for petroleum products and natural gas are one mile away. The regional airport is four miles by direct highway.



**Businesses and Departments Represented  
Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
Mohave Community College  
Kingman, Arizona  
June 15, 2004**

**American Woodmark Corporation**

American Woodmark Corporation, located in Winchester, Va., is the third largest manufacturer of kitchen cabinets in the United States and Canada. Offering over 150 cabinet lines in a wide variety of designs, materials and finishes, American Woodmark products are sold through a network of dealers and distributors and directly to home centers, major builders and home manufacturers. The Company currently operates 13 manufacturing facilities in Arizona, Georgia, Indiana, Kentucky, Minnesota, Oklahoma, Tennessee, Virginia and West Virginia, as well as various service centers across the country. In addition, the Company is building a new component facility in Hardy County, W. Va., which is scheduled to begin operation in mid-2004. American Woodmark shares are traded on the NASDAQ National Market under the symbol "AMWD." To find out more about American Woodmark, and view its vast array of cabinet styles, visit its Web site at [www.americanwoodmark.com](http://www.americanwoodmark.com). American Woodmark is one of Kingman's major employers. American Woodmark products are available at Lowe's and Home Depot.

**McKee Foods Kingman Inc.**

Located in Kingman, McKee Foods is best known for our Little Debbie Snack Cake line of products. They are a privately held company, founded in 1934 by O.D. and Ruth McKee. There are production facilities in Collegedale, Tennessee (their corporate office), Gentry, Arkansas, and Stuarts Draft, Virginia. The Kingman Distribution Center is the only facility that does not actually manufacture product. Their niche in the company is to cost effectively act as a relay point for transferring McKee products to their independent distributors throughout the northwest and western states. In addition to the 50+ varieties of Little Debbie Snacks, they also produce many granola products under the Sunbelt brand name. There are eighty-five employees at the facility. For more information visit [www.mckee.com](http://www.mckee.com).

**Benner-Nawman Inc.**

Located in Wickenburg, firm makes phone booths, enclosures for generators, specialty hand tools and various other items. In 2001 the corporate headquarters moved from California to Wickenburg. The plant has been in Wickenburg for 30+ years. Benner-Nawman, Inc., was established in 1925 by Gus Benner and Rollie Nawman as a sheet metal fabricator located in the San Francisco Bay Area. During World War II. They were incorporated in the State of California in 1946 and continued to expand their base of customers to include companies such as IBM, Western Electric and Campbell Soup.

In 1951, the Pacific Telephone Company called Rollie Nawman and asked him to invent and produce a telephone booth made of aluminum and glass to replace their wooden phone booths. Benner-Nawman, Inc. began making its first of 38,000 units; many of those enclosures are still in use today.

Benner-Nawman, Inc. expanded its public telephone product line and opened a plant located in Vandalia, Illinois. In 1969, Benner-Nawman moved their California fabrications to Arizona, and an assembly operation was set up in Wickenburg. Benner-Nawman now sells to 45 countries worldwide.

Today, Benner-Nawman, Inc. has expanded its fabricating capabilities and makes large sound attenuated enclosures for standby generators. Their product line includes generator enclosures, U.L. listed fuel tanks, and other major product lines include specialty hand tools for the telecommunications and electrical industry, pre-wire service boxes for housing telephone protectors and cable TV connections, portable rebar cutters and benders for the construction industry and office modular furniture products. Since 1925, our corporate outlook remains the same. For more information visit [www.BNProducts.com](http://www.BNProducts.com).

### **Extraordinary Homes**

Located in Sedona, Extraordinary Homes is a home-based business providing customers with knowledge via consulting, publishing, and seminar services. The clientele includes homeowners, builders, architects, and other home design professionals around the country. The company's niche-market specialty is their selection of designs for over 1,000 affordable built-in features that change people's lives; adding convenience, function and value to the homes they are building or remodeling. For more information about their high-WOW! service selection visit [www.extraordinaryhomes.com](http://www.extraordinaryhomes.com).

