



	Total Deals	Total Points	*PPM
Alabama	55	380	79.7
<p>While other states are seeing their project totals slow, Alabama put up its best year since 2008, which was Alabama's final year of winning or sharing "State of the Year" for five out of the previous six years. To land an automotive plant as important as Mazda Toyota when automotive is slowing in the South is huge! Automotive may be slowing, but you would not know it in Alabama.</p>			
Arkansas	8	60	23.3
<p>Decent 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. Arkansas is a major agricultural state and it remains to be seen what the tariffs will do to its economy.</p>			
Florida	35	215	10.1
<p>Just a total collapse of project totals coming from the Sunshine State, dropping from 73 meeting or exceeding our thresholds last year to 35 this year. Florida's points dropped from 495 last year to 215 this year. Our knowledge of other downturns indicates that Florida is first in, first out of recessions. Let's hope this is not the case.</p>			
Georgia	49	305	29
<p>Georgia is another state that saw a significant drop in economic development projects (64 to 49), and like Florida, Georgia over the years is one of the first states to slow in a downturn. Of course, it is too early to forecast a downturn in the economy, but when Florida and Georgia slow in the same year, something is up.</p>			
Kentucky	47	315	70.0
<p>After capturing "State of the Year" two out of the last five years, the Commonwealth of Kentucky earns an "Honorable Mention" this year. The Amazon air hub in Northern Kentucky will be a major factor for the state's economy going forward and it solidifies Kentucky as world air hub central with UPS in Louisville.</p>			
Louisiana	50	345	73.4
<p>An exact replica of last year with the same amount of projects, points and PPM for Louisiana. Petrochemicals had somewhat of a comeback year, driving points for the corridor from Baton Rouge to New Orleans and for Southwest Louisiana. Lake Charles won its ninth straight "Small Market of the Year," which is unprecedented.</p>			
Mississippi	19	145	50.0
<p>A really good year for Mississippi as it nearly doubled its project total from last year. Its points per million residents total is its third best in 25 years, good enough to capture an "Honorable Mention." The Toyota, Steel Dynamics and Raytheon deals were all top-shelf.</p>			
Missouri	14	95	15.6
<p>Missouri is another state, like Florida and Georgia, that saw a collapse in project activity in calendar year 2018. In fact, total projects coming out of Missouri were less than half that of last year, down from 29 to 14.</p>			



	Total Deals	Total Points	*PPM
North Carolina	63	425	40.8
<p>This is a pretty good year for North Carolina. Charlotte, now competing in the big boy mega-market category (over 2.5 million population), earned an “Honorable Mention” in that division this year. Charlotte is morphing into a Dallas-Fort Worth when it comes to capturing relocating HQs. The 63 project total tied for the second best in the South.</p>			
Oklahoma	23	120	30.7
<p>Pretty good year for Oklahoma. Like some other states in the South, aerospace continues its strong run in Oklahoma. With 65 points, Tulsa had a great year. However, outside of Oklahoma City and Tulsa, not much else is happening in the state.</p>			
South Carolina	42	260	50.1
<p>This year’s performance by the Palmetto State is good enough for another “Honorable Mention.” With 18 honorable mentions in 24 years, South Carolina has earned more than any other state in the South. But this is the second consecutive year that project activity and points have dropped after earning its first “State of the Year” in 2017.</p>			
Tennessee	49	315	46.3
<p>Off 14 big projects from last year, Tennessee had a so-so performance by its standards. Nashville continues its reign atop the major market division, topping all markets in its peer group for the third straight year. The Amazon project with its 5,000 jobs was huge for the Music City.</p>			
Texas	98	710	24.7
<p>Texas is one of the few Southern states that saw an increase in project activity from last year, even if it was just by one deal. The Apple project in Austin with its 4,000 jobs is actually a manufacturing project to build MACs. Corpus Christi and its port are at the center of the nation’s oil and gas export industry.</p>			
Virginia	38	275	32.4
<p>Virginia saw a slight drop in its total projects, yet, a slight increase in points. That’s what a project like Amazon’s HQ2 and its 25,000 jobs will do for the Commonwealth. Landing Amazon earned Virginia an “Honorable Mention,” and Northern Virginia and Martinsville-Henry County earned one, too, in their peer group.</p>			
West Virginia	4	30	16.6
<p>West Virginia is off eight projects from last year and its signature project from 2018 — more than \$80 billion from a Chinese natural gas company — has not broken ground and probably won’t as a result of the tariffs.</p>			

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