

North Carolina's Winning Formula for Business

GARY J. SALAMIDO

VISION

Establish and maintain North Carolina as a national leader for private sector job growth, making North Carolina a top state in which to work and live.

MISSION

Our mission is to research, develop, advocate, and communicate for solutions and policies that produce a nationally competitive business climate in North Carolina.



NC Chamber Foundation

The NC Chamber Foundation convenes, collaborates and researches to inform long-term policy.



Legal Institute

The NC Chamber Legal Institute develops and analyzes legal policy.



Advocacy

The NC Chamber advocates for the policies that move the state forward.



PAC

The NC Chamber PAC contributes to the candidates who stand for jobs.



Political Program

The NC Chamber Political Program analyzes and shapes the political landscape to make change possible.



2010

TAX

Corporate Income Tax Rate **7%**
Personal Income Tax Rate **8%**

REGULATORY ENVIRONMENT

Onerous regulations that were duplicative and inconsistent with federal regulations

LEGAL CLIMATE

20th in 2012 State Liability Systems Survey

ECONOMIC DEVELOPMENT

Few incentives and little collaboration

RIGHT TO WORK

North Carolina has continually been one of the least unionized states in the nation.

INFRASTRUCTURE

Funding was not sustainable, and investments were politically motivated.

WORKERS' COMPENSATION

Lifetime benefits were awarded with little insight

UNEMPLOYMENT INSURANCE

NC employers were paying a surcharge to cover the cost of borrowing money from the federal government to pay some of the best benefits in the nation with no oversight.

2022

TAX

Corporate Income Tax Rate **2.9%**
Personal Income Tax Rate **4.9%**

REGULATORY ENVIRONMENT

Balanced, modernized regulations, State Environmental Policy Act repealed

LEGAL CLIMATE

16th in 2012 State Liability Systems Survey

ECONOMIC DEVELOPMENT

Public-private partnership through the Economic Development Partnership of North Carolina and collaborative approach to results-based incentive packages

RIGHT TO WORK

North Carolina has continually been one of the least unionized states in the nation.

INFRASTRUCTURE

Funding has been diversified and the State Transportation Investments law elevates the use of transportation criteria and the input of local communities to determine project priorities.

WORKERS' COMPENSATION

Collaboratively negotiated Medicare-fee-based schedule.

UNEMPLOYMENT INSURANCE

The system has a \$2B surplus, benefits that are competitive with neighboring states, and a focus on reemployment.



Areas of Focus

- Education and Talent Supply
- Competitive Business Climate
- Infrastructure and Growth



““ Republicans previously tried pushing a more sweeping bill, to ban all banks in North Carolina from considering ESG factors – which would have made it illegal for a bank to refuse to do business with a person or company accused of human rights violations, environmental disasters and more.

That more sweeping bill appeared to face pushback from the N.C. Chamber of Commerce. After it passed a committee earlier this year, three Chamber representatives cornered one of the bill sponsors and spoke for several minutes, later telling WRAL they officially neither supported nor opposed the bill. **It has remained stuck in limbo ever since then, with no further action.**

NC INSIDER JUNE 06, 2023

““ In our opinion, the most persuasive brief related to the Renewable Energy Tax Credit was filed by the North Carolina Chamber’s Legal Institute. The principal author was the indefatigable professor Richard D. Pomp – himself no fan of tax incentives. An excerpt stated:

This closely watched case squarely presents a question implicating North Carolina’s business climate. Namely, whether investors can rely on a promise by the North Carolina General Assembly. . . . to offer tax credits in exchange for the capital investments and renewable energy. In December of 2020, **more than one hundred fifty North Carolina-based organizations and leaders publicly stated their dismay with the approach taken by the Department of Revenue . . .** in this matter [referring to the above-mentioned letter to the governor].

TAX NOTES STATE, JUNE 19, 2023

““ The NC Chamber is also opposing the [Pharmacy Benefit Manager] bill because it “either sets price floors, requires mandatory reimbursements, or takes away contracting flexibility from businesses,” according to the Raleigh-based group. It would “prohibit PBMs from reimbursing pharmacies less than national average cost of a drug or less than the PBM manager would reimburse itself.”

BUSINESS NC, JUNE 5, 2023

““ Commerce experts say **failing child care centers would hurt the state’s economy.** Debra Derr, the NC director for government affairs, says **good child care is vital to support a good workforce.**

“This is not a women’s issue, and I bristle when I hear people say that,” she says. **“This is a family issue. It becomes a workforce issue; it becomes an economic development issue.”**

TRIANGLE NPR AFFILIATE WUNC,
JUNE 5, 2023

““ NC Chamber spokesperson Kate Payne said in a written statement later Monday that the business lobbying group was focused for now on efforts to eliminate the business franchise tax.

While the chamber wants the state’s personal and corporate tax rates “to be the most competitive,” Payne said, it also believes competitiveness is related to education, infrastructure, and a talented workforce **“if we want to be able to continue to attract investment in North Carolina and its people.”**

ASSOCIATED PRESS, MARCH 20, 2023

““ Jake Cashion, the vice president of government affairs for N.C. Chamber, said the business advocacy group is hopeful that state leadership will create a budget that supports the state’s economy and job creation.