### **McCoy Motors Inc.**

Located in Flagstaff, McCoy Motors was founded in 1968 by Lewis McCoy. The business has remained a family owned and operated business since its establishment. The company also has a website that allows customers to preview inventory and sales commitments at [www.mccoymotors.com](http://www.mccoymotors.com).

### **Arizona Department of Commerce Rural Development Office**

The Rural Development office strives to promote local self-sufficiency, encourage communities to take full advantage of all available resources and provides customized support utilizing a broad scope of resources to assist local leaders and organizations in sustainable economic development.

The Rural Development office provides on-going training and resources for community organizations through three programs: Main Street Program, Rural Economic Development Initiatives (REDI) and Business Retention & Expansion. For more information visit [www.azcommerce.com/rural](http://www.azcommerce.com/rural).

### **Southwire, Kingman**

Roy Richards, Sr. founded a wire and cable manufacturing business to help bring electricity to rural Carroll County, Georgia he had a particular customer in mind.

Fresh out of the U.S. Army, Richards sought to run power lines to his grandmother's home. Getting the lines there was no problem. Richards owned a construction company that erected poles and ran wire for utilities. At the same time, funding from the U.S. Rural Electrification Administration (REA) was bringing the promise and convenience of electricity to much of the South.

The trouble was finding enough wire to carry current to rural areas. During a conversation with a wire manufacturer, Richards learned that it would be three years before the company could deliver wire to western Georgia. A company representative asked why Richards was in such a hurry, joking that farms in the area had operated for hundreds of years without power.

Richards' stern reply brought his vision into clear focus.

"My grandmother is 85 years old, and she has never had the pleasure of sitting under an electric light in her own house," he told the manufacturer. "She's seen it two times she's been to Atlanta, but she's never had it." That pivotal moment marks the start of Southwire Company, which has grown into one of the world's leading wire and cable manufacturers.

Southwire's roots extend to 1937, when Richards, then a young 25 years old, started a company to erect power poles. Two years earlier, he had graduated from Georgia Tech. While the promise of jobs paying \$80 a month lured 90 percent of his classmates to New York, Richards chose to stay in Carroll County, a commitment he kept even after Southwire grew into a leading player in the wire and cable industry. In 1968, Southwire engineers created aluminum alloy building wire products with the development of TRIPLE E aluminum alloy. Seven years later, Southwire Machinery Division was founded to produce SCR system components, wire-making equipment and other machinery.

In 1987, Southwire opened a building wire and utility cable plant in West Jordan Utah. Two years later, the company purchased Southwire Company Starkville Plant, a utility cable and building wire plant in Starkville, Miss.



*Regional Economic Development Forum and Training  
Competing Globally, Growing Regional Economies, Creating Jobs  
The Findlay Inn and Conference Center  
Findlay, OH  
June 17, 2004*

*Panelists' Business Profiles*

**General Dynamics Corporation, Lima Army Tank Plant** – General Dynamics Land Systems operates the Joint Systems Manufacturing Center for the Department of Defense to produce state-of-the-art defense systems for our national and international defense customers. The Lima facility is the home of the Abrams Main Battle Tank, the centerpiece of American ground warfare for the past two decades. The plant is in a period of exciting transition, developing new customers within the Department of Defense by designing and producing sophisticated new weapon systems such as the Expeditionary Fighting Vehicle for the Marine Corps, the new Stryker family of Light Armor Vehicles for the Army, and the Future Combat System. Success in the defense business is highly dependant on political and financial support from local state and federal agencies. General Dynamics combines the technical and political components of the operation to successfully fuel a period of future growth for our facility.

