

SB&D¹⁰⁰ STATE SUMMARY

	Job 100	Job JMD	Inv 100	Inv JMD	Total	Points	*PPM
Alabama	5	15	10	27	57	360	73.4

Outstanding year by Alabama, earning an honorable mention. The state's automotive industry is very strong right now. Landing the \$600 million Google data center was a great capture. Some really good projects from GE Aviation, Polaris, Kamtek, Yorozu Automotive, Mercedes-Benz and others.

Arkansas	1	1	0	0	2	15	5.0
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Don't be fooled by the absence of big deals in Arkansas in 2015. As of April, Arkansas had the lowest unemployment rate of any state in the South at 3.8 percent. That proves that rock star deals are not necessary in small states. Look at the unemployment rates in New Hampshire, North Dakota and Vermont. . .they are all in the 3 percentile.

Florida	15	30	9	8	62	430	19.7
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A pretty good year for Florida with 62 projects. The whole state, and especially the Space Coast, has some real momentum with aerospace manufacturing projects. The Navy Federal expansion that is putting 5,000 new jobs in the Pensacola area is a huge boost for that region of the state.

Georgia	12	27	7	11	57	380	37.3
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The Mercedes-Benz headquarters is a huge deal for the Atlanta area. Augusta and Atlanta had really good years. The fintech industry in Atlanta redefined financials in the state.

Kentucky	3	18	8	18	47	290	66.0
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Another solid year for Kentucky. Every automotive plant in the state — Ford, GM and Toyota — expanded in 2015, along with several bourbon distilleries. Good enough for honorable mention.

Louisiana	4	12	26	36	78	540	114.9
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The petrochemical sector in Louisiana continues to march on with lots of projects in Baton Rouge, New Orleans and the Lake Charles region. Lake Charles won small market of the year for the sixth straight year. Honorable mention on the state level.

Mississippi	1	8	0	12	21	210	70.0
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Mississippi more than doubled its point total from last year. Already Mississippi has turned more large projects so far this year than last. Worthy of an honorable mention this year.

Missouri	3	9	1	10	23	230	37.7
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A steady, consistent year from Missouri. Cerner is a job-making machine in the state.

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	Job 100	Job JMD	Inv 100	Inv JMD	Total	Points	*PPM
North Carolina	11	19	9	21	60	400	39.6

Nice mix of projects coming from the data center, food and beverage, solar, pharma and automotive industries. Charlotte tied Nashville for major market of the year. A rare poor year for Raleigh.

Oklahoma	6	12	2	4	24	160	40.0
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The aerospace industry in Oklahoma really had a fine year. The Tinker Air Force Base complex continues to create lots of jobs.

South Carolina	7	20	3	25	55	325	66.3
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No state has landed two major automotive assembly plants in one year like South Carolina did in 2015 with Daimler Vans and Volvo. Good enough for an honorable mention.

Tennessee	15	30	11	23	79	525	82.0
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What a year for Tennessee! Nashville is killing it right now and so is Knoxville. Tennessee is one of the South's largest automotive states. With 525 points, Tennessee is our 2016 state of the year.

Texas	18	28	24	33	103	725	26.4
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Not Texas' best year, but Dallas-Fort Worth is our mega-market of the year going away, and Plano and Fort Worth had incredible years. Austin and Houston didn't contribute like they typically do.

Virginia	10	31	2	17	60	360	42.8
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Great year for Virginia with 31 just missed deals on the jobs side and 20 more projects compared to last year.

West Virginia	1	0	1	0	2	20	11.1
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Not much happening in West Virginia in terms of larger projects. But the one they got was enormous; Procter & Gamble's \$500 million, 700-employee plant in Berkeley County.

Methodology

Job 100 = 10 points. Top 100 job announcements made in calendar year 2015. **Job JMD** (Just Missed Deal) = 5 points. Meeting or exceeding 200 jobs up to 100th largest announcement, which in calendar year 2015 was 435 jobs. **Inv 100** = 10 points. Top 100 investment announcement made in calendar year 2015. **Inv JMD** (Just Missed Deal) = 5 points. Meeting or exceeding \$30 million in investment up to 100th largest announcement, which in calendar year 2015 was \$140 million. All points were earned from projects of 200 jobs or more and/or \$30 million or more in announced capital investment in calendar year 2015. **PPM** is determined by dividing state population into total points earned to calculate per capita score.