

# SB&D 100 STATE SUMMARY

	<b>Total Deals</b>	<b>Total Points</b>	<b>*PPM</b>
<b>Alabama</b>	<b>52</b>	<b>320</b>	<b>65.8</b>
<p>More than 20 years ago, Alabama officials went all-in on attracting automotive and aerospace. This year that work really materialized in a number of large automotive and aerospace projects. Great year for Alabama, earning an honorable mention.</p>			
<b>Arkansas</b>	<b>15</b>	<b>110</b>	<b>37.9</b>
<p>Good year for Arkansas. This small state's economy is one of the best in the South and its unemployment rate, at 3.4 percent, is the lowest in the region. The deals Arkansas captured were huge, including China-based Sun Paper's \$1 billion investment in Clark County.</p>			
<b>Florida</b>	<b>67</b>	<b>455</b>	<b>22.0</b>
<p>Lots of projects coming from Florida and not surprising to us, many have come from the manufacturing sector. No state in the South has added more manufacturing jobs the last two years than Florida. Manufacturers in the aerospace industry have really boosted the economies of the Space Coast, Central Florida and Northwest Florida.</p>			
<b>Georgia</b>	<b>57</b>	<b>410</b>	<b>39.8</b>
<p>Nice year for Georgia, with its highest point total in several years. Nice mix of industries and service projects. Augusta had a year like no other to win "Mid-Market of the Year." Midtown Atlanta has become a huge cluster for technology.</p>			
<b>Kentucky</b>	<b>39</b>	<b>270</b>	<b>61.3</b>
<p>With the \$1.4 billion Prime Air hub that is coming to Northern Kentucky (that project will be included in next year's SB&amp;D 100), the Commonwealth will be the nation's epicenter of air shipping and sorting, if it wasn't already. UPS operates its largest hub in Louisville, and FedEx also has a huge presence in Kentucky.</p>			
<b>Louisiana</b>	<b>57</b>	<b>395</b>	<b>84.4</b>
<p>The top 10 petrochemical deals announced in Louisiana in calendar year 2016 totaled an astounding \$22.7 billion. The best thing that has ever happened to Louisiana is the fracking frenzy. Companies from all over the globe are building massive world-scale petrochemical plants in Louisiana to take advantage of the lowest natural gas prices anywhere..</p>			
<b>Mississippi</b>	<b>18</b>	<b>130</b>	<b>43.6</b>
<p>At 4.9 percent, Mississippi is currently enjoying its lowest unemployment rate in state history. Assisting that low rate are some big buffalo projects such as Continental Tire, which, at \$1.45 billion and 2,500 jobs, was the largest automotive announcement in the Southern Automotive Corridor in calendar year 2016.</p>			
<b>Missouri</b>	<b>29</b>	<b>180</b>	<b>29.5</b>
<p>Solid year from Missouri, primarily because of the awesome year St. Louis had. St. Louis is one of nine mega-markets in the South (2.5 million-plus), and many years Missouri's largest metro finds it difficult to compete with Atlanta, Dallas-Fort Worth, Houston and Northern Virginia. Not this year. St. Louis earned an honorable mention in its division.</p>			

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<b>North Carolina</b>	<b>56</b>	<b>355</b>	<b>35.1</b>

We were expecting a poor year from North Carolina as a result of the controversial “bathroom bill.” The Tar Heel State actually performed better than we expected. However, there is no question the bill hurt project activity in Charlotte and Raleigh. Charlotte earned only 75 points and Raleigh had an all-time low of 30 points.

<b>Oklahoma</b>	<b>23</b>	<b>165</b>	<b>2.3</b>
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The slowdown in the oil and gas industry is hurting Oklahoma’s economy without a doubt. There were just two oil and gas projects announced in Oklahoma last year that met our thresholds. But the aerospace industry is thriving in Oklahoma, as is the wind energy sector.

<b>South Carolina</b>	<b>66</b>	<b>400</b>	<b>80.6</b>
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We heard from a few folks from South Carolina last year when the state wasn’t named “State of the Year” after capturing two auto assembly plants in calendar year 2015 in Mercedes-Benz and Volvo. The reason is those two automakers didn’t have the supporting cast that is evident this year. Yes, South Carolina earned its first “State of the Year” in the 2017 SB&D 100.

<b>Tennessee</b>	<b>58</b>	<b>370</b>	<b>55.2</b>
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A fine performance for Tennessee, but it is a letdown from last year when the state won “State of the Year.” Last year saw Tennessee ring up 525 points, its best point total ever. Still, a nice mix of industry sectors, and it’s the first time Tennessee has ever landed two billion dollar deals in the same year.

<b>Texas</b>	<b>95</b>	<b>655</b>	<b>23.6</b>
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If it wasn’t for Dallas-Fort Worth, Texas’ year would have been a disaster. Of Texas’ 655 points, Dallas-Fort Worth was responsible for 295. Less-than-average achievements statewide as Houston could muster but 105 points and Austin had a second-consecutive poor year with just 30 points. San Antonio wasn’t much better, either.

<b>Virginia</b>	<b>57</b>	<b>360</b>	<b>42.9</b>
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Virginia saw an accomplished list of projects this year. Data centers love Virginia and this year was no exception. But what’s missing in Virginia are big government projects from the defense department. Yet, Virginia has really solidified its reputation as the No. 1 state in the South for Information Technology projects, hands down.

<b>West Virginia</b>	<b>3</b>	<b>25</b>	<b>13.8</b>
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West Virginia only had three projects make this year’s SB&D 100, but the largest one was huge. Toyota Manufacturing of West Virginia is investing \$400 million in its engine and transmission facility in Buffalo, W.Va. After some pro-business legislation passed in last year’s session, West Virginia’s economy is improving.

## Methodology

\*PPM = Points per million residents is determined by dividing population into the points earned by states for capturing projects of 200 jobs and/or \$30 million or more. Source: SB&D