**LifeFormations** -- LifeFormations designs and builds custom animated and static characters, as well as a wide variety of prop, set and scenery elements. Our company was started in 1981 as a division of an exhibit house in Toledo, Ohio, by BGSU technology professor, Dr. Gene Poor. He, with partners Tom Suter and Tom Kuebler, purchased the division in 1991, and formed what is now LifeFormations, located in Bowling Green, Ohio. LifeFormations has continued to grow each year since, and currently employs 25 and has multi-million dollar worldwide sales. Walking in Mother Nature's footsteps can be a daunting task, but for over two decades our sculpting and fabricating capabilities have allowed us to expand the markets for static and animated figures, and to raise the level of quality and believability that can be applied to themed environments. Additionally, we employ a full time media department with state-of-the-art audio and video production capabilities. If a project element happens to fall outside the LifeFormations scope, we find the best group available and employ their expertise.

**Procter & Gamble Manufacturing** – With sales of over \$43 billion, Procter & Gamble is a worldwide leader in the consumer products industry, serving five billion consumers in more than 140 countries. The company markets nearly 300 brands including Pampers, Tide, Always, Pantene, Bounty, Pringles, Folgers, Charmin, Downy, Iams, Olay, Actonel and Clairol. P&G employs nearly 98,000 people in approximately 80 countries worldwide. P&G's Lima, Ohio manufacturing plant began operations in 1968 and over the past 36 years has grown to be the company's largest volume plant. The plant produces leading brands of liquid laundry detergent such as Tide, Gain, Era and Cheer, as well as Downy and Gain liquid fabric conditioners. Approximately 400 direct employees and 400 contract employees are involved in the manufacturing operations at Lima. Over \$900 million flows into the Ohio economy each year as a direct result of the P&G Lima Plant operation.

**PRO-TEC Coating Company** – Pro-Tec Coating Co. is a joint venture of US Steel and Kobe Steel of Japan. Located in Leipsic, Ohio, we began operations in 1993 producing hot dipped galvanized sheet steel for automotive customers. The capacity of 600,000 tons annual production was increased in 1998 to 1,000,000 annual tons by the construction of a second coating line. We employ 235 associates and annual sales are \$700 million. We are proud of recent accomplishments being recognized by the US Environmental Protection Agency as a member of the National Environmental Performance Track and as

a Governor's Award Recipient by the Ohio Award for Excellence based on the criteria of the Malcolm Baldrige Quality Award.

**Triumph Thermal Systems, Inc.** – Triumph Thermal Systems, Inc. (TTS) designs and manufactures heat exchange and thermal transfer systems and components for temperature control in fuel, lubrication, hydraulic, environmental, and related systems. TTS is located in Forest, OH, and supported by 130 employees. Since 1929, TTS has been providing high-quality thermal management technologies to commercial and military customers worldwide. TTS is a subsidiary of Triumph Group, Inc., a group of strategically aligned organizations serving the engineering and manufacturing requirements of the aerospace industry.

**Unverferth Manufacturing Company** – Unverferth has been serving America's farm operations since 1948. Today it is the largest manufacturer and marketer of tillage equipment; hay, manure, and grain handling equipment; and agricultural dual and specialty wheels. The family-owned business consists of three manufacturing locations – Kalida and Delphos, Ohio, and Shell Rock, Iowa. Unverferth does over \$80 million per year in sales and employs approximately 500 people.



***Regional Economic Development Roundtable  
Competing Globally, Growing Regional Economies, Creating Jobs  
Aims College Corporate Education Center  
Greeley, CO***

***Business Profiles***

**Amgen, 3200 Walnut Street, Boulder, CO 80301; (phone) 303/401-1000, (fax) 303/401-6205; Manufacturing Center: 4000 Nelson Road, Longmont, CO 80503; (phone) 303/401-1000, (fax) 303/701-7003; [www.amgen.com](http://www.amgen.com)**

Amgen is the world's largest biotechnology company. For nearly 25 years, the company has used scientific discovery and innovation to dramatically improve people's lives. Harnessing the powerful tools of cellular and molecular biology and medicinal chemistry, Amgen seeks to discover, develop, and commercialize proteins, antibodies, and small molecules that can extend the reach of medicine.

