

From: Maybank, Burnet R. III <BMaybank@nexsenpruet.com>
To: Maybank, Burnet R. III <BMaybank@nexsenpruet.com>
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Subject: ED LS: Site Selection ranks Duke among top Economic Developers (2 articles)

Generation Next



FPL's community development goes beyond special rates. A group of science campers got to take the newest exhibit at the Fort Lauderdale Museum of Discovery and Science on a test drive earlier this year as part of the official unveiling of a 25-kilowatt solar array and a new interactive solar education exhibit provided by FPL that lets museum guests race solar-powered slot cars around a custom electric race track. The energy the panels produce is credited to the museum, saving them money on their energy costs.

Photo courtesy of FPL

This year's Top Utilities in Economic Development know how to help projects and communities hit growth milestones.

by **ADAM BRUNS**
adam.bruns@bounce@siteselection.com

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elow, in alphabetical order, we present the Top Utilities in Economic Development for 2013, selected by the following mix of objective and subjective criteria: Analysis of corporate end-user project activity in 2012 in that company's territory; website tools and data; innovative programs and incentives for business, including energy efficiency and renewable energy programs; and the utility's own job-creating infrastructure and facility investment trends.

Duke Energy

Charlotte, N.C.

www.LocationDukeEnergy.com

"Last year was an exciting year for Duke Energy's Economic Development Program as we expanded our footprint significantly through the Progress merger," says Stuart N. Heishman, vice president, economic development, business development & territorial strategies. "This included an aggressive rollout of Duke's Business Development, Site Inventory & Site Readiness Programs throughout the former Progress footprint in Florida, Eastern North Carolina and South Carolina. We were able to launch these programs while staying focused on our core mission of 'moving the needle' in capital investment and jobs in the communities we serve. Our team has grown, our programs have expanded and our corporate commitment to economic development has never been stronger."

Heishman says the major merger, which means serving 7.2 million electric retail customers in six states and 104,000 sq. miles of service area, "created a platform for a fresh look at our best practices and a bold strategic rollout of our economic development programs across our expanded footprint. In addition, a new organizational structure was

deployed with an 'Enterprise Strategy/Local Delivery' approach."

The Duke team helped attract \$3.6 billion in private-sector investment that's creating 13,140 jobs, including projects from Sierra Nevada Brewing and Ashley Furniture in North Carolina; Michelin and Amazon in South Carolina; Vitag Biosolids in Florida; Cummins and Amazon in Indiana; Eagle/Linamar in Northern Kentucky and Total Quality Logistics in Ohio. Among other accomplishments, the Duke team selected five new South Carolina properties for participation in Duke's 2013 Site Readiness Program in collaboration with McCallum Sweeney, which now has more than 15 sites in the fold.

The team also conducted a "business development blitz" in its new footprint in Florida and the Carolinas, reviewing more than 50 sites in a site inventory study. And it continued to support community projects such as brownfield redevelopment by the Hamilton County Port Authority in Ohio.

Duke Energy again ranks among top economic developers



[Enlarge](#)

Duke Energy has expanded the successful economic development program it developed in the Carolinas across its six-state footprint.

[John Downey](#)

Senior Staff Writer- *Charlotte Business Journal*

Duke Energy made *Site Selection Magazine's* list of top 10 utilities for economic development for the 15th year. In its September edition, [the magazine says Duke's economic development team](#) helped it's six-state footprint attract 13,140 jobs and attract economic development investments worth \$3.6 billion.

[Stu Heishman](#), Duke's vice-president of economic development, says a lot of that development occurred in North Carolina because it is by far Duke's largest service area and largest base of customers. But he emphasized that the award was for the enterprise-wide program Duke has established since the merger with Progress Energy last year.

Utility leaders

He says Duke has made the Site Selection list so consistently because the company focuses so strongly on helping communities develop sites to attract new and expanding businesses and because of Duke's own proactive search efforts to generate leads for candidates to fill those sites.

Site Selection does not rank its top ten, listing them rather in alphabetical order. But according to the information provided in the magazine's article, Duke would rank fifth for the number of jobs and third in the value of investment attracted.

According to the information in Site Selection, Tennessee Vally Authority had the largest number of jobs created by it economic development program at 48,500. Entergy, based in Louisiana, claimed the top spot on dollars invested with \$26 billion.

Site Selection Managing Editor [Adam Bruns](#) says the Entergy investment include a number of large, ongoing projects that boost the total for the utility.

John Downey covers the energy industry and public companies for the Charlotte Business Journal

Burnet R. Maybank, III

Nexsen Pruet, LLC

1230 Main Street, Suite 700 (29201)

P.O. Drawer 2426

Columbia, SC 29202

T: 803.540.2048, F: 803.253.8277

Cell: 803.960.3024

bmaybank@nexsenpruet.com

www.nexsenpruet.com

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