



February 14, 2018

Jay Gibson, P.E.
Durham County General Manager
200 E. Main Street
Durham, NC 27701

RE: 2018-2019 County Funding Request

Dear Jay:

Attached please find a funding request from the Greater Durham Chamber of Commerce for economic development services for the 2018-2019 fiscal year. The Chamber has enjoyed a long-standing contractual relationship with Durham County, and specifically with you as our partner in economic development.

In recent years this partnership has generated an average of over half-a-billion dollars in announced new investment each year for Durham County. This represents both existing and new companies that are making substantial commitments and adding to Durham County's tax base and employment opportunities. Across the country, there are very few counties our size that can report such success on behalf of their residents. The Chamber is proud to be an integral part of this accomplishment.

While the Chamber's budget request has remained constant over the past five years, this year's funding request represents an annual increase of \$114,510 to \$379,510. This increase will address critical needs identified in the Durham County 2017 Strategic Plan Update.

The additional funding will support inclusive economic development initiatives through further development, management and execution of all research efforts. The position will implement both quantitative and qualitative analyses, along with market research for the recruitment and attraction activities of various industry segments and in support of county initiatives.

In order to adequately address the stated County objectives of “Community Prosperity- to promote and support the community and economic vitality for all residents of Durham County” and “Development and Community Services, to provide responsive and efficient services to promote community prosperity, smart growth and quality development for all residents of Durham County ” an increased, data-based understanding of community impact is necessary to ensure economic vitality for all of the Durham County citizenry.

Importantly, this new position will utilize this data and knowledge to connect Durham communities’ with economic development activities and more effectively provide a pathway to employment for those underserved in Durham County.

In addition, this year's funding will enable the Chamber to better meet the needs of the increasing number of economic development prospective clients, as well as to market the assets of Durham to both new and existing businesses and the talent those businesses need to thrive. The Chamber will continue to match County funding with private sector support to execute our economic development strategy exceeding contractual requirements.

An investment in economic development is an investment in shared prosperity for the entire community. There is no more efficient or effective way to support inclusive economic development than to empower the Durham Chamber to grow the tax base and create new jobs for Durham residents in conjunction with the County’s Strategic Plan.

On behalf of the Board of Directors of the Greater Durham Chamber of Commerce, I thank you again for your partnership and for the confidence you have shown in our efforts. We look forward to meeting with you, and the Durham County Commissioners to discuss how we can continue to grow the County for the benefit of all of Durham.

Sincerely,

A handwritten signature in black ink, appearing to read "GDHm", written in a cursive, stylized font.

Geoff Durham
President & CEO
Greater Durham Chamber of Commerce