Originally founded in 1980 as AMGen (Applied Molecular Genetics), Amgen pioneered the development of novel and innovative products based on advances in recombinant DNA and molecular biology. More than a decade ago, Amgen introduced two of the first biologically derived human therapeutics, EPOGEN® (epoetin alfa) and NEUPOGEN® (filgrastim), which became the biotechnology industry's first blockbusters. These products have improved the lives of hundreds of thousands of patients suffering from conditions related to chronic kidney disease and cancer.

Today, Amgen is a Fortune 500 company whose business has expanded to serve patients around the world in supportive cancer care and the treatment of anemia, rheumatoid arthritis, and other autoimmune diseases such as psoriatic arthritis and ankylosing spondylitis. Amgen continues to sustain a culture rooted in biotechnology entrepreneurialism and innovation. As a science-based and patient-focused organization, Amgen will follow the science wherever it may lead, to best treat grievous illness.

Amgen's research and product development programs aim to help patients in the following therapeutic areas: oncology, inflammation, hematology & nephrology, neurology, and metabolic disorders & osteoporosis. Amgen's marketed products include Aranesp® (darbepoetin alfa), ENBREL® (etanercept), EPOGEN® (Epoetin alfa), Kineret® (anakinra), Neulasta® (pegfilgrastim), NEUPOGEN® (Filgrastim) and Sensipar™ (cinacalcet HCl).

Amgen Boulder is a research laboratory and manufacturing facility that manufactures Epogen, a drug for the treatment of anemia associated with chronic renal failure in dialysis patients. The Colorado Facility includes 500,000 square feet in nine buildings.

**CTEK, 4750 Walnut Street, Suite 106, Boulder, Colorado 80301; (phone) 303/546-9595; (fax) 303/546-9494; [info@CTEK.biz](mailto:info@CTEK.biz)**

CTEK is a community-based business catalyst, started in 1989 to assist innovative companies in growing profitable, sustainable businesses. CTEK boasts the largest group of volunteer mentors and advisors in the consulting world, with over 600 senior business men and women giving back to their community and contributing to the next generation of great leaders and strong companies. CTEK offers both ongoing and new "a la carte" services such as business plan reviews, investor pitch reviews and other services for

companies seeking expert advice and industry connections in key areas of business development and capital formation.

**Hergert Milling, 1415 Avenue B, Scottsbluff, NE 69361; (phone) 303/632-2315, (fax) 308/632-8350**

Hergert Milling was established in the early 1970s by Dave Hergert an agri-business entrepreneur who relocated from Wisconsin. Hergert Milling began as a feedmill business, and has expanded the business to include a farm, feedlot, feed mill, alfalfa plant, elevator and, most recently, the only chicory processing plant in North America.

Hergert's \$10,000 investment has grown into a business enterprise; except for the chicory plant, all of the Hergert businesses have a connection to the region's cattle industry. That's by design, enabling them to produce their own feed and control expenses. What began as a milling operation with two workers now employs 60.

Hergert served on the Payroll Development Association, a precursor to today's economic development organizations. Its goal was to attract new businesses to the area.

The chicory operation came about through a combination of studies by the University of Nebraska Panhandle Research and Extension Center and an inquiry from Nestle-Purina, which was seeking domestic production of a key ingredient in its pet food. After looking at the possibilities, Hergert built a \$3 million processing plant in Scottsbluff in 2001, in a partnership with Finaler, a French firm that has marketed chicory for more than 150 years.

Hergert's son, Matthew, helps run the family business. Another son, Jon, an engineer in California, has traveled with Hergert to Europe and is helping with some of the design work on the new factory. Part of his own measure of success, Hergert says, is whether economic development creates opportunities for young people.

