

Leslie A. Scott

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Objective Contracting opportunities related to place-based economic development and entrepreneurship. Skills include writing, data analysis, collaborative strategy, program assessment, communications, event planning, training and grant writing.

Professional Employment History **Principal, Entrepreneurial Places LLC, Durham (Oct. 2013 to present)** Assist communities and regions with assessment, strategy, events and fundraising to support ecosystem development for small businesses and entrepreneurs in many sectors. Now a partner in the Certified Entrepreneurial Community program.

Director, Institute for Rural Entrepreneurship, Raleigh (Feb. 2004 to Aug. 2013)
N.C. Rural Economic Development Center, Inc. Raised more than \$5 million in federal and foundation support. Designed and launched two statewide rural business startup coaching programs – one for dislocated workers, one for young adults. Built and convened a collaborative network of eighty business resource organizations that serve the spectrum of NC entrepreneurs in 100 counties; this alliance is still active. Managed a 25-organization team under a Kellogg Foundation grant (2005-08). Planned and promoted numerous small and large public events. Trained dozens of rural leaders in how to support small business.

Associate Director, Office of Economic Development, UNC’s Kenan Institute for Private Enterprise (1998-2004). Name then was Leslie Stewart. Key projects included a national study of technology-based economic development, best practices in cluster implementation for Research Triangle Regional Partnership/Staying on Top, cluster-based strategic plan for AdvantageWest, a state-mandated study of N.C. Commerce and regional economic development partnerships, a feasibility study for Kerr Tar regional revenue sharing project, and a strategic initiative in Fayetteville NC. Engaged several Carolina faculty; supervised graduate students and an administrative assistant.

Research Policy Analyst, RTI International (1986-1998), social sciences division. Learned survey and evaluation research methodology and federal technical and cost proposal development. Helped raise millions of dollars in federal program support. Managed federal task orders involving brownfields redevelopment or risk communication and small economic development projects in NC. Conducted data analysis and wrote reports for senior scientists in gerontology, demography, public health, international development, housing and community development.

Analyst, Associates for International Research, Cambridge MA (1983-1985).
Conducted cost of living analyses for multinational client firms; communicated results.

Education Masters in Public Administration from UNC-Chapel Hill (1991). Electives in policy analysis, planning and economic development.

B.A. *cum laude* in economics from Colgate University (1983), Hamilton, NY.

Recent Publications *Economic Development Journal*, Fall 2012: "Supporting Rural Entrepreneurship: Lessons from North Carolina"

Fueling your Business in North Carolina (2011) and *Navigating Business Services in North Carolina* (2008), two educational pieces geared toward different stages of business development, developed by a project team I directed and co-written with Dr. Erik Pages of Entrenworks Consulting

Board Service Kerr Tar Regional Economic Development Corp. (2007-)
N.C. Indian Economic Development Initiative (2007-2015)
(national) Center for Rural Entrepreneurship (2008-2013)
N.C. Economic Developers Association (2001-2004)

List of Major Projects Certified Entrepreneurial Communities (2015-present)
N.C. Business Resource Alliance (2004-present)
N.C. Entrepreneurship Summit (2006-2013)
New Generation Ventures (2012-2013)
Growing America Through Entrepreneurship (2009-2013)
Rural Entrepreneurship Development System for North Carolina (2005-08)
Strategic Economic Development Plan for Advantage West (2004)
Improving North Carolina's Economic Development Delivery System (2003)
Best Practices in Cluster Implementation for Research Triangle Region (2003)
Economic Opportunity Assessment for N.C. Indian Economic Development (2003)
Best Practices in Technology-Based Economic Development in U.S. (2002)
Feasibility Study for a Mini-Hub in Research Triangle Region (2002)
Technology and Economic Development Plan for Cherokee County NC (2001)
Greater Fayetteville Futures Project (2000-2001)

Professional References Patrick Woodie, Vice President, N.C. Rural Center
Crystal Morphis, Founder and CEO, Creative EDC
Dr. George Millsaps, retired, Small Business Center Network, N.C. Community Colleges
Mr. Leslie Boney, Vice President, University of North Carolina system
Ron Fish, Director of Agribusiness Marketing, N.C. Department of Agriculture
Kathy Elliott, Entrepreneurship Instructor, High Point University
Dan Maynard, Business Librarian, Campbell University