

NEXT CHALLENGE. NEXT LEVEL.

# NEXSEN | PRUET

IMPROVED COLLABORATION BETWEEN  
ECONOMIC DEVELOPMENT COMMUNITY AND  
COUNCILS OF GOVERNMENT

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# MY PERSPECTIVE

- ▶ Former role as Assistant Secretary for Economic Development
  - ▶ Transfer of Community Development Division to North Carolina Department of Commerce in 1989
  - ▶ First meeting with Councils of Government Executive Directors in 1989
- ▶ Focus of law practice with Nexsen Pruet PLLC
  - ▶ Site selection consulting
  - ▶ Developed expertise on local and regional economic development organizational structures

- ▶ Founding partner of Sanford Holshouser Economic Development Consulting LLC
- ▶ Frequent consulting with local and regional economic development organizations in multiple states and Canada
- ▶ Site selection consulting

# TWO CASE STUDIES

- ▶ Kerr-Tar Regional COG – Triangle North Multi-Jurisdictional Business Parks
- ▶ Isothermal COG – Grant application and Management for Large Project

# TRIANGLE NORTH

- ▶ Kerr-Tar Regional COG led the way
  - ▶ Formulated idea and implemented it
  - ▶ EDA Grant
- ▶ Franklin, Granville, Vance, and Warren Counties joined together in a multi-jurisdictional industrial park effort through a nonprofit entity
  - ▶ Acquired and developed four large acreage industrial parks/one in each county

- ▶ Sanford Holshouser evaluated the sites to prioritize for development and to certify sites
- ▶ Law firm negotiated inter-local agreement to join the counties together through a non-profit
- ▶ Cited by the U.S. Department of Commerce as the best example of regional cooperation in the country
- ▶ Featured in *Southern Business & Development* magazine

# HORSEHEAD CORPORATION PROJECT

- ▶ \$680 million dollar site selection project for metal recovery and smelting operation
- ▶ Focus on greenfield site
- ▶ Multiple grants needed for water and sewer infrastructure, new water supply, road improvements, rail improvements
- ▶ Isothermal COG played a lead role in preparing and managing over eight grants
- ▶ Project could not have been successful without Isothermal COG's involvement

# MORE COLLABORATION NEEDED

- ▶ Economic development organizations and COG's need to do more to work together
- ▶ Connect locally
- ▶ Connect at state level through membership in North Carolina Economic Developers Association



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