**Kodak Colorado, 9952 Eastman Park Drive, Windsor, CO 80551; (phone) 970/686-4102, (fax) 970/686-4154; [www.kodak.com](http://www.kodak.com)**

Eastman Kodak Company is the world leader in helping people take, share, enhance, preserve, print and enjoy pictures - for memories, for information, for entertainment. With sales of \$12.8 billion in 2002, the company comprises several businesses:

- Health, supplying the healthcare industry with traditional and digital image capture and output products and services;
- Commercial Printing, offering on-demand color printing and networking publishing systems;
- Commercial Imaging, offering image capture, output and storage products and services to businesses and government;
- Display & Components, which designs and manufactures state-of-the-art organic light-emitting diode displays as well as other specialty materials, and delivers optics and imaging sensors to original equipment manufacturers; and
- Digital & Film Imaging Systems, providing consumers, professionals and cinematographers with digital and traditional products and services.

The Kodak Windsor facility is the primary manufacturing center for medical x-ray, thermal media, motion picture film and color paper. The facility employs 2,000 employees.

**RR Donnelley Norwest, Inc., 259-30th Street, Greeley, CO 80631-7435, (phone) 970/350-0700; rrdonnelley.com**

RR Donnelley designs, manages and produces words and images, and brings them to life on paper and in digital form for customers in the publishing, healthcare, advertising, retail, technology, financial services, and many other industries.

Founded 140 years ago, the Company provides solutions in commercial printing, forms and labels, direct mail, financial printing, print fulfillment, business communication outsourcing, logistics, online services, digital photography, and content and database management. The largest companies in the world and others rely on RR Donnelley's scale, scope and insight through a comprehensive range of online tools, variable printing services, and market-specific solutions. As the largest printer in North America with strong positions across the globe, RR Donnelley is changing the role of print in every marketplace it serves. The company's sales were \$4.8 million in 2003 and its earnings were \$270,793. RR Donnelley has 50,000 employees worldwide with locations in the U.S., South America, Canada, Europe and China. The Greeley manufacturing plant specializes in print media and has over 400 employees.



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**Avalanche Engineering and Avalanche Ranch** – Avalanche Engineering is the leader in off-road innovation, designing and building the best line of rock crawling vehicles in the world. The award-winning company (the 2000 national title for Rock Crawling) has also created projects for lunar modules to be used by the Department of Defense and special suspension systems in mining applications and currently employs a staff of seven. Avalanche Ranch provides a place for jeeps, ATVs, and motorcycles to come and play without public complaint. It is over 800 acres and has hosted several national and local events, fully booking hotels, etc. in our area, bringing national photo shoots for companies such as BF Goodrich tires, and providing much needed close-to-home fun for families. We employ 4 full time employees and contract for many more on a per-event basis.

**Aztec Machine** -- Aztec Machine & Repair, Inc. is a hydraulic repair facility and a machining job shop. We repair hydraulic pumps, motors, valves, and cylinders. We also do general machine work and some welding and fabrication. Currently we have 14 full-time employees and 3 part time employees. Annual sales for this current year are \$530,000 and last year our final total was \$850,000. We were nominated for and received the SBDC Star Client of the Year Award for the Farmington SBDC. We were also nominated for the PNM award and the EDGE award in 2003. We expanded our facilities in 2001 and last year obtained some SBA funding to purchase some more property and refinance some existing loans. We are hoping to add onto our current facility this year with an additional 3,000 plus square feet of production/shop space.

**Independent Mobility Systems** – The IMS mission is to provide mobility and freedom for people with all types of disabilities by converting vans to be accessible for the physically disabled. IMS is committed to delivering unsurpassed service with lowered-floor minivans that set the highest standards of manufacturing and quality in the mobility vehicle industry. Combined with its years of research and quality workmanship, more people have chosen IMS' Rampvan than all other brands combined. The company has over \$20 million in worldwide sales and employs 265 people.

**Next Generation Economy, Inc.** – NextGen is a joint effort of the public and private sectors formed to help Central New Mexico aggressively establish its unique position in the changing global economy. Its strategy is based on expanding regional economic clusters formed around the region's core competencies.

