



The strength of our advocacy is in our membership and their relationships. Legislators are elected to serve their communities, and they serve in a part-time capacity as members of the General Assembly. As a result, they are not experts on all matters, including economic development. Therefore, it is incumbent upon NCEDA leaders and staff to help you build meaningful, long-term relationships with your respective legislative delegations.

Meet On Your Home Turf



- Relationships are built most efficiently at home, so that when legislators are in session, you are a trusted resource and can effectively advocate when their time is limited.

Make The Connection



- Through the people you know
- During a local event or function. Be sure to say hello and reconnect
- Through your legislator's office

Schedule The Meeting



- A scheduled meeting is better than a drop-in
- In-person meetings are best
- When in session, meetings are typically 15-30 minutes
- During session, be flexible on meeting days

Be The Voice

You are the best advocate for your community and the Association, and we want to help. NCEDA is always prepared to aid in this endeavor. Our committee leadership, staff and outside counsel stand ready to answer questions, join you for a meeting, or provide advice on legislative matters. The work of the General Assembly is dynamic and ever-changing, and we will be most successful when we work together and use resources strategically.

Plan Your Timing



- Odd years = More availability later in year
- Even Years = More availability early in year

DURING SESSION =

- More distractions
- More immediate demands



NOT IN SESSION =

- Less distractions
- Less immediate demands

In The Meeting



- Find common ground early
- Communicate your interests clearly
- Focus on the benefits to your community
- Don't prejudge based on previous policy positions
- Offer to be a resource

BE PREPARED

- Explain your position
- Show beneficial examples
- Anticipate questions
- Anticipate objections
- Include a one-page summary to leave behind
- Include appropriations details if budget-related

BE POLITE

- Be professional
- Be willing to listen
- Show appreciation
- Follow up & send a thank-you note
- Don't be overbearing, and aim for a long-term relationship

