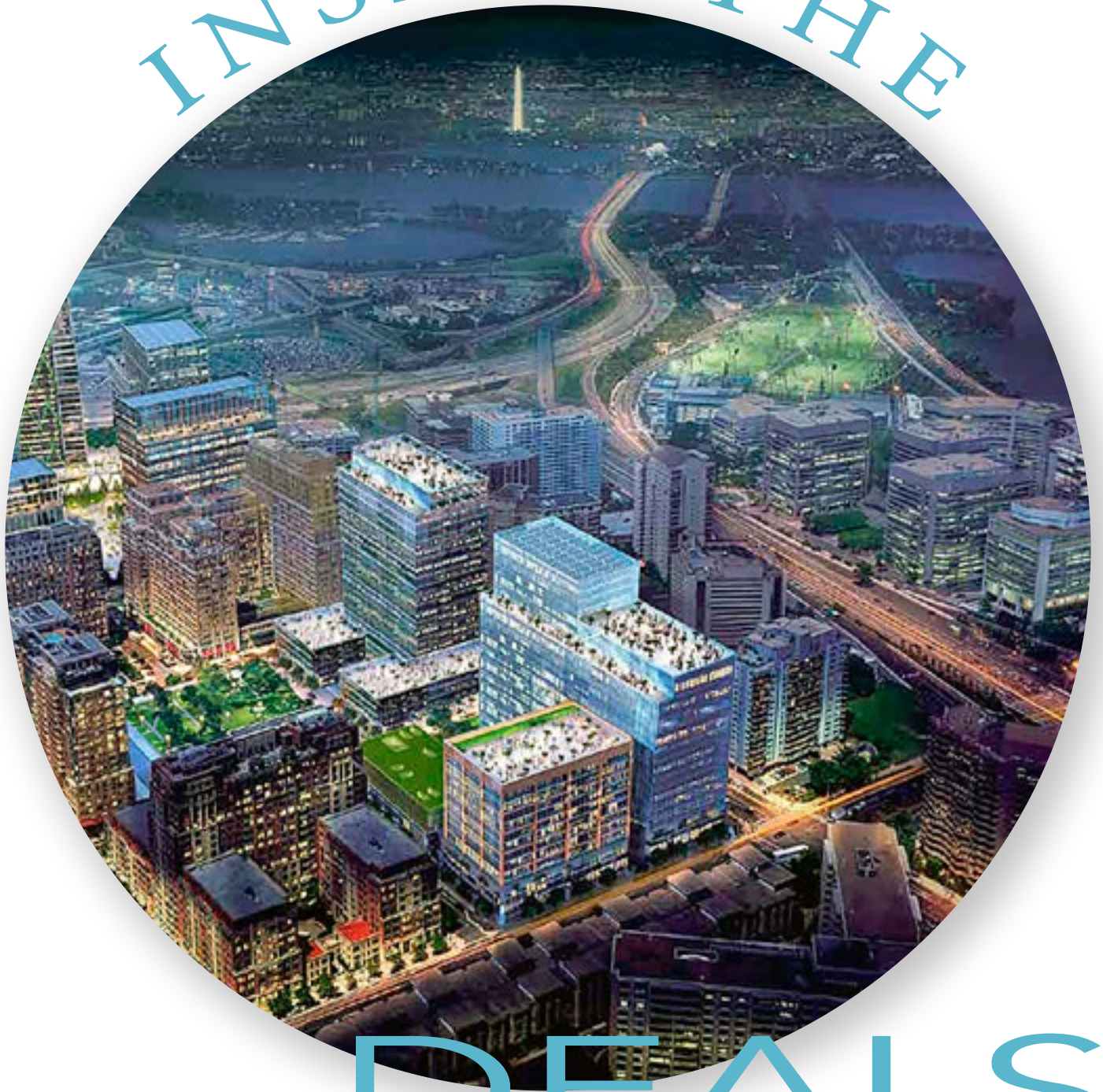


INSIDE THE



DEALS



Airbus

- **Location:** Mobile, Ala.
- **Investment:** \$264 million
- **Jobs:** 432

The inside info on this manufacturing project: Airbus and Canada's Bombardier finalized plans in 2018 to form a joint venture to produce Bombardier's C Series passenger jet, now called the Airbus A220.