**Quicktruss, Inc.** – Quicktruss designs, patents, and markets innovative, time- and labor-saving painting tools for professional painting contractors and do-it-yourselfers. Their customer base includes major paint chains throughout the US, Canada, and Mexico. The company has grown from one product and 265 dealers to eight products and 2,500 dealers. Both flagship products, the Quicktruss Doorstand and the Airless/HVLP Handtools have been nationally recognized – Contractor's Choice Award by Painting

and Decorating Contractors of America, Editor's Choice Award by American Painting Contractor Magazine, and Best New Tool Award by American Painting Contractor Magazine. The company has annual sales of \$344,000 and employs three people.

**Rocky Mountain Chocolate Factory, Inc.** – Founded in 1981 and incorporated in Colorado in 1982, Rocky Mountain Chocolate Factory, Inc. is an international franchiser and confectionery manufacturer. The Company is headquartered in Durango, Colorado, and manufactures an extensive line of premium chocolate candies and other confectionery products. As of March 31, 2004 there were eight company-owned and 252 franchised Rocky Mountain Chocolate Factory stores operating in 40 states, Canada, Guam and the United Arab Emirates. Total revenues for the company for the fiscal year ending February 29, 2004 were \$21,132,828. RMCF employees 135 individuals in Durango and 49 individuals remotely.

**Technology Ventures Corporation** – TVC was founded in 1993 by Lockheed Martin as a nonprofit, tax-exempt private foundation to commercialize technologies and create jobs. TVC serves as a facilitator, helping entrepreneurs develop business cases around technologies and finding investors from across the country to fund business formations and expansions.

**Tom Wishon Golf Technology** – Tom Wishon Golf Technology specializes in the engineering and design of original golf clubheads, shafts, grips, and fitting technology information that is sold at wholesale to independent professional clubmakers worldwide. TWGT started in February 2003 and currently employs 12 full-time people. TWGT sales in its first year were \$1.43 million and the company is on track to almost double its annual revenues to \$2.7 million in 2004. This year, a proposal from TWGT to create the first golf ball hitting robot with changeable swing characteristics was selected by the senior graduate engineering students at Northern Arizona University for the Senior Capstone Engineering Project.



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**Alliance Environmental Systems**

Alliance's key supervisory and management personnel have been in the Asbestos Abatement Industry since its inception. The company uses state-of-the art equipment, is sensitive to the particular needs of individual facilities, and performs all work in compliance with federal, state, and local regulations. Alliance also provides selective and structural demolition services, performed by their personnel, and will seamlessly integrate that work with an asbestos abatement project.

***Dewey J. Guida Enterprises***

Dewey Guida Enterprises is a commercial real estate company specializing in the development of restaurants and retail establishments, the development of acreage into residential lots, investments and consulting for other corporations relating to design, building and construction.

**Progress Alliance**

The Progress Alliance, as a division of the Community Improvement Corporation of the Steubenville Area, is a public-private partnership formed to stimulate economic development in Jefferson County. The Progress Alliance is responsible for business retention and expansion efforts, business attraction, marketing Jefferson County, and managing a 93-acre industrial park as well as 35,300-square-foot speculative building.

**The Rubinoff Company**

This company has been involved in commercial real estate development since 1983. They also provide services in the areas of real estate development consultation property management, third party asset management and construction management.

***Sal Chemical***

This chemical distribution company takes seriously its responsibility to provide the highest quality chemicals, distribution and transportation services at fair prices. Over the past 30 years, they have built a solid reputation for being responsive to the needs of customers throughout Ohio, West Virginia, Indiana, western Pennsylvania, western Maryland, and western New York. Some of the industries they serve include aerospace, automotive, plastics, plating, distilleries, pulp and paper.

