

SB&D 100 STATE SUMMARY

	Total Deals	Total Points	*PPM
Alabama	47	300	61.2

Another solid year by Alabama, earning another honorable mention. Automotive and aerospace rule this state, as each year sees lots of deals from those sectors. Next year already has an excellent start with Mazda and Toyota's announcement in January 2018 of their \$1.6 billion joint venture assembly plant in Huntsville.

Arkansas	9	75	25.0
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Good year for Arkansas. This small state's economy is one of the best in the South and its unemployment rate, at 3.7 percent, is one of the lowest in the region. Two big deals captured by Arkansas included Shandong Ruyi and Simmons Prepared Foods, and will result in 2,300 jobs.

Florida	73	495	23.2
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Lots of projects coming from Florida and not surprising to us, many have come from the manufacturing sector. Manufacturers in the aerospace industry have really boosted the economies of Northwest Florida, South Florida, the Space Coast and Central Florida in general.

Georgia	64	415	39.5
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Nice year for Georgia, with its highest point total in several years. Atlanta remains smoking hot with a nice mix of headquarter, financial services and healthcare deals. Georgia is one of the few Southern states with some labor available. The flooring industry that dominates the economies of Northwest Georgia, slammed by the recession, has come back strong.

Kentucky	50	425	96.5
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A generational year for the Commonwealth of Kentucky. State of the Year easily, capturing its second in four years. Louisville tied Nashville for Major Market of the Year and somehow, leaders in East Kentucky are turning projects they have never turned before, and with good reason. Since the coal industry has given pink slips to over 10,000 miners in recent years, Eastern Kentucky is home to more skilled labor than just about any region in the South.

Louisiana	50	350	74.4
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Louisiana earned another honorable mention as the petrochemical and oil and gas sectors still have legs. But that sector of our economy is slowing. Lake Charles won its eighth-straight Small Market of the Year, and Baton Rouge earned an honorable mention in the major market division.

Mississippi	12	85	29.3
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Mississippi hit its lowest unemployment rate in history earlier this year. The Milwaukee Tool deal was big for rural Mississippi. Toyota's recently announced expansion is huge, and when Mazda and Toyota's plant begins construction in North Alabama, all kinds of opportunities will fall on Northeast Mississippi.

Missouri	29	165	29.3
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Another decent year for Missouri in large projects. About the same performance as last year. At 3.5 percent unemployment, Missouri's labor shed is stressed. The \$770 million Centene project in the St. Louis suburbs is one of the largest healthcare deals in a long time.

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North Carolina	65	425	40.8

A promising comeback from last year's performance on the heels of the abolishment of the controversial "bathroom bill." Charlotte, now competing in the big boy mega-market category, earned an honorable mention in that division. The 65-project total was fourth-best in the South.

Oklahoma	18	115	29.5
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A slowdown in big deals last year for Oklahoma. But the economy there is in good shape as the oil and gas industry finally lifts itself out of recession. The wind energy industry here is growing, as is aviation and aerospace.

South Carolina	46	315	63.0
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A 20-project drop in projects meeting or exceeding our thresholds from last year's State of the Year performance isn't so bad. This year's performance by the Palmetto State is good enough for another honorable mention. With 17 honorable mentions in 24 years, South Carolina has more than any other state in the South.

Tennessee	63	375	55.2
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This performance by Tennessee is very encouraging considering its unemployment rate is 3.4 percent. The jobless rate fell in all 95 Tennessee counties in April, and the unemployment rate is now at or below 5 percent in all counties across the state.

Texas	97	685	23.8
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If it wasn't for Dallas-Fort Worth, Texas' year would have been a disaster. Of Texas' 685 points, Dallas-Fort Worth was responsible for 300. But this state's job generation total is one of the nation's best, and Dallas-Fort Worth is the nation's best. But with just 30 points, the Austin area's economy is slowing, as is Houston's.

Virginia	43	265	31.2
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A drop of 14 big projects in Virginia compared to last year's SB&D 100 performance is somewhat of a concern. But this year's total of 43 large deals is still a pretty good performance. Northern Virginia earned an honorable mention in the mega-market category.

West Virginia	12	95	52.7
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West Virginia saw the largest single project in SB&D history with China Energy announcing \$80 billion in shale gas plays in the state. Those developments sent West Virginia's PPM score soaring to sixth-best in the region.

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