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SUMMER 2020

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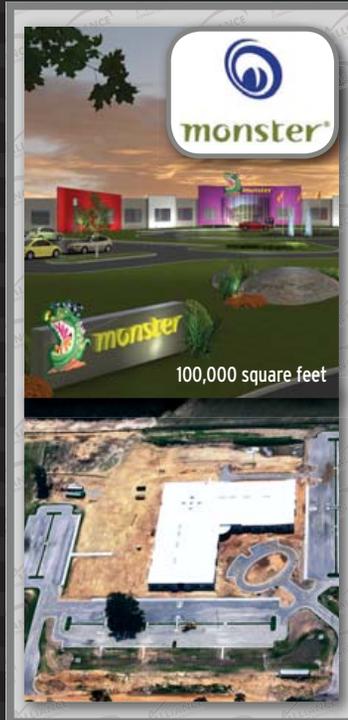
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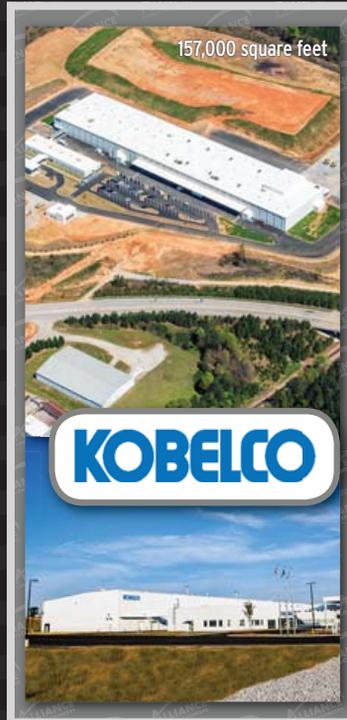


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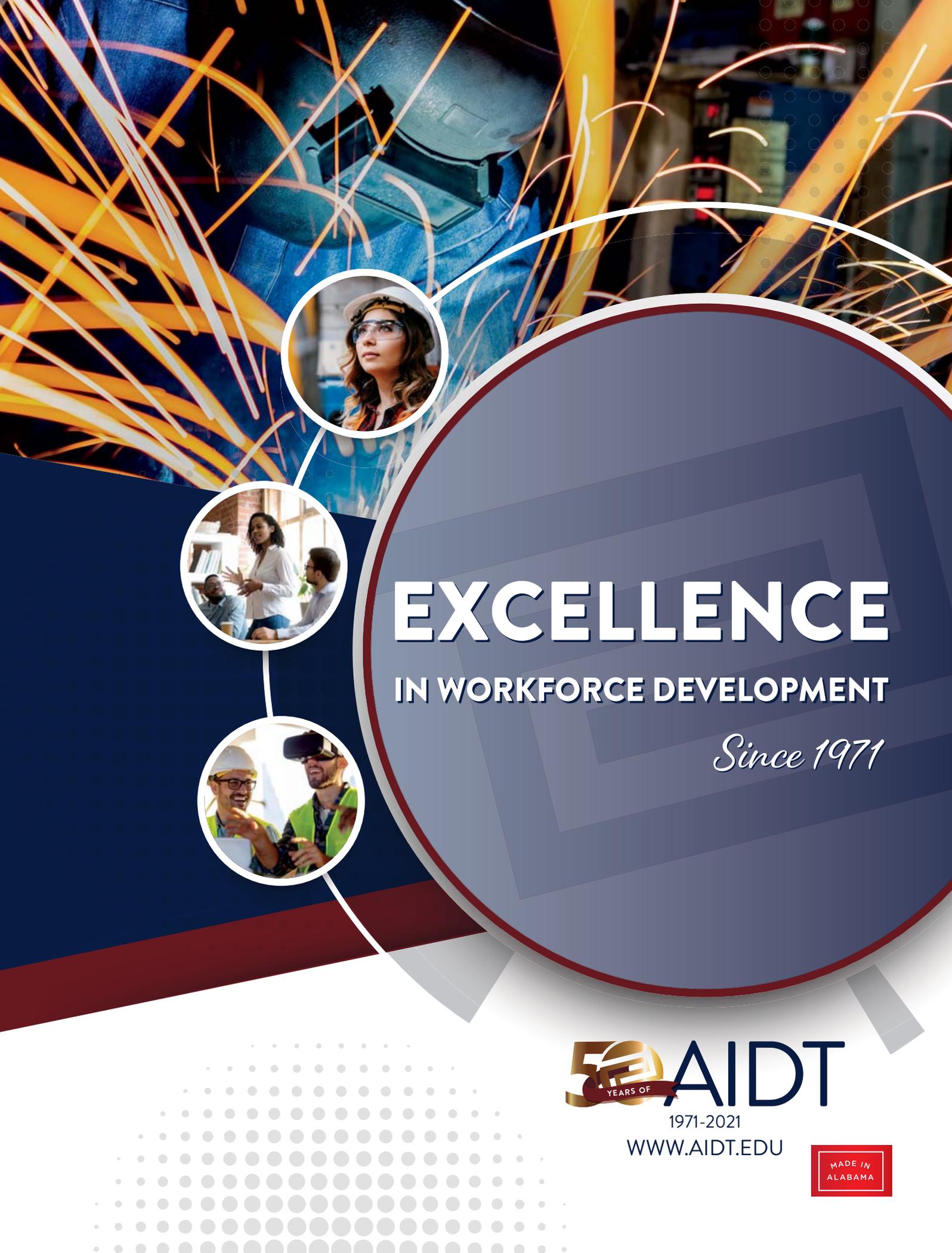
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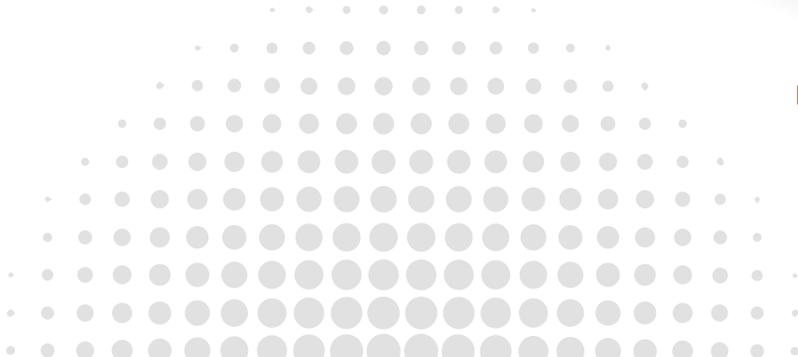
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SUMMER 2020

# TABLE OF CONTENTS



## FEATURES

- 41 Drowning in Debt**  
As countries worldwide spend with no end in sight to battle the virus, government debt has soared to levels not seen since World War II
- 54 First-Rate Economic Development Agencies in the South**  
A look at the most successful economic development agencies in South Carolina, Tennessee, Texas, Virginia and West Virginia