**Starvaggi Industries, Inc.**

Starvaggi Industries is a trucking and equipment company located at mile post 66.5 on the Ohio River in Weirton, WV. The company's docking facility is a 70 acre terminal which contains 4,200 feet of river

frontage, of which 3,000 feet is dock. The docking facility can handle up to 72 barges for loading and unloading a wide variety of raw materials and finished products. Their services include the Loading, Unloading, and Storage of raw materials such as coal limestone and iron ore and finished products such as lumber steel slabs and beams.



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610 Emerson St. in Morse-Ingersoll  
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***ABC Supply Inc.***

***One ABC Parkway, Beloit, WI 53511; Phone 608.362.7777; web site [www.abcsupply.com](http://www.abcsupply.com)***

ABC Supply Co., Inc. is the largest wholesale distributor of roofing and siding materials, tools, and supplies in the United States. Founded in 1982, ABC Supply currently has over 260 locations in 44 states. Specializing in select product lines, they offer the professional contractor (large or small) competitive pricing, superior pick-up and delivery service, and the highest quality building materials available.

**Cadbury-Adams**

**5500 Forest Hills Rd Box 1205, Rockford, IL 61105; Phone 815.877.8081; website [www.cadburyschweppes.com](http://www.cadburyschweppes.com)**

Cadbury Adams USA has it all wrapped up -- in foil, that is. The US subsidiary of British candy and soft drink giant Cadbury Schweppes, Cadbury Adams makes chewing gum and mints. Its brands include Bubbalo, Bubblicious, Certs, Chiclets, Clorets, Dentyne, Halls, and Trident. The company also makes retro gum brands Beeman's, Blackjack, and Clove, which it reintroduces every few years. Cadbury Adams USA was formed after Cadbury Schweppes bought the Adams brands from [Pfizer](http://www.pfizer.com) for \$4.2 billion in 2003 and integrated it into its already existing US operations.

As part of his comprehensive plan to strengthen worker skills and increase business productivity and competitiveness in the Northern Stateline region, in June 2004 Governor Rod Blagojevich awarded a \$161,000 *Opportunity Returns* workforce training grant to Cadbury Adams, a confectionery manufacturer that has operated a plant in Rockford for 48 years.

**Fairbanks Morse Engine**

**701 White Avenue, Beloit, Wisconsin 53511; Phone 608.364.8087; website [www.fairbanksmorse.com](http://www.fairbanksmorse.com)**

Fairbanks Morse Engine, based in Beloit, Wisconsin, USA, is a worldwide leader in engine technology and manufacturing. Since the company's inception in the 1870s, Fairbanks Morse has produced a wide variety of products, including the Eclipse Windmill, the Train Master locomotive, and the first commercially successful gasoline engine in 1893.

Today, the core business of Fairbanks Morse Engine is to provide its customers the highest quality diesel engines, dual fuel engine generator sets, gas turbine generators, OEM replacement parts, and knowledgeable field service support. Primary markets include stationary power generation and marine propulsion for the United States Navy.

In 1998, Fairbanks Morse Engine continued a 60 plus year tradition of being the largest medium speed diesel engine supplier to the Navy with the award for 4 x 10,400 horsepower engines for the first vessel in the LPD-17 ship program. Eleven additional vessels are planned over the next ten years.

Fairbanks Morse Engine maintains its leadership position with the environmentally friendly [Enviro-Design®](#) dual fuel technology(99% natural gas and 1% diesel) for stationary power generation. These engines have gained worldwide acceptance for their low cost of operation and low emission design.

