

# TODD M. TUCKER, CECD

224 JACKSON RD. MOUNT AIRY, N.C. 27030 TTUCKER5268@ROADRUNNER.COM

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## OBJECTIVE

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To use my economic development experience to lead a local, regional or state economic development office in attracting new jobs and investment.

## PROFESSIONAL EXPERIENCE

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### SURRY COUNTY ECONOMIC DEVELOPMENT PARTNERSHIP

President

August 2009 – Present

- Manage and oversee an organization with two employees and a yearly budget exceeding \$300,000.
- Worked with a 26 member public/private board to direct the economic development organization.
- Managed private fundraising for the economic development organization.
- Manage and oversee an additional 501c3 foundation related to the economic organization.
- Responsible for marketing and recruiting new companies to Surry County
- Responsible for existing industry program in Surry County
- Work with four municipalities to develop economic development strategies to assist in the communities growth.
- Work with municipalities on developing product for the recruitment and expansion of industry and business to Surry County.
- Implemented various programs related to young professional recruitment and growth.
- In 3 years successfully worked with partners to recruit and expand over 9 companies with taxable investment over \$110 million and over 500 jobs to Surry County.

### PROGRESS ENERGY

Senior Business Development Representative

November 2001 – July 2009

- Assist state, regional, and local economic development organizations in the recruitment of national and international companies.
- Work with local representatives to develop economic development marketing strategies in their respective communities.
- Assist state, regional, and local economic development allies with the preparation of relocation and expansion proposals for both domestic and international clients within all industry sectors.
- Provide information on electrical resources for both new and expanding companies in Progress Energy service territory
- Participate in national trade shows and consultant calls with state, regional, and local economic development allies.
- Served on Progress Energy's internal Base Realignment and Closure (BRAC) team which worked with local community leaders in an effort to preserve North Carolina's military bases.

### NORTH CAROLINA DEPARTMENT OF COMMERCE

Director of Marketing and Customer Services Division

April 1999 – October 2001

- Managed a staff of five and budget of over \$1.4 million.
- Planned and participated in trade shows and recruiting missions in the US and abroad to effectively market North Carolina as a location for new and expanding businesses.
- Worked with local representatives and allies to develop economic development marketing strategies in their respective communities.
- Planned, implemented and managed Friends of NC, a regional marketing program which includes group trade show and event participation.
- Acted as a resource for local economic development officials to help educate their executive committees, elected officials and private investors on economic development issues.
- Served on several steering committees for development of cross-departmental marketing activities including website and marketing material development. Todd M. Tucker, CECD

International Development Representative

August 1994 – March 1999

- **NORTH CAROLINA DEPARTMENT OF COMMERCE**
- Assisted national and international companies with their site selection process within North Carolina.
- Prepared relocation and expansion proposals for both domestic and international clients within all industry sectors.
- Coordinated client site visits and facilitated appropriate meetings with regional, local and state allies.
- Traveled several times per year to international destinations including Canada and Europe for recruitment missions.

#### **EDUCATION AND AFFILIATIONS**

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##### **NORTH CAROLINA STATE UNIVERSITY**

Bachelor of Science in Recreation Resources Administration

1991

##### **CONTINUING EDUCATION**

Rural Economic Development Institute – 2006; Certified Economic Developer – 2006

Basic Economic Development Course – 1995; Advanced North Carolina Economic Development Course – 1996; Economic Development Finance Course – 2003; Business Retention and Expansion Advanced Course – 2004

##### **ASSOCIATIONS**

International Economic Development Council; North Carolina Economic Developers Association; Delta Chi Fraternity, North Carolina State University Chapter

#### **PROFESSIONAL REFERENCES**

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References provided upon request.