The new assembly line, now under construction, will allow Airbus to accelerate production of a second aircraft in Alabama. It will stand adjacent to the A320 aircraft production line and turn out A220-100 and A220-300 planes for U.S. customers.

AIDT, which has played a key role in helping Airbus assemble a workforce, has been called on to help the manufacturer hire 600 new workers, split between the new A220 line and the A320 line, which is increasing production.

Amazon

- **Location:** Bessemer, Ala.
- **Jobs:** 1,500
- **Investment:** \$325 million

The inside info on this distribution project: The Birmingham area's long-shot bid for Amazon's second North American headquarters, known as HQ2, didn't land the grand prize. But the city's "Bring A to B" campaign aimed at HQ2 played a role in securing Alabama's first Amazon fulfillment center.

The "Bring A to B" campaign included the installation of three gigantic Amazon boxes in Birmingham and a social media campaign featuring push-button displays that automatically directed Tweets to the company.

The campaign served to raise the Birmingham area's profile with Amazon while also uniting the recruitment team and better preparing it for Amazon's questions regarding the fulfillment center project when it came along later.

The Airbus A220 sits on the tarmac at the Farnborough International Air Show in July 2018. Later this year, Airbus will produce the first A220 aircraft at its facility in Alabama.

Amazon

- **Location:** Garner, N.C.
- **Jobs:** 1,500
- **Investment:** \$200 million

The inside info on this distribution project: This Amazon project came to the Garner Economic Development Corporation through a local commercial real estate contact who was familiar with the 98 acre Garner Technology Center Site (GTCS). The GTCS was owned by the Garner Economic Development Corporation (GEDC), an economic development non-profit dedicated to creating jobs and new tax base in the town. It was clear that the project needed to move very quickly. Everything was predicated on how well our partners could work together. Luckily, the extensive due diligence performed on the site by the GEDC prior to this project and our great partners willingness to work together, was the recipe for success that led this project to announce in Garner in August of 2018.

CONTINUED



The Birmingham area's long-shot bid for Amazon's second North American headquarters, known as HQ2, didn't land the grand prize. But the city's "Bring A to B" campaign aimed at HQ2 played a role in securing Alabama's first Amazon fulfillment center.

Virginia Secretary of Commerce and Trade Brian Ball at Amazon HQ2 announcement in Arlington
 (Photo credit: Jack Mayer, Office of Governor Ralph Northam)



Amazon

- **Location:** Nashville, Tenn.
- **Jobs:** 5,000
- **Investment:** \$623 million

The inside info on this regional office project: In November 2018, Amazon announced it had selected Nashville for a new Center of Excellence for its operations business which will create 5,000 jobs and will be responsible for the company's customer fulfillment, transportation, supply chain, and other similar activities.

Unique factors which stood out throughout Amazon's search were the number of people moving to the region fueling an average population gain of 80 people a day, an established "creative class" in Nashville including the music industry, an emerging crop of tech talent, 24 colleges and universities, the business climate, lower taxes and cost of living relative to major markets and the city's quality of life.

When complete, Amazon's Operations Center of Excellence will rank as downtown Nashville's largest private employer.

Amazon

- **Location:** Arlington County, VA.
- **Jobs:** 25,000
- **Investment:** \$2.5 billion

The inside info on this headquarters project: The Amazon HQ2 project is the largest — in employee counts — in the South's history. The project is expected to hire at least 25,000 employees in Arlington County, Va. In September of 2017, Amazon announced that it is searching for a second headquarters, a co-equal to its Seattle home, where 40,000 were employed by the company. October 19, 2017 was the deadline for RFPs and Amazon received 238 proposals. In January 2018, Amazon created a shortlist for the project. In the South those included were Atlanta, Austin, Dallas, Miami, Nashville, Northern Virginia and Raleigh.

