



June 12, 2018

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

RE: 2018-2019 County Funding Request

Dear Jay:

Thank you for reviewing the funding request from the Greater Durham Chamber of Commerce for economic development services for the 2018-2019 fiscal year. We understand that revenue changes and many forward-thinking funding commitments make it difficult to increase our scope next year, but we look forward to continuing to work together to grow prosperity for our County.

As previously noted, our long-standing contractual relationship continues to add to Durham County's tax base and employment opportunities, and we are striving to support more inclusive economic development in conjunction with the County's Strategic Plan as more prospects present themselves. Our unique regional market has experienced substantial internal growth as well as garnered more national and international interest over recent years, so many of our investments and functions in proactive marketing have paved the way to working through new projects with our neighbors.

In support of our inclusive economic development responsibilities, the Chamber is pleased to be taking on a significantly increased level of involvement and associated initiatives in the area of education and career preparedness, such as the establishment of an Education Committee and meetings around a regional workforce development study as well as employee ownership. Our pursuit of Work Ready certification is even directly tied to high school graduation rates, which we know are community indicators for the County as well. We have also led related County initiatives such as the creation of a sports commission, community festivals and the education bond referendum campaigns.

As indicated above, in order to keep pace and remain competitive, the Chamber has realigned resources and evolved our specific functions as Durham's economic development prospects have grown in quantity and complexity. Due in large part to our respective restructurings we are better positioned to move forward in partnership to best address these complexities and regain Durham's competitive position.

We have included an addendum to provide a summary of contract deliverables to date. The second quarter economic development activity report will be available once the June 2018 data has been received and compiled.

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', with a stylized, cursive script.

Geoff Durham
President & CEO
Greater Durham Chamber of Commerce



Addendum - Data Requested Via Durham County Contract

Reporting:	Quarterly reports have been submitted on time
A. Annual rolling five year announcements for capital investments assisted or involving the Durham Chamber:	\$1,605,843,242
B. Annual rolling five year announcements for job creation assisted or involving the Durham Chamber:	7,180
C. Number of business expanded or relocated as a result of Durham Chamber efforts and assistance:	29 business assisted
D. Number of newly announced jobs from July 1, 2017 – June 30 2018 resulting the Chamber involvement or assistance:	2,357 (53.8% of total number of jobs created) \$377,169, 399 in investment (47.7% of total)
E. Website visitors	48,000 (average 4,200 per month)
431,664 page views	
72.7% desktop visitors	
23.1% mobile	
4.2% tablet	
Most visited Economic Development pages:	
http://durhamchamber.org/economic-development/economic-profile	(14,562 page views)
http://durhamchamber.org/economic-development/starting-growing-business	(5,573 views)
http://durhamchamber.org/economic-development/entrepreneurs-and-startups	(4,975 views)
http://durhamchamber.org/quality-of-life/living-in-durham	(4,783 views)
http://durhamchamber.org/economic-development	(2,306 views)
http://durhamchamber.org/economic-development/economic-profile/large-employers-manufacturers-headquarters	(1,570 views)