

QVC.

Each economic dev. environment - has its own story -

Dr. Gould

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1. Teamwork.

Cooperation

Rusty

QVC mission
work together

(V. formation)

Dr.

JOE KING - worked as team leader in this effort (company, consultant)

JAY - keeps Joe straight

CHARLIE GOULD - instrumental efforts in organizing CATT incentive package.

RUSTY SMITH - ironing out details @ county level

HUGH - though not in his district - unstoppable advocacy Pee Dee

Difference

→ notes more important than job → the 400 of them

II. INNOVATIONS

community dots

dry trip definitely

embassy change

QVC - not around first day.

1986 - Joseph Segel → 11th broadcast - (West Chester, PA)

one yr. later → (24 hours a day, 7 days a week)

now 16,000 employees → broadcast 87 million homes, 15 uh

35 million, (Germany), (14 million, Japan)

reminder of how solvable

→ many of our problems are if right business climate

Lee Co - (10.5% unemployment) → (910 unemployed)

forgot 16,000 employees - one business w/ 400 - by 4.5%

cut rate to 5.9%

(get them by competitive)

III. Reminder of how competitive world is - (could go anywhere)

competitive advantage (strength) distribution

(over last 3 yrs) → (525 million) (4,600 jobs) Distribution -

(Walmart, Dollar General, UPS, Target, Disney)