Efutures

**Applied Technology Center, One Insight Drive, P.O. Box 25 Platteville, WI 53818; Phone 800.437.7751; website [www.efutures.com](http://www.efutures.com)**

eFutures.com provides futures and options traders with high speed connectivity to the world's futures markets. This joint venture with [Cargill Investor Services \(CIS\)](#) uses a combination of quality client service, integrity, global execution, speed, and price as its value backbone. CIS is a global financial services firm offering futures, options, securities, and foreign exchange services on all major exchanges in the world. CIS has consistently ranked among the top brokers in the world for 30 years, and was ranked 18th in the 2003 *Futures Magazine* survey. CIS has the financial security and strength to handle large volumes of trading activity, withstand major market shifts, and meet the requirements of its most demanding clients. CIS is a wholly-owned but separately managed subsidiary of Cargill, Incorporated, an international provider of food, agricultural and risk management products and services. With 101,000 employees in 60 countries, the company is committed to using its knowledge and experience to collaborate with customers to help them succeed.

**Greater Beloit Chamber of Commerce**

**520 East Grand Avenue, Beloit, WI 53511; phone 608.365.8835; website [www.greaterbeloitcommerce.com](http://www.greaterbeloitcommerce.com)**

The Greater Beloit Chamber of Commerce is a not-for-profit organization comprised of a diverse membership of businesses and organizations.

Our mission is to serve the business community by providing effective benefits and programs to our membership with the coordinated involvement of government, educational and other community organizations thereby making the Greater Beloit area a better place to do business, work and live.

The Greater Beloit Chamber of Commerce serves the City of Beloit, Wisconsin, as well as the Town of Beloit, Wisconsin and South Beloit, Illinois.

**Paperchine**

**Paperchine, Inc. Paper Technology Center, 1155 Prairie Hill Road, Rockton, IL 61072  
Phone 815.389.8200; Sales fax 815.389.8171; web site [www.paperchine.com](http://www.paperchine.com)**

Created in March, 2000, Paperchine provides the worldwide paper industry with superior service, parts and process upgrades unmatched by others in the business. Integral to continued success are Paperchine's people and the vast paper industry knowledge they possess. The new Rockton, IL facility with over 144,000 square foot capacity is now home to Paperchine as well as other suppliers to the industry, in one convenient setting. Paperchine is committed to the paper industry and their expansion plans. Mr. Laurie D. Wicks is the President of Paperchine.



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***Central Boiler***

Central Boiler, established in 1984, is the premier manufacturer of quality outdoor wood furnaces in North America. The Central Boiler plant in Greenbush, Minnesota, is one of the largest manufacturers in northwestern Minnesota. Central Fireplace, a division of Central Boiler, is the hearth products division dedicated to the design and manufacture of efficient, high performance gas fireplaces. The company's designs and patents have established Central Boiler and Central Fireplace as leaders in product quality, design, and innovation. The company's philosophy centers on two principles: (1) manufacture the best; and (2) always strive to make it better. Central Boiler remains a privately held corporation. The company's work force continues to grow at the Greenbush facility, always striving to acquire talent that represents the highest level of performance in all areas of production, engineering, sales, marketing, and customer service.

***Polaris Industries***

Polaris Industries is the world's #1 maker of snowmobiles, the #2 maker of four and six-wheeled all-terrain recreational and utility vehicles (behind Honda), and a top maker of personal watercraft. The company also makes Victory cruiser and sport cruiser motorcycles and sport boats. Other products include replacement parts, accessories (covers, tow hitches, cargo racks), and recreational clothing a gear (boots, helmets, and more). The company offers financing services. Polaris has a joint venture, Robin Manufacturing, USA, with Fuji Heavy Industries to build engines for its products and companies in noncompetitive industries.

***Team Industries***

Team Industries Inc. is the acronym for Technology, Engineering, and Manufacturing. TEAM is an engineered solutions company, targeting a diversified customer base in recreational products with the leading recreational OEM providers in the world.

***Westin Automotive***

Westin Automotive Products, Incorporated is a manufacturer of premium quality truck accessories. They sell directly to reputable warehouse distributors and chain retailers, who in turn provide the best service to consumers, offering the widest selection of inventory and quick delivery. Westin's corporate facility is located in Irwindale, California. This facility houses customer service, marketing, national management and the executive staff. To better service their customers, regional managers and representatives operate in locations across the country.