In the spring and summer quarters of 2018, Amazon teams visited all 20 finalist cities. In September 2018, Amazon CEO Jeff Bezos spoke at the Economic Club of Washington, D.C. saying that the company would announce a decision before the end of the year. In November, Amazon officials realized that finding 50,000 highly-paid tech workers in one location in the U.S. was impossible, so it decides to add two new headquarters instead of one. The two locations aren't named; however, Northern Virginia and New York City are the locations of choice.

On November 13, 2018, New York City and Arlington County, Va. are chosen as the two sites for HQ2 and the 50,000 jobs will be split between the two locations. In February, after criticism among many residents and politicians in New York regarding the project and its incentives, the HQ2 project slated for Long Island City is abandoned by Amazon. The company responds by saying it will grow its other innovation campuses in the U.S. to fill the void of canceling the New York HQ2.

Amazon

- **Location:** St. Peters, Mo.
- **Jobs:** 1,500
- **Investment:** N/A

Amazon

- **Location:** Charlotte, N.C.
- **Jobs:** 1,500
- **Investment:** \$200 million

Amazon

- **Location:** Dallas, Texas
- **Jobs:** 1,500
- **Investment:** \$90 million

Apple

- **Location:** Austin, Texas
- **Jobs:** 4,000
- **Investment:** \$1 billion

The inside info on this manufacturing project: The Austin Chamber's relationship with Apple dates back to 2012 when the company first entered the Austin market. We were thrilled to provide assistance as Apple considered options across the country for its new campus, which at the time was projected to have a capital investment of \$350 million, 4,000 jobs and

approximately one million square feet. As the project developed, it became clear the top site could provide Apple the ability to grow up to 15,000 employees and \$1 billion capital investment. This expansion is anticipated to make Apple the largest private employer in Austin.

Cheniere Energy

- **Location:** Corpus Christi, Texas
- **Investment:** \$3 billion
- **Jobs:** 430

The inside info on this manufacturing project: “Cheniere is the leader in U.S. LNG. Cheniere’s Corpus Christi Liquefaction export terminal represents an investment of \$15 billion in U.S. energy infrastructure. Cheniere has created more than 400 direct jobs, and up to 4,000 contractor jobs during peak construction, and supported nearly 90,000 indirect jobs in the exploration and production sector. Cheniere estimates its investments will result in a positive economic impact of approximately \$5 billion for the Coastal Bend and close to \$17 billion in economic impact for Texas, during construction over nine years. While Cheniere sources domestic natural gas from across the U.S., the abundant resources of Eagle Ford and the Permian made the region attractive for Cheniere’s LNG export facility, as well as its prime location on the western Gulf of Mexico.”

Commonwealth LNG

- **Location:** Cameron Parish, La.
- **Investment:** \$3.9 billion
- **Jobs:** N/A

GEICO

- **Location:** Katy, Texas
- **Jobs:** 1,500
- **Investment:** N/A

CONTINUED

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Keurig Green Mountain

- **Location:** Spartanburg County, S.C.
- **Investment:** \$350 million
- **Jobs:** 500

The inside info on this manufacturing project: Keurig came to the Spartanburg EFG as Project Cedar through a site consulting service. Spartanburg was short-listed because of shovel-ready property and logistical advantages like Interstates 85 and 26, and the SC Inland Port Greer. After rigorous analysis of site due diligence, workforce development, and ease of doing business in Spartanburg, Keurig/Dr. Pepper narrowed it down to two or three sites in multiple states. Ultimately, the site at Tyger River Industrial Park North fit their criteria and KDP's site selection team felt most comfortable with Spartanburg's community and manufacturing environment that has a proven record of partnering with large manufacturers.

