

Mary P. Lilley
300 Cedar Lane; Williamston, NC 27892
Voice: 252.809.1102 Fax: 252.809.1103
greenfieldassoc@earthlink.net



PROFESSIONAL BIOGRAPHY

Current Responsibilities:

Greenfield

Williamston, NC

Partner, 1998 - Present

Mrs. Lilley is a professional economic development consultant with over twenty (25) years in local, regional, and private economic development. Greenfield specializes in both public and private economic development activities. Whether working with communities to identify target markets or develop new sites / infrastructure, or working with private companies to complete the site selection / facility opening process, Mrs. Lilley excels in blending all aspects of economic development into successful projects.

Recent projects include the following:

- + Working in 2006 with Chris Craft Yachts, Indian Motorcycle and Robinson Steel, as well as other companies, to find suitable site locations for their specific projects.*
- + Assisting ElectriCities of North Carolina, Inc., with specific economic development project/client management throughout the State of North Carolina, including managing all of their ongoing economic development client work.*
- + Developing a Target Marketing Plan for the City of Suffolk, Virginia in concert with the Leak-Goforth Company.*
- + Working with the North Carolina's Eastern Region to develop a comprehensive ED website that includes in both traditional economic development information and tourism information.*
- + Managing all ED client activities for this same Eastern Region, including initial contacts with clients, referring appropriate sites / buildings, scheduling visits to the Region, and completing follow-up on each project.*



- ✦ *Acting with Robin Spinks for approximately two years as interim economic developers for Moore County Partners in Progress in Moore County, NC.*
- ✦ *Researching and drafting a comprehensive Load Growth study for both of the regional power agencies for ElectriCities of North Carolina, Inc.*
- ✦ *Working with Alamance County Chamber of Commerce to provide an ED Marketing Strategy for this area.*
- ✦ *Assisting the Surry County Economic Development Partnership in concert with the Leak-Goforth Company in a Strategic Economic Development Planning initiative.*
- ✦ *Providing labor market analysis and other research for specific industrial site searches.*
- ✦ *Working as local / liaison for companies such as Ann's House of Nuts, Inc. of Jessup, Maryland and Impressions Marketing Group of VA., negotiating all training, local, and state incentive monies – as well as providing public relations and other duties for the company.*
- ✦ *Managing several Certified Site projects.*
- ✦ *Identifying potential site areas for the Wayne County Economic Development Commission.*
- ✦ *Working with the North Carolina's Northeast Heritage Tourism project.*

Previous Experience:

- ✦ ***Martin County Economic Development Corporation – Executive Director Williamston, North Carolina
July, 1997 – August, 1998***
- ✦ ***Martin County Chamber of Commerce -- Executive Director
Williamston, North Carolina
1992 – 1997***
- ✦ ***Martin County Economic Development Commission – Executive Director Williamston, North Carolina
1981-1992***

During the seventeen (17) years Mrs. Lilley served with Martin County, she worked in all aspects of economic, tourism, and community development for the County, as well as served on numerous regional boards at the discretion of the County Commissioners. Over this period, she directed activities of the EDC and the Chamber (for six years), as well as the managed the Martin County Committee of 100.

Her major projects included:

- ✦ *Locating several major agri-business complexes in eastern North*



Carolina.

- ✦ *Recruiting a \$600,000,000 expansion project at the Weyerhaeuser Paper Company facility in Plymouth, North Carolina.*
 - ✦ *Locating companies such as Fruit of the Loom, Perdue Farms, Penn Elastic, and many others to the county.*
 - ✦ *Managing the Martin County Business Park, Everetts, North Carolina from inception to completion.*
 - ✦ *Beginning the County's shell building program.*
 - ✦ *Recruiting the \$25,000,000 Eastern Agricultural Center to Williamston.*
 - ✦ *Implementing travel and tourism projects locally.*
 - ✦ *Writing grant applications and working with grant oversight after awards.*
- ✦ ***Speight Surveying and Engineering, P.A. – Soil Technician and Sr. Draftsman***
Williamston, North Carolina
1979-1981
Involved directly in soil and concrete testing for construction sites, including running a soil boring rig, performing on-site soil and concrete testing, and completing compaction and other soils testing in company lab. Senior draftsman and survey crew member. Project manager for long-term clients.

Education:

Duke University, Durham, North Carolina
Bachelors of Science, (History and Education), 1979

Other Experience:

- ✦ *Guest Lecturer, North Carolina Economic Development Institute*
- ✦ *Board Member and Executive Committee Member, North Carolina's Northeast Economic Development Partnership, Edenton, North Carolina*
- ✦ *Chairman, North Carolina East (regional marketing group), Greenville, North Carolina*

Professional Affiliations:

- ✦ *North Carolina Economic Developers Association (Regular member and past Board member)*
- ✦ *Southern Economic Development Council*

Clients Assisted (Partial Listing):

Robinson Steel
Chris Craft Yachts
Indian Motorcycles



ElectriCities of North Carolina, Inc.
City of Suffolk Department of Economic Development
Moore County Partners in Progress
Alamance County Chamber of Commerce
North Carolina's Eastern Region
Surry County Economic Development Partnership
Whittaker Associates
Weyerhaeuser Company
Ann's House of Nuts
Fruit of the Loom
Perdue, Inc.

