



You are cordially invited to attend CGIN's quarterly meeting

*The theme for this meeting is
Next Generation Business as it relates to the
Green Industry*

This meeting will feature guest speakers:

Tom McKittrick

President/Founder of
Forsite Development

Bob Morgan

President & CEO of the
Charlotte Chamber

Jennifer Roberts

Mecklenburg County
Commission Chairman

Location, date and time:

Tuesday, August 24, 2010
Buffet Dinner will begin at 6:30 pm
Reedy Creek Park, Shelter #3
2900 Rocky River Road, Charlotte, NC

For reservations, please call
704-577-5933.

There is only space for 60 people,
so please call asap to make your
reservation.



Post Office Box 220942
Charlotte, NC 28222



*"To provide green industry
education, leadership and
resources that promote
environmental responsibility,
professionalism and
public awareness."*

AUGUST
2010

CGIN

Post Office Box 220942
Charlotte, NC 28222
704-577-5933
www.carolinagreenindustrynetwork.org



From Our President



J. Mark Smith

At 211 degrees, water is very hot; at 212, it boils . . . and has the power to push a locomotive. Just one extra degree makes such a huge difference – an exponential difference that produces power. The trouble is,

in business, you never know how or when the power and benefits from your extra effort will be received by your team, in terms of leadership -- or by your clients, in terms of loyalty. That additional effort we give our team — simply by supporting or appreciating them a little more, can put them on a level of success that you once could not have imagined.

Lately, I'm talking to my team about "The Possibilities." If Servant Leadership is contagious, and the teams are serious about creating value for clients, then our clients will feel the rhythm of the enterprise as being "on purpose," and will reward them.

My career began in the late 1970s (I'm not that old, I just started young!). Due to the workload then, I saw summer as a dreaded season. As I've matured (OK, aged), I've taken on a different mindset, or attitude. These days, I view summer as an opportunity to reflect — sort of a time to catch my breath and re-charge, to finish the year stronger. A time to spend with the people who are important outside of work; a chance to reflect on the year. I've noticed that reflections often lead me to count my blessings, and realize that "It could have been worse." I'm guilty, as many of us are, of thinking about the future and losing sight of the many rewards and accomplishments that are going on around us -- even right in front of our noses. I guess that's what is meant by not seeing the forest for the trees.

Your Carolina Green Industry Network Board of Directors has made great progress this year. Great progress should be recognized, so let's do just that. Sandy Cochran, as Director, has taken a leadership role, and her store of experience and wisdom has helped

drive the group's success. Recognition is due, too, to John Sullivan for teaching an important irrigation seminar, and to Frank Tosto for his unrelenting support and long hours spent to complete projects. Thanks, also, to Mark Selles for his presentation during our July meeting, and for his passion for the association "getting it right." Also, Nancy Travis deserves recognition for her steadfast dedication and energy, and special thanks to Sanjay Vyas for his leadership and commitment to CGIN's website. Pareto's Law says that increased productivity comes from identifying areas where you can achieve 80% of your results from 20% of your efforts. In that vein, the folks we've recognized here are the 20% who have executed 80% of the energy to get the association where it is today. Unfortunately, there isn't room to list all contributors, but know that my sincere thanks and appreciation go out to everyone. As a wise person somewhere once said, "Many hands make light work."

I have been talking to business owners in different industries about the strength of their colleagues' situations. Many of them report that high volumes of business owners are closing their businesses. This is unfortunate, but is it also the correction I have talked about before? Were these businesses not sustainable?

Are there going to be fewer of us when this economy totally resets itself? Should we be working together to build a sustainable model for the client (the Real Estate Industry)? Again I invite you to our meetings and hope you will become part of a very worthy association.

Have you noticed the networks that are forming in the business community? Are you part of a network? A collaborative world is forming, and if you're not part of it, you could be left out. The Carolina Green Industry network can be a vehicle for you to get connected.

As always, I look forward to seeing you at the next meeting. The lineup will surely give you insight into what's next for your industry.

NEW WEBSITE BEING FINALIZED NOW....check out carolinagreenindustrynetwork.org.

WHAT'S NEXT for Carolina Green Industry Network . . .

CGIN has assembled top community leaders to share their insights on the Next Generation Business As It Relates To The Green Industry at our 3rd Quarter Meeting on August 24th.

Our guest speakers are as follows:

Tom McKittrick... is the President/founder of Forsite Development, Inc. and manages all aspects of the company's operations. Tom started Forsite in December 2004 and has purchased 4.2 million square feet of space throughout the Carolinas. Forsite's most ambitious project to date is "ReVenture Park", a 667 acre re-development of a shuttered chemical plant into a "Renewable Energy Industrial Park". Once complete, this project is projected to create over 1, 100 "green collar" jobs and over \$900 million in new investment. Prior to starting Forsite, Tom moved to Charlotte in 2001 as Senior Vice President of Development for Indianapolis based Lauth Property Group.

Bob Morgan... is the President and CEO of the Charlotte Chamber. He was named president of the Charlotte Chamber in November 2005. In growing the economy, the Charlotte Chamber's economic development team has recruited 49,647 new jobs and \$9.4 billion in new investment since Morgan's arrival and launched a retention program to support existing businesses. Prior to his current role, Morgan was president of the Gaston Chamber of Commerce from 2002 to 2005. He began his Chamber career in 1991 on the staff of the Charlotte Chamber.

Jennifer Roberts... is Mecklenburg County Commission Chairman. She is presently serving her third term on the Board. Commissioner Roberts was executive director of the Charlotte World Affairs Council from 1997 until 2002. She is currently an adjunct professor in the International Studies Department at UNC-Charlotte.