“North Carolina is the No. 1 state in the country for business – that wasn’t by accident,” he said.

He said the N.C. Chamber hopes the compromise budget will include an elimination of North Carolina’s regressive franchise tax and modernization of state transportation funding.

THE DAILY TAR HEEL, JUNE 28, 2023





NC Chamber PAC

NC
#1 for Business
NC Chamber

NC Chamber
Senator Dan Blue
2019 Governor's Race

NC
#1 for Business
NC Chamber

NC Chamber
Governor Paul
2019 Governor's Race

NC
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NC Chamber

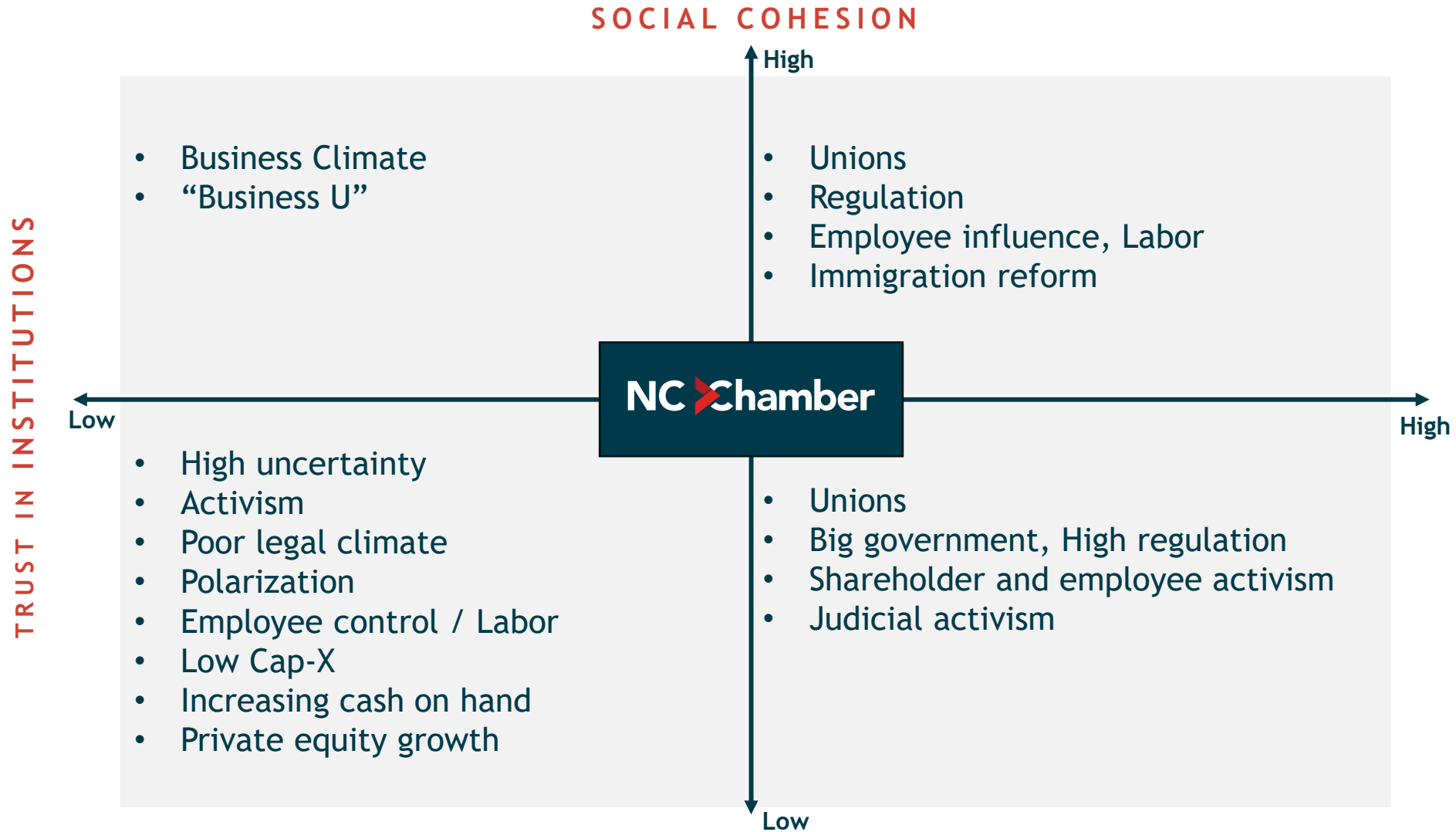
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NC Chamber

INSTITUTIONS

- Financial
- Government
- Education
- Media
- Unions
- Faith

BULLET POINTS

- Impact on Business
- Issues for Business
- Strategies for Business
- Quad Business wants to be in



Political Headwinds Moving into 2024

- Level Setting
- Party Fringes
- Super PACs
- Digs and Daycare
- Life Together
- Judicial Activism
- Ups and Downs





LET'S CONNECT

GARY J. SALAMIDO
PRESIDENT AND CEO

NC  Chamber