Mazda Toyota

- **Location:** Huntsville, Ala.
- **Investment:** \$1.6 billion
- **Jobs:** 4,000

The inside info on this manufacturing project: The team working with Mazda and Toyota began narrowing down a list of possible sites that initially numbered 300. They analyzed workforce, operating environment, site specifics, logistics, incentives, quality of life and other factors.

Ultimately, the team embarked on site visits in 20 states over just six weeks. Engineers joined them, and they viewed sites from helicopters. They talked to human resources managers to get a sense of the labor market. They explored whether there was a Japanese school nearby.

The contest came down to two sites — one in Alabama, another in North Carolina. The Huntsville site prevailed thanks to Alabama's long relationship with Toyota and the presence of a developed auto supply chain.



SK Innovation, a Korean developer and manufacturer of lithium-ion batteries for hybrid electric vehicles, is building a \$1.67 billion new electric vehicle battery factory in Commerce, Ga. Pictured is the groundbreaking.

Mercedes-Benz U.S. International

- **Location:** Bibb County, Ala.
- **Investment:** \$268 million
- **Jobs:** 325

The inside info on this manufacturing project: Mercedes-Benz plans to begin producing electric SUVs at its Tuscaloosa County manufacturing complex at the beginning of the next decade. To make that possible, Mercedes launched construction on a battery pack plant a few miles away in a Bibb County industrial park.

The battery plant will be a centerpiece in the automaker's second Alabama campus in Bibb County. The facility will feature a battery analysis center that will accelerate the production ramp-up of electric vehicles and allow for the testing of battery packs that have been in use on the road. The new campus also features a Global Logistics Center and an after-sales North American parts hub.

Micron Technology

- **Location:** Manassas, Va.
- **Jobs:** 1,100
- **Investment:** \$3 billion

The inside info on this semiconductor project: Micron owns the only semiconductor fabrication plant in Virginia; employs over 1,500 highly skilled workers; and is the largest employer, taxpayer and utility customer in the City of Manassas. They are also Virginia's single largest exporter. Micron was happy with their operating environment but the facility was undersized compared to sister and competitor plants. They had reinvested in equipment but had not expanded since buying the plant from Dominion Semiconductor in 2002. City leaders feared it would eventually be slated for closure. Naturally city and state officials were excited when they learned they were considering expanding and that Virginia might be considered. Losing Micron would have been devastating to the community while getting them to expand is transformative.

Okin Business Process Services

- **Location:** San Antonio, Texas
- **Jobs:** 1,400
- **Investment:** \$23 million

Mercedes-Benz plans to begin producing electric SUVs at its Tuscaloosa County manufacturing complex at the beginning of the next decade. To make that possible, Mercedes launched construction on a battery pack plant a few miles away in a Bibb County industrial park.



Progressive

- **Location:** Tampa, Fla.
- **Jobs:** 1,500
- **Investment:** \$0

The inside info on this financial services project: Progressive Insurance expects to hire 1,500 new employees in Tampa Bay this year, a move the company said will support its rapid growth. The company plans to hire 10,000 people nationwide.

“This is the largest hiring forecast in Progressive’s history,” said Chief Human Resources Officer Lori Niederst. “We are excited to add hardworking talent to our team who are interested in a career with Progressive. For decades, we’ve been developing people who started in jobs like these into successful business athletes who rise to our leadership ranks. In fact, our CEO started as a claims rep and I joined Progressive as an analyst.”

In the Tampa Bay area, Progressive is looking to add new employees to the company’s customer service, sales, multi-product sales, claims representatives, marketing, legal, IT, business analysis and other teams.

SCT&E LNG

- **Location:** Cameron Parish, La.
- **Investment:** \$5.5 billion
- **Jobs:** 300

SK Innovation

- **Location:** Jackson County, Ga.
- **Investment:** \$1.6 billion
- **Jobs:** 2,032

Venture Global Plaquemines LNG

- **Location:** Plaquemines Parish, La.
- **Jobs:** 300
- **Investment:** \$8.5 billion

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