

June 1, 2009

Dear [Senator or Representative],

Our state Chamber recognizes that your position of leadership presents significant challenges, particularly during times of economic crisis such as these. Your position also yields you great influence on North Carolina's future, however.

On behalf of the North Carolina Chamber, an organization focused on shaping North Carolina's future to bolster a strong and growing economy and attract, retain and grow good jobs, I am hopeful that you will find the enclosed information timely, relevant and helpful in your important decision-making in the coming weeks. Perhaps at no other time has it been more important to recognize manufacturing's value to our state economy and why we should be focused on preserving and growing this industry sector.

With this letter you will find a Fast Facts flier, which highlights some of the most enlightening data and storylines from the report, "What North Carolina Makes, *Makes* North Carolina," which quantifies manufacturing's impact on North Carolina's economy today, as well as its growth potential for the future. The report is the result of a major year-long project commissioned by our Chamber and conducted by Dr. Graham Toft, president of GrowthEconomics Inc. (You can find the complete report on our Chamber's Web site at [www.ncchamber.net](http://www.ncchamber.net).) I have also enclosed an article about the report featured in the May/June issue of *NC Magazine* and a column from our Chamber that tackles prevalent misconceptions about manufacturing in our state.

It is noteworthy that although the North Carolina economy has changed dramatically since the report was published at the end of last year, the crux of the study remains applicable and important to our state's future – even more so during fluctuating economic circumstances. North Carolina is still a top-10 manufacturing state and that serves our working families well by raising our collective standard of living. Manufacturing jobs, on average, are higher-paying jobs with better benefits than non-manufacturing jobs. And, manufacturing has a greater multiplier effect on the rest of our economy than any other industry sector.

As you continue your discussions about how best to overcome North Carolina's significant revenue challenges and position our state to lead in job creation on the other side of the economic downturn – a goal shared by our Chamber, we strongly encourage you to keep manufacturing and its important role in our state's economic future in mind. Preserving and growing these good jobs for the future will require tax policies that do not discourage investment or raise the cost of doing business; a fair and balanced legal climate; reliable and competitively priced energy; sufficient physical infrastructure, and a highly skilled, flexible workforce that is constantly trained and re-trained to ensure that it keeps up with the development and innovation driven by the sector.

If our Chamber can offer you additional information or assistance, please do not hesitate to call on us to do so. I appreciate your time, attention and consideration of the information presented with this letter.

Sincerely,

Lew Ebert  
President and CEO

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