



May 25, 2023

The Honorable XX
North Carolina General Assembly

Dear XX,

On behalf of our 900+ members of the North Carolina Economic Development Association (NCEDA), we are asking for your support of the NCEDA proposal to include **\$100 million NR** in the conference budget for non-megasite product development needs.

Mega-projects grab national headlines, but your community thrives on more digestible successes that may not receive a gubernatorial ribbon-cutting. Our neighboring states are investing in this type of product development in their communities, and to remain competitive, North Carolina must act now.

While the House included \$100 million that would target 10 sites that could produce 1,000 jobs per site, and the Senate proposed additional study, economic developers across the state presently have demand for smaller sites. 2022 EDPNC data demonstrates this fact, where 84% of site or site/building requests were for no more than 250 acres and 69% requested less than 100 acres.

Moreover, only some counties could support an immediate one-project, 1,000-person workforce demand. Most communities would prefer product development aid that would lead to the attraction or expansion of 10 companies that generate 100 new jobs each that build a diverse tax-base and a more resilient local economy.

Again, we ask that you support the NCEDA proposal, which was developed from a broad review of our competitor state's programs and an in-depth analysis of recent projects and the expressed needs of all 100 counties in North Carolina.

Sincerely,

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