## DEPARTMENTS

- 12 Southbound**  
The editor's column
- 14 Around the South**  
Top stories from the last quarter relative to business and economic development
- 26 Snapshots from the Road**  
Photos of the people and places SB&D visited in the last quarter
- 28 Relocations & Expansions**  
All of the significant new starts, expansions and relocations announced in the South in the last quarter
- 36 SouthernAutoCorridor.com**  
News from the South's auto industry courtesy of SouthernAutoCorridor.com
- 64 Top Deals**  
The ten largest employment deals announced in the last quarter



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# SOUTHBOUND

By Michael Randle, EDITOR

## The four U.S. regions are faring differently in this coronavirus recession

The U.S. is still in recession and has been since February as a result of a crushing blow to the service sector this spring. Theaters, bars, restaurants, theme parks and anything related to travel remains a dumpster fire. And it will probably stay that way until the virus subsides or there is a vaccine that is widely distributed. Economists can speculate as much as they want, but this economy is all about the virus. There are no other players in this recession. It is all just about the virus.

Recessions over the years seem to be different based on which sectors suffer the most. We have had recessions in the U.S. that have hammered the manufacturing sector several times. In this coronavirus recession, manufacturing is somewhat stable except in the aerospace industry and lesser so in the automotive sector. Those are the South's two largest manufacturing industries. When those two sectors are slowed, the South's economy on the manufacturing side slows as well.

But there are all kinds of other manufacturing deals (other than aerospace and automotive) that are announcing every day. In fact, after almost 40 years of tracking economic development in the South, I am surprised at how many projects are being announced in this recession.

But this nation's economy and the South's economy for the most part are supported by the service sector, and that is why this recession is so tough on families and businesses alike. Over 75 percent of the nation's economy is services-based.

Imagine you are an official in a city like New Orleans, Orlando, Asheville, Charleston or another big-time



Southern tourist city. Imagine being a restaurant owner in one of these cities. Right now, the service sector is on its knees and there still is no clear path to recovery.

This recession is affecting the four U.S. regions differently. As of August, unemployment rates in 10 states are over 10 percent, led by Nevada at 13.2 percent. Some of the other states included in that "over 10 percent club" include Pennsylvania, New Jersey, New York and Massachusetts. Not one state in the South has above a 10 percent unemployment rate.

In fact, here are the U.S. regional unemployment rates in the coronavirus recession as of August 2020:

South: 6.48 percent

Midwest: 6.84 percent

West: 8.43 percent

Northeast: 9.08 percent 🇺🇸

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# AROUND THE SOUTH

For real-time news on business, politics and economic development in the South, go to [RandleReport.com](http://RandleReport.com). For all economic development projects announced in the South, go to [SB-D.com](http://SB-D.com). For more information on the automotive industry in the South, go to [SouthernAutoCorridor.com](http://SouthernAutoCorridor.com).

## Without another round of fed fiscal support, where will we be next spring?

Sure, we created 1.4 million jobs in August and the unemployment rate fell to 8.4 percent. Yet, the U.S. still has 30 million people receiving unemployment benefits after job losses peaked at 50 million in April. But unless businesses — specifically small businesses — get another round of federal help soon, tens of thousands of those business won't make it for another 90 days.

The Pandemic Emergency Unemployment Compensation (PEUC) program is one that gives additional unemployment benefits from the state after 26 weeks of unemployment. PEUC is a Cares Act program. The PEUC program has economists worried because claims have grown so fast. There are now 1.4 million people signed up for the PEUC as of August, when in March there were 27,000. The number of PEUC recipients — long-term unemployed — has been over 1 million for five weeks, and that number is growing each week.

“The real tsunami is coming,” said Mark Zandi, chief economist at Moody’s Analytics, in an article published by *Axios*. “My guess is at this point hiring in the industries that have been hit hard is going to abate. That leaves us with very little job creation in the rest of the economy but with still high levels of layoffs. I think the labor market is set to start weakening again here, particularly if Congress and the administration don’t get it together and pass more support,” Zandi said in August.

In September, political officials in Washington said that most likely they are not going to pass another stimulus package before the November election. However, some said that a package will be passed at some point to aid households, small businesses and state and local governments.

CONTINUED





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# AROUND THE SOUTH



All airlines have announced tens of thousands of job cuts since March, with Fort Worth-based American Airlines cutting 40,000 jobs October 1. But the aero suppliers are also cratering as few jetliners are being sold. Aerospace suppliers in the U.S. have shed more than 120,000 jobs since January.

## Economist's survey shows mixed bag

A survey of U.S. economists by the National Association for Business Economics shows that the U.S. is still in recession as of September. Eight in 10 of the economists surveyed said there is a 25 percent chance of a double-dip recession. The survey also showed that 40 percent believe U.S. lawmakers have not done enough in fiscal response, 37 percent said the response was sufficient, and 11 percent said the response was excessive. A majority of the economists said another round of stimulus (at a value between \$1.5 trillion and \$2 trillion) must be agreed upon by lawmakers.

## Aerospace industry is a mess

All airlines have announced tens of thousands of job cuts since March, with Texas-based American Airlines cutting 40,000 jobs October

1. But the aero suppliers are also cratering as few jetliners are being sold. U.S. aerospace suppliers have shed more than 120,000 jobs since January. Almost every — no, make that every — aerospace supplier has cut jobs. Spirit AeroSystems, which has a large plant in Eastern North Carolina, has cut 40 percent of its commercial aerospace workforce, or 8,000 jobs. General Electric has cut 13,000 jobs from its aviation unit and Rolls-Royce is closing its plant in Virginia. Dallas-based Southwest CEO Gary Kelley said in an interview with the *Dallas Morning News*, “Our headquarters can accommodate about 5,000 people roughly, and there are maybe 100 people here every day.”

## Manufacturing improving

The Institute for Supply Management (ISM) reported in September that its

purchasing manager's index grew to 56 in August from 54.2 in July. Those are the highest scores since the end of 2018. Any ISM reading above 50 percent represents an expansion of the manufacturing sector in the U.S.

## COVID reveals weakness in U.S. manufacturing

The coronavirus is almost eight months old and the U.S. is still suffering from delays and shortages in test kit components, PPE and pharmaceuticals. With a reliance on foreign producers of these elements and materials, U.S. companies just cannot purchase enough of these items. Thirty years of globalization and decades of offshoring U.S. companies has put America in this position.

## Manufacturing is hiring again, but we have a long way to go

In the first six months of 2020, the coronavirus devastated the American economy. On the manufacturing

side, the first six months of 2020 saw the U.S. lose about 750,000 manufacturing jobs. In the summer, the U.S. again started to create manufacturing jobs; however, less than 100,000 jobs were generated by the sector in June, July and August. The coronavirus wasn't the only factor that killed so many manufacturing jobs. The roller coaster Trump trade laws, including the tariffs that were implemented, also cost manufacturing jobs in the U.S. In fact, nearly 1,800 manufacturing plants closed in the U.S. from 2016 to 2018. The 750,000 lost manufacturing jobs in the first half of 2020 wiped out all manufacturing job gains from the decade of 2010 to 2020.

## Five years of GDP wiped out in one quarter

Gross domestic product fell by 9.5 percent in the second quarter of 2020, wiping out five years of growth. The collapse — the equivalent



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# AROUND THE SOUTH



Boeing has assembled its 787 jetliner in Everett, Wash., and North Charleston, S.C. However, the company announced in September it is consolidating 787 Dreamliner assembly to North Charleston.

of a 32.9 percent annual rate of decline — is the largest single quarter drop in U.S. history.

## Boeing cuts production, consolidates 787 assembly to South Carolina

In the spring and summer, demand for airliners collapsed as a result of the coronavirus. Boeing currently fully assembles its 787 jetliner in Everett, Wash. and North Charleston, S.C. The company announced in September it is consolidating 787 Dreamliner wide-body jet assembly to North Charleston as the aerospace giant struggles.

## The Mississippi Delta is suffering

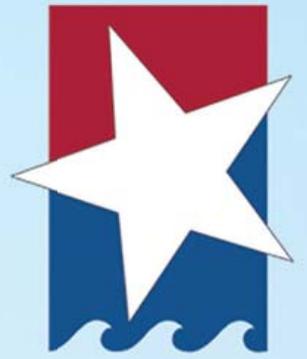
The economy as a result of the pandemic has been damaged all across America. The Mississippi Delta, one of the most impoverished regions of the country, has been hit especially hard. Four of the highest unemployment counties in the Arkansas Delta as of August are Chicot County (13 percent); Mississippi County (12.6 percent); Phillips County (11.8); and Crittenden County (11.6 percent). Other findings from a Feeding America survey show that the Delta regions in Alabama, Arkansas, Louisi-

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# AROUND THE SOUTH



The nationwide average of people still working from home as of September was 77 percent, according to a report by Kastle Systems.

ana and Mississippi have the four highest rates of food insecurity in the nation. A University of Louisiana at Lafayette report showed that job losses from the pandemic are twice as high as those from Hurricane Katrina.

## Job growth to slow dramatically over the next decade

The Labor Department predicted this summer that job growth will drop by more than two thirds from 2020 to 2029. The economy is expected to add a net 6 million new jobs over the next decade for a 0.4 percent compared to 1.3 percent annual rate from 2009 to 2019. That's an average of 50,000 jobs a month. From 2009 to 2019, there were several months when the U.S. saw

over 300,000 jobs a month. The biggest reason why jobs will slow (and we have been writing about this for years) centers on an aging Baby Boomer workforce.

## Large cities in the South growing faster than in other U.S. regions

The South leads all other U.S. regions in population growth, according to recent Census Bureau data. Ten of the top 15 fastest growing cities in the U.S. are in the South, including Atlanta, Charlotte, Houston, San Antonio, Dallas, Austin and others. In fact, last year, according to Census data, Charlotte passed San Francisco to become the nation's 15th largest city. Populations in large Southern cities grew by an average of



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For the 8th straight year, **McNeese State University** has been ranked as one of the top regional universities in the South by *U.S. News and World Report* and McNeese’s Engineering Program is ranked #1 in the Nation on ROI.

**SOWELA** was named by *Wallethub* as the number one community college in the nation for highest return on education investment.

**Louisiana’s FastStart** worker training program has been ranked #1 for the last 9 years by *Business Facilities Magazine*.



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# AROUND THE SOUTH

The Port of Savannah exported more loaded containers than any port in the country between January and May of this year.



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11.8 percent between 2010 and 2019. Large cities in the West grew by 9.1 percent during those nine years, followed by the Northeast (3.1 percent) and the Midwest (1.5 percent).

### U.S. exports have cratered in 2020

Exports in the first and second quarters are down significantly as a result of the virus. Based on data from the Missouri Economic Research and Information Center, total value of exports fell by 26.3 percent in Q1. In Q1 2019, total value of exports was \$395 billion. In Q1 2020, exports dropped to \$291 billion. In Q2 2019, exports were valued at \$415 billion and that figure dropped to \$291 billion in Q2 2020.

### Charleston Harbor project on schedule and funded

The Charleston Harbor deepening project is on schedule and on time to achieve a depth of 52 feet by 2022. Once completed, Charleston, S.C., will have the deepest harbor on the East Coast. The cost of the project is \$558 million.

### South Carolina ports see some positive signs

The South Carolina Ports Authority handled 208,837 20-foot equivalent containers (TEUs) at its terminals in Charleston in August. That is down about 10 percent from August 2019. However, compared to other months in the summer, it's a positive sign. TEUs are up 18

percent since July and 33 percent since June.

### Dallas leads nation in large commercial property deals in first half of 2020

Real Capital Analytics reported in the summer that Dallas beat out New York, Los Angeles and Chicago in large commercial real estate deals in the first half of 2020. It's the first time ever that Dallas led all other markets mid-year. Sales activity in Chicago, Los Angeles and New York was down on average 40 percent. Dallas had more than \$9 billion in property transactions the first half of this year.

### Will the coronavirus threaten shale boom?

The shale and oil industries

in the South are massive employers. The pandemic has slowed the demand for crude and natural gas dramatically. As a result, drillers have shut down wells en masse throughout the South. Last year, the U.S. was the world's top oil producer, producing 13 million barrels a day. It might be years (if ever) before the U.S. again produces 13 million barrels a day according to oil and natural gas executives. According to research by Rystad Energy, oil and gas companies are expected to lose \$1 trillion in revenues this year.

### Dallas leads all U.S. markets in employees returning to the office

Tens of millions are still

working from home, but those in Dallas are leading the country in returning to their offices amid the COVID-19 pandemic. With 36 percent of employees going back to the office, Dallas leads the nation. The nationwide average as of September was 23 percent, according to a report by Kastle Systems.

### Port of Savannah No. 1 in exports

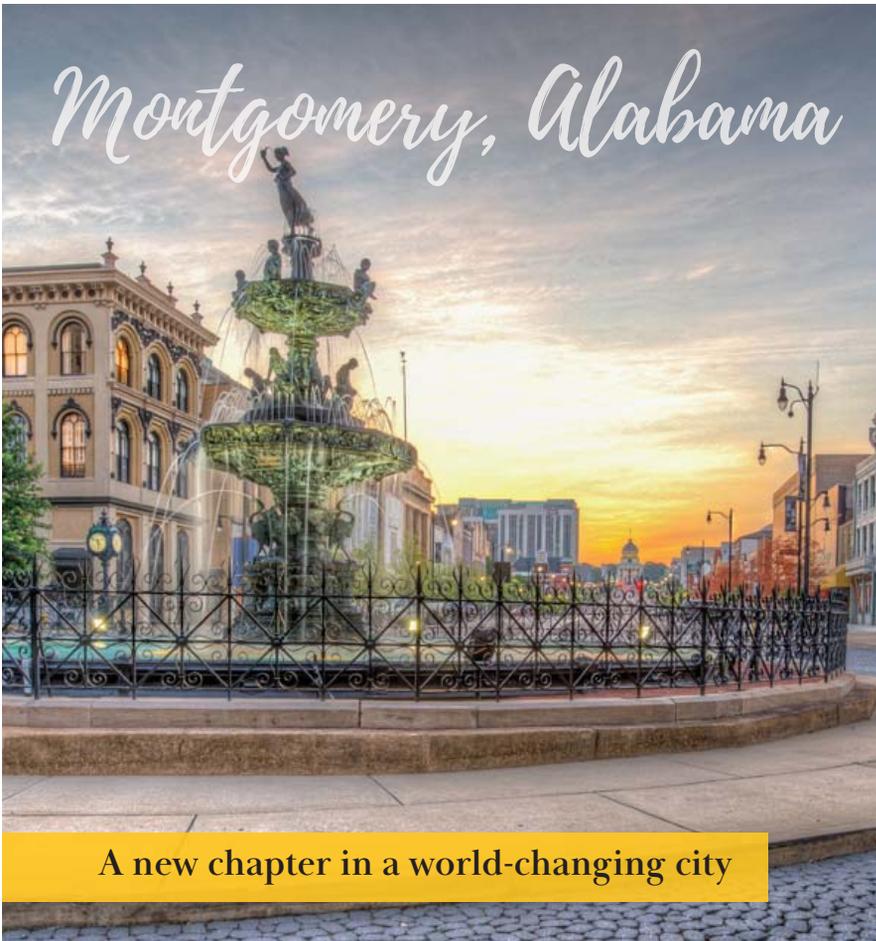
The Port of Savannah exported more loaded containers than any port in the country between January and May of this year. The port rang up a 12.2 market share among other ports in the country in container exports, according to the Georgia Ports Authority.

### U.S. might get to 90 percent renewable energy in 15 years

Experts on climate have maintained in the last few years that it wouldn't be possible to run the electric grid on 100 percent renewable energy until 2050. However, those same experts have now stated that because the cost of renewable energy from solar, wind and battery storage has fallen so quickly, the nation could be run on 90 percent carbon-free energy by 2035.

### U.S. oil, gas and coal industries have lost 118,000 jobs so far this year

As a result of the coronavirus, the U.S. fossil fuels industry lost 118,000 jobs



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# AROUND THE SOUTH



Move.org ranked Austin, Texas, as the least affordable city in the U.S. for minimum-wage workers.

between March and July. That's a 15.5 percent drop in employment for the sector, according to a report by BW Research Partnership. Several companies have sought bankruptcy as the virus has cut demand for oil and gas.

## In a landmark period in this nation's history, renewable power is poised to top coal power this year

The U.S. is nearing the point when renewable energy will surpass that of coal generation for the first time in over 120 years. Ten years ago, coal-generated electricity provided nearly 50 percent of the nation's power to homes and businesses.

## Jobs lost in Louisiana

## the first half of 2020 almost double Katrina

In the first half of 2020, jobs in Louisiana fell by 11 percent as a result of the coronavirus. That is almost twice the number of jobs lost in Katrina, which was a 6 percent drop. Over 218,000 jobs were lost in Louisiana in the first and second quarters of 2020.

## Multi-billion dollar energy projects in Louisiana to slow

According to the LSU Center for Energy Studies, the amazing 10-year run of energy and petrochemical projects in Louisiana will slow until at least 2025. In recent years, multi-billion-dollar energy projects, such as Cheniere's LNG ex-



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port facility in Southwest Louisiana, will slow until there is greater demand for crude oil and natural gas, or until there is a cure or treatment for the coronavirus.

**Dallas-Fort Worth's office market struggles**

Dallas-Fort Worth's office market saw a negative 1.8 million square feet net leasing in the second quarter. It is the lowest net leasing total since the Great Recession.

**Clawbacks for Deutsche Bank in North Carolina**

Incentives for Deutsche Bank have been revoked because the German bank cannot meet the job levels it agreed upon. The company has its software center in Cary, N.C. The bank agreed

to hire 250 workers in 2015 in exchange for \$3.4 million in incentives. Deutsche Bank is reducing its worldwide workforce by 18,000.

**Austin suburb named the fastest growing city in the U.S.**

Leander, located just 30 minutes northwest of downtown Austin, has earned the fastest growing city title for 2018 and 2019. In 2010, Leander had just over 27,000 residents. This June, the number of residents totaled 73,000. Sales tax receipts in Leander are up by 23.8 percent in the last year.

**Only one metro added jobs in June, and it's in Kentucky**

In June, only one metropolitan area in the country

decreased its year-over-year unemployment from June 2019 to June 2020. That metro area is Owensboro, Ky. Its unemployment rate, according to the Bureau of Labor Statistics in June 2019, was 4.4 percent. In June 2020, it dipped to 4.2 percent.

**Alabama establishes innovation commission**

Gov. Kay Ivey has formulated Alabama's first statewide commission on entrepreneurship and innovation. The Alabama Innovation Commission, also known as Innovate Alabama, will help innovators in the state collaborate with other innovators and policymakers.

**Global air travel down to next to nothing**

In August, global air travel

was down 85 percent compared to the same month last year. The International Air Transport Association said that carriers will lose \$84 billion this year, the worst year ever for the industry. Air traffic at Europe's 500 airports is down 94 percent compared to last year.

**Living in Austin is expensive**

Move.org ranked Austin, Texas, as the least affordable city in the U.S. for minimum-wage workers. Following Austin as the least-livable cities in the U.S. for low-wage workers were Plano, Texas; Virginia Beach; San Francisco and Jersey City, N.J. ★

# Global Appeal. Local Feel.

Companies from around the world are flourishing in Clarendon County, South Carolina thanks to unparalleled logistics access and overall business value. Home to affiliates representing China, Spain and Canada, Clarendon touches the corners of the globe while maintaining an economic climate that makes them feel right at home.

Find out for yourself what makes Clarendon so appealing, and contact our team today.



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# SNAPSHOTS FROM THE ROAD

For the second consecutive quarter, SB&D didn't visit anyone in the South. Here are a few photos of our visits over the years.



**1:** Michael and Stacy Randle with Mary Matalin at the home she shares with James Carville in New Orleans. **2:** Gena Lentz and Mary Swoope at SEDR8@WaterColor.



**3:** Mark Herbison, John Bradley and Mark Williams at SEDR7@WaterColor. **4:** Chris Masingill, Don Pierson and Gray Swoope.



**5:** Mark Heath and Bob Leak, Jr. **6:** Don Pierson and Michael Olivier.

**7:** David Hudgins. **8:** Victor Hoskins, Stephen Moret and Jason El Koubi. **9:** South Carolina Ports CEO Jim Newsome, S.C. Gov. Henry McMaster and U.S. Commerce Secretary Wilbur Ross. **10:** Rick Games, Matthew Randle and Michael Randle. ♣



# A bird's-eye view



## that deserves a closer look.

The **Second Street Industrial Site** is in the City of Erwin, Tennessee. It is zoned for Manufacturing, is about ¼ mile from Interstate 26 and the Erwin Utilities (TVA) substation. TVA and TNECD worked together on this project to create a pad-ready site. We've got public electric, water, sewer and fiber on-site, as well as natural gas, cable and telephone lines. Most of all, this site is unique in that it is about 16+/- acres and is rail-served by CSX.



Executive Director, Unicoi County Economic Development Board  
Contact Tyler Engle  
(423) 743-9555 | [unicoicountyecd.com](http://unicoicountyecd.com)



ECONOMIC & COMMUNITY DEVELOPMENT



# RELOCATIONS & EXPANSIONS

For real-time news on business, politics and economic development in the South, go to [RandleReport.com](http://RandleReport.com). For all economic development projects announced in the South, go to [SB-D.com](http://SB-D.com). For information on automotive in the South, go to [SouthernAutoCorridor.com](http://SouthernAutoCorridor.com).

## John Soules breaks ground on Alabama plant expansion

Construction on the new John Soules Foods facility in Valley, Ala., has begun. The \$151 million project will be broken into three phases and will result in the hiring of more than 500 people in Chambers County. John Soules Foods, which is based in Tyler, Texas, produces beef and chicken products.



## ALABAMA

### Steelmaker spending \$500 million in Mobile County

ArcelorMittal announced its plans to build an electric arc furnace steel-making facility at its AM/NS Calvert mill as part of a \$500 million expansion project in Alabama. Construction is expected to take 24 months, and the new facility is anticipated to create 200 jobs. The project is expected to create 500 construction jobs.

### Bonnie Plants relocates HQ to Opelika

Bonnie Plants, a leading brand of live vegetable and herb plants for home gardeners, will relocate its corporate headquarters from Union Springs to Opelika. The family-owned company, which

started in 1918, plans to hire 60 associates.

### JELD-WEN expands Alabama manufacturing plant

JELD-WEN, which is one of the world's largest door and window manufacturers, plans to expand production at its plant in Wedowee, Ala. The project is expected to create up to 40 new jobs at the facility in Randolph County. Over the next six to nine months, up to \$500,000 in new equipment will be installed to aid in the assembly of patio doors at the Alabama plant.

### Wood pellet plant under construction in rural Alabama

Alabama Pellets, a subsidiary of Pinnacle Renewable Energy, has chosen Demopolis for a \$95 million wood pellet

plant. The Canadian manufacturer will initially hire 45.

### ALDI locating new HQ and distribution center in South Alabama

ALDI U.S. will build a new regional headquarters and distribution center in Loxley, Ala. The \$100 million project will create 200 jobs.

### New plant slated for South Alabama

Incoa Performance Minerals is investing \$110 million in a

new manufacturing plant in Theodore, Ala. The company makes calcium carbonate. The deal will create 74 jobs.

### Dollar General opens facility in Montgomery

Dollar General has opened a 450,000-square-foot DG Fresh cold storage facility in Montgomery. The project will support 1,500 stores through the company's Fresh initiative. The \$26 million deal has created 65 jobs.



### Ammo plant to expand in Arkansas

The Fiocchi Group's American subsidiary based in Missouri plans to expand its ammunition manufacturing plant in Little Rock. The company will add 57 jobs and spend \$15 million.



### Streamline Boats coming to Pensacola, Fla.

The Pensacola City Council has approved the initial 10-year lease for the center console manufacturer that currently builds 26-, 34- and 45-foot models at its Hialeah, Fla., facility. "There's a market up there for our product," Streamline owner Ozzie Sanchez said in May. "Our 26-foot and our 34-foot (boats) are a very marketable boat in the Panhandle. And we're also looking for a labor force. There's a qualified labor force in that area." The company plans to invest more than \$1 million and will create 45 jobs within its first few years of operation.

### FedEx Ground to build \$40 million facility in Birmingham, Ala.

Construction is ongoing on a \$40.6 million FedEx Ground distribution center that is expected to create 285 jobs within three years of its completion. The 300,000-square-foot building will sit on a 46-acre site that is mostly situated in Birmingham and partially in Bessemer.

### Teledyne Brown Engineering to expand in Alabama

Teledyne Brown Engineering is expanding its Huntsville facility for the third time. The project will create up to 100 new jobs.

### Healthcare manufacturer announces large Alabama expansion

SiO2 Materials Science will invest \$163 million in its Auburn facilities after capturing a large contract to supply the federal government with vials and syringes for its battle against the coronavirus. The project will create 220 new jobs.

### Coronavirus creates big deal in Alabama

Medical Industries of the Americas is adding 400 new jobs at its Alabama plant in Eufaula. The company makes medical supplies such as PPE and surgical supplies.

## ARKANSAS

### Amazon to establish first fulfillment center in Little Rock

Amazon is locating a new fulfillment center at the Port of Little Rock. The center will house 1,000 workers.

### Amazon plans facility in Maumelle, Ark.

Amazon will open a delivery station in Maumelle later this year that will result in the creation of "dozens" of full- and part-time jobs.

### Koppers to invest \$23 million in expansion

Koppers, a provider of treated wood products, will invest at least \$23 million and increase the number of workers at its North Little Rock facility.

### Pharmaceutical maker expands in Arkansas

Little Rock-based SCA Pharmaceuticals, a maker of compound drugs, will move into the former Southwest Airlines reservation center at Bill and Hillary Clinton National Airport/Adams Field. The deal will create 175 jobs.

### Gerber investing in Arkansas plant

Gerber Products Company, a subsidiary of Nestlé S.A., is adding a new line at its plant in Fort Smith, Ark. The company is investing \$30 million and adding 50 full-time jobs.

## FLORIDA

### Lots of solar power being built in Northeast Florida

Solar farms are now being built at several sites in Northeast Florida. The solar projects are being installed in St. Johns, Baker, Clay, Nassau and Union counties. The five projects are expected to create 500 permanent jobs and 1,200 construction jobs.

### Amazon announces new fulfillment center in Florida

It seems like Amazon announces four or five 1,000-job deals each quarter in the South. That continues to be the case in the summer 2020 quarter. The e-commerce giant said it will launch a new facility in Temple Terrace, Fla., in the Tampa MSA. The deal will create 750 jobs. Amazon is also planning a new delivery station in Lutz, which is expected to open in 2021.

### West Virginia company to locate plant in Florida

Flying W Plastics will invest \$8 million in a plant in Jacksonville. The company makes piping used in a variety of industries. The deal will create 28 new jobs.

Aluminum manufacturer to build new can factory Florida Can Manufacturing announced in the summer

quarter it will build a new \$120 million can factory in Winter Haven, Fla. The plant will house 160 workers.

### Three hundred new jobs for Jax

Coral Gables-based Synergy Technologies, a global IT and consulting firm, intends to add 300 jobs over four years as it expands its Jacksonville, Fla., presence. The company will invest \$1.4 million into its facility.

## GEORGIA

### South Korean manufacturer coming to Georgia

Zinus, an e-commerce mattress company, will invest \$108 million to develop its first North American advanced manufacturing facility in McDonough, Ga. The company plans to create 804 jobs in Henry County.

### Ten-million-dollar baked goods complex headed for Atlanta

Coffee Café Bakery will invest nearly \$10 million in building a state-of-the-art production facility in Atlanta. The company plans to hire 70 additional associates in Fulton County. Coffee Café Bakery's new 31,150-square-foot facility will include production lines and equipment for baked goods.

CONTINUED

# RELOCATIONS & EXPANSIONS

## Mattress maker chooses Georgia

Purple Innovation, a manufacturer of mattresses, has chosen Henry County, Ga., for its U.S. manufacturing facility. The \$21 million plant will bring 360 jobs to the county south of Atlanta.

## Boat maker adding jobs in South Georgia

Orion Boatworks will create 120 new jobs in Valdosta, Ga. The company is moving into an existing facility with the \$3.5 million deal.

## Frito-Lay expanding in Georgia

Frito-Lay will invest \$200 million in its Perry, Ga., snack plant. The deal will create 120 jobs. The plant has operated in Perry for over 30 years.

## Online thrift store adding 700 jobs in Gwinnett County

A company that takes thrift and consignment shopping online plans to add 700 new jobs in Gwinnett County. The jobs at online clothing reseller ThredUp's 270,000-square-foot distribution center in the Suwanee

area are part of a \$28.7 million investment by the company. ThredUp originally announced a Gwinnett distribution center in 2016.

## Shaw expands plant in Ringgold, Ga.

Shaw Industries, one of the world's largest carpet manufacturers, will invest \$20 million to expand in Ringgold. The company also plans to expand its SPC (stone plastic composite) manufacturing plant early next year as part of a phased expansion expected to create 55 new jobs at the facility that currently has 240 workers.

## BASF plans \$70 million expansion of seed plant

German chemicals and materials firm BASF is committing \$70 million to expand its seed treatment formulations plant in Sparks, Ga.

## Zillow chooses Atlanta for Southeastern hub

Zillow Group, the largest portfolio of real estate brands on the web, will establish its Southeastern hub in metro Atlanta. The company plans to bring 200 jobs to the area.

## KENTUCKY

### Amazon creating 1,750 jobs in Louisville region

Amazon announced in the summer it will create 1,750 temporary and full-time jobs in the Louisville MSA. The Seattle-based company said the hiring spree is in response to the surge in demand for products during the COVID-19 crisis.

### FedEx hiring 700 in Northern Kentucky

FedEx is adding 700 workers at its warehouse operations in Northern Kentucky. The company states the reason for the expansion is the growth of e-commerce as a result of the coronavirus.

### Call center hiring 600 in Kentucky

Senture, a call center operation, is adding 600 jobs at its facility in Laurel County, Ky. Senture President and CEO Chris Deaton says about 90 percent of its employees are working from home.

### Dollar General plans Kentucky distribution center and cold storage hub

Dollar General plans to expand its operations in the Bluegrass State adding a distribution center in Walton and a DG Fresh cold storage facility in Bowling Green. The \$65 million Walton distribu-

tion facility is expected to employ 250 and serve 800 stores. The Walton complex is expected to create an additional 50 DG Private Fleet positions.

### GE Appliances expanding in Kentucky

GE Appliances is investing \$62 million in its complex at Louisville's Appliance Park. The investment will create 260 jobs.

### Hemp processing plant slated for rural Kentucky

Shyne Labs, a hemp processor, will invest \$9 million in a new facility in Simpson, Ky. The deal is expected to create 60 jobs.

### HVAC Distributing to hire 175 for second Kentucky location

HVAC Distributing plans to create 175 full-time jobs in Graves County as it purchases a speculative building for a second location in the Hickory Industrial Park. The project represents a \$7 million investment.

## LOUISIANA

### Education software company to relocate HQ to Louisiana

Specialty software development firm SchoolMint is relocating its headquarters and operations from Miami and New York to Lafayette, La. The company announced plans to create 178 jobs.

### HelloFresh bringing 750 jobs to Coweta County, Ga.

Meal kit company HelloFresh will establish its first Southeastern U.S. distribution facility in Newnan, bringing more than 750 jobs to Coweta County. The company, which is based in Berlin, Germany, has seen demand increase dramatically with the COVID-19 pandemic.





### Snack maker to open plant in Kentucky

Wilde Brands, a maker of snack chips from chicken meat, is adding a facility in Winchester, Ky. The \$9 million deal will create 50 jobs.

### Another Amazon expansion in the South

Amazon Logistics is expanding its delivery station in Baton Rouge. The project is expected to hire hundreds.

### Corrugated packaging manufacturer to expand Louisiana plant

Hood Container announced it would invest \$50 million in its facility in St. Francisville. The deal will improve production and retain 300 jobs.

### Chemical transport company opens in Geismar

The Tennessee-based chemical transportation company Highway Transport has opened its \$12.5 million flagship service center in Geismar. The facility will create 36 jobs in the next year, eventually growing to 150.

## MISSISSIPPI

### Ashley Furniture expands again in Mississippi

In the summer quarter, Ashley Furniture expanded its facilities in Verona and Saltillo, Miss. The company has thrived in rural Mississippi for years, employing

more than 3,000 workers in North Mississippi. This \$22 million deal will create 130 more jobs.

### Amazon adding jobs at North Mississippi hub

Amazon has started hiring for its new fulfillment center in Olive Branch, Miss. The giant e-commerce company will hire 500 to start.

### Jackson County fishing for new business

American Baitworks will soon be moving into a new facility in Jackson County. The headcount of 50 existing employees is expected to grow to 100 to manufacture lures, rods and accessories. Another great catch for the county: Rolls-Royce Naval Marine, which designs and makes marine propellers, is undergoing a \$31 million expansion that will also add jobs.

### Steel components maker expands in Mississippi

Steel components manufacturer and supplier Samuel Roll Form Group will invest \$6.9 million on an addition to its current facility in Iuka. The project is expected to create 30 new jobs by spring 2021.

### Company investing in Louisiana

Cabot Corporation is investing \$90 million and creating 380 construction jobs at its facility in Ville Platte, La. The facility makes carbon black, a material used in tires and other rubber products.

### Manufacturer is reopening plant in Mississippi

Crown Cork & Seal, a manufacturer of beverage, aerosol and food packaging, is reopening a plant in Batesville. The deal will create 60 jobs.

### Big investment on Mississippi Coast

Calgon Carbon, a manufacturer of activated carbon products, is investing \$185 million at its plant in Hancock County. The deal will create 38 jobs.

### FedEx to hire almost 500 in North Mississippi

As a result of increased e-commerce demand from the pandemic, FedEx Ground will hire 480 at its facility in Olive Branch.

### Timber mill expanding

Vicksburg Forest Products, a producer of Southern Yellow Pine lumber, is investing \$40 million to expand its mill in Vicksburg, and create 60 jobs.

### General Atomics adding jobs in Northeast Mississippi

General Atomics Electromagnetic Systems is expanding its plant in Lee County, Miss.

The supplier to the Department of Defense will invest \$39 million to increase capacity at its facility. The deal will create 125 new jobs.

## MISSOURI

### Big deal in Missouri

In the summer quarter, online pet product retailer Chewy announced plans to open a new e-commerce facility in Belton, Mo. The project is expected to create 1,200 new jobs.

### Transformer manufacturer to move into Missouri

WEG Transformers, a maker of electric motors and transformers, is opening a plant in Washington, Mo. The \$16 million deal will create 64 jobs.

### Armstrong expanding in Missouri

Armstrong World Industries will invest nearly \$8 million to expand its wood ceiling and wall facility in Marshfield. Plans call for adding 50,000 square feet to manufacturing, warehouse and office space. The expansion is expected to create nearly 130 jobs.

CONTINUED



# RELOCATIONS & EXPANSIONS

## Military vehicle manufacturer adding jobs in Mississippi

Navistar Defense is expanding its plant in West Point, Miss. The company is investing \$8 million and adding 500 new jobs.



## NORTH CAROLINA

### Amazon to hire 3,000 in North Carolina

Amazon is hiring thousands at its new fulfillment center in Garner, N.C. The new hires will work alongside robotics technology in the facility.

### Fintech expands in Charlotte

Retirement Clearinghouse, a national name in retirement plan services, will invest more than \$4 million to expand its headquarters and corporate office in Charlotte. The company plans to create 300 jobs.

### Dansons selects North Carolina for distribution hub

Dansons, a global manufacturer of consumer goods, will

invest \$27.7 million to locate a distribution center in Fayetteville, N.C. The company plans to hire 118 associates in Cumberland County. The company's product line includes wood pellet fuel, grilling accessories, smokers and pellet grills.

### Big deal near Charlotte

GoldenHome International, a maker of cabinetry, is investing \$86 million in a new North American headquarters in Concord, N.C. The deal will create 257 jobs.

### Biotech company to add 200 jobs in Durham

Durham has landed another gene-therapy jobs expansion after the state offered incentives to Boston-based Beam Therapeutics. The three-year-

old company plans to build an \$83 million bio-manufacturing facility in Durham that could employ more than 200.

### Gaston County lands another deal

GNT USA, a natural food coloring processor, is investing \$30 million in a new facility in Gaston County. The company is the U.S. subsidiary of Netherlands-based GNT International. The \$30 million project will create 40 jobs.

### Boat builder adding jobs in Eastern North Carolina

World Cat, a maker of outboard powered catamarans, is expanding its plant in Pitt County. The \$8.8 million deal will create 60 jobs.

### Tissue maker bringing jobs to North Carolina

Select Products Holdings, a maker of tissue products, is investing \$4 million in Vance County. The deal will create 73 jobs.

### Modular home builder to expand in North Carolina

Fleetwood Homes, a maker of modular homes, is expanding

in Rocky Mount. The \$2.1 million expansion will create 60 jobs.

### Hanesbrands rehiring workers in North Carolina

After laying off workers due to the coronavirus, Hanesbrands has rehired many of them over the summer. The company dipped to about 75 workers at its distribution center in High Point, but now about 450 have been rehired.

## OKLAHOMA

### Amazon: 1,500 workers for Oklahoma

Amazon is hiring 1,500 workers at its 600,000-square-foot fulfillment center in Owasso, Okla. The project is the largest new employer in Tulsa MSA history.

### Construction begins on "super plant" in Tulsa

Green Bay Packaging is planning to triple its footprint by building a new 550,000-square-foot corrugator facility in Tulsa County. The facility will replace its existing 180,000-square-foot factory in Creek County.



## Furniture maker creating 200 new jobs in North Carolina

A new East Coast furniture factory for Prepac Manufacturing in Guilford County will create 201 new jobs. The ready-to-assemble-furniture company, headquartered in Vancouver, British Columbia, plans to invest \$27.1 million in a new 260,000-square-foot factory in Whitsett.



### Spanish aerospace company establishes HQ in Oklahoma City

Spain-based Skydweller Aero, a maker of renewable powered aircraft, is locating its headquarters and engineering operations in Oklahoma City. The company plans to create 120 jobs.

### California manufacturer to relocate to Oklahoma

PAS MRO, a bearing component repair and overhaul for the aviation industry, is relocating its plant from California to Bristow. The \$3.2 million deal will create 37 jobs.

### Costco to add jobs at new operations center in Oklahoma City

Retailer Costco is adding over 1,500 jobs at a new operations center in Oklahoma City.

### SOUTH CAROLINA

### Agribusiness center to create over 1,500 jobs

The \$314 million Agriculture Technology Campus in Hampton County, S.C., will build massive greenhouses to grow pesticide-free fruits and vegetables. The 1,000-acre facility will create 1,547 jobs.

### Wood pellet plant landing in Florence County

Newly formed Effingham Pel-

lets, a subsidiary of Charles Ingram Lumber Company, will invest \$5.4 million and hire 10 as it establishes operations in Florence County.

### South Korean manufacturer chooses South Carolina

KRA Operations — a subsidiary of South Korea-based Kirin Precision Co. — will invest \$11.5 million to establish its first U.S. operations in Newberry County, S.C. The facility is expected to hire 57 to perform metal stamping and injection molding processes to serve existing South Carolina customers

### Distribution company chooses Greenville County

JIDA Industrial Solutions, which specializes in intelligent material handling, and its third-party logistics subsidiary, Global Trade Logistics, plan to establish opera-

tions in Greenville County. The \$4.5 million investment will create 78 new jobs over the next five years.

### Pharmaceutical firm investing over \$200 million in South Carolina operations

Nephron Pharmaceuticals is investing \$215 million in its Lexington County operations as it embarks on developing generic inhalation solutions related to the coronavirus. The project is expected to add 380 jobs.

### Pool manufacturer to establish operations in South Carolina

Leisure Pools and Spas North America, maker of in-ground pools, is opening a plant in Marion County, S.C. The \$6.1 million project will create 200 jobs.

### Walmart to build large distribution center in South Carolina

Arkansas-based Walmart announced in the summer it will build a \$220 million distribution center in Dorchester County, S.C., near Ridgville, where Volvo has an assembly plant. The 3-million-square-foot facility will house 1,000 workers.

### Metal fabricator to grow in Anderson

Sargent Metal, a custom metal fabrication company based in Anderson, S.C., is investing \$9.5 million into its operations. The deal will create 50 jobs.

### Bottler to expand in South Carolina

Beverage bottler Refresco is expanding in Greer, S.C. The company is expected to add 40 jobs.

### Loctek plans plant in Manning, S.C.

Loctek, a manufacturer of ergonomic office products such as height adjustable desks, will invest \$5 million to establish operations in Manning, S.C. The project is expected to create 10 new jobs.

### TENNESSEE

### Facebook invests in Tennessee

Construction is underway at Facebook's new \$800 million data center in Gallatin, Tenn. The 982,000-square-foot facility will house about 100 workers and the project will create 1,100 construction jobs.

CONTINUED



### Adidas warehouse to hire 500 in Spartanburg, S.C.

Spartanburg's Adidas warehouse plans to hire more than 500 new warehouse workers, order processors and fulfillment team members at its facility in Spartanburg.

# RELOCATIONS & EXPANSIONS

## Packaging manufacturer selects Chattanooga

Southern Champion Tray will expand operations in Chattanooga by investing \$84.9 million in a new facility there that will convert paperboard into packaging products. The company will create more than 120 new jobs in Hamilton County over the next five years.



## Randstad hiring 400 for Tennessee Whirlpool facility

Hiring consultant Randstad is looking to hire more than 400 remote, full-time customer service jobs for the Whirlpool facility in Cleveland, Tenn.

## Domtar investing \$350 million to convert Tennessee plant

A provider of fiber-based products, including specialty packaging papers and market pulp, Domtar will invest up to \$300 million to convert its manufacturing operations from uncoated free sheet to containerboard production in Kingsport, Tenn. The converted mill will employ approximately 150 people.

## Company moving headquarters from Seattle to Johnson City, Tenn.

LabConnect, a firm that performs clinical trials for new drugs, is relocating its operations from Seattle to Johnson

City, Tenn. The company is adding space and 200 jobs.

## Crown Labs adds 50 jobs in Johnson City, Tenn.

Crown Laboratories, which makes Blue Lizard sunscreen, was the natural choice when a namebrand company that produces hand sanitizer went looking for new manufacturing capability. Crown hired more than 50 employees to add the new product to its lineup.

## Manufacturer relocating HQ to Dayton, Tenn.

Master Manufacturing Group (MMG) officials announced that the company will relocate its headquarters and manufacturing operations from Rancho Cordova, Calif., to Dayton, Tenn. The project will create 72 new jobs and MMG will invest \$3.9 million to renovate an existing manufacturing facility to produce aluminum, stainless steel and steel tubing components.

## Logistics company wants to hire 255 in Shelby County, Tenn.

A logistics firm is seeking a tax break for adding jobs in southeast Memphis. XPO Logistics Supply Chain wants to create 255 jobs thanks to “increased demand for a confidential apparel customer through XPO’s distribution, returns process, kitting, and reverse-logistics services.”

## Amazon to create 1,000 jobs in Middle Tennessee

In the summer quarter, Amazon announced it is locating a fulfillment center in Mt. Juliet, Tenn. The deal in Wilson County will create 1,000 jobs.

## Medical device maker expanding in Memphis suburb

A medical device maker is investing \$13 million to expand its facility in West Tennessee. Engineered Medical Systems plans to create 60 new jobs over the next five years to increase capacity at its facility in the Memphis suburb of Bartlett.

## Manufacturer expands in Middle Tennessee

Groove Life, a manufactur-

er of silicone wedding rings and watch bands for active lifestyles, is investing nearly \$2 million to expand its facilities in Spring Hill, Tenn. The project will create 76 jobs.

## Tyson completes \$87 million expansion in Tennessee

Tyson Foods has wrapped up work on an \$87.6 million expansion project at its poultry plant in Union City, Tenn.

## Call center to add 900 jobs in Tennessee

Roadside assistance call center Agero is adding 900 jobs at its facility in Clarksville, Tenn. The company is investing \$2 million.

## TEXAS

## Amazon adding hundreds of tech jobs in North Texas

Amazon is planning to add more than 600 new tech and corporate jobs in Dallas as it expands its tech hub in North Texas. The hiring is part of a national expansion of hubs in Detroit, Denver, New York, Phoenix and San Diego that will create more than 3,500 jobs across the country.

## Panda Biotech selects Wichita Falls, Texas

Dallas-based Panda Biotech has selected Wichita Falls, Texas, to be the home of the largest and most state-of-the-art industrial hemp processing center in the United States. The Panda Texas Plains Hemp Gin™ will occupy the 500,000-square-foot facility and surrounding 98-acre campus that was formerly the home of General Motors’ Delphi assembly plant.



### Amazon to hire 6,500 in Dallas-Fort Worth area

Amazon announced in September it is hiring 100,000 jobs in Canada and the U.S. Over 6,000 of those jobs will be in North Texas.

### Amazon plans fulfillment hub in Forney, Texas

Amazon plans to open a 1 million-square-foot fulfillment center 21 miles east of Dallas in Forney. The new fulfillment center is expected to create over 500 new full-time jobs. Amazon is also planning a new 200,000-square-foot delivery station in Forney, which will create over 100 full- and part-time jobs.

### Skywriter MD adding 130 jobs in Lubbock

Medical scribe company, Skywriter MD, plans to hire more than 100 new virtual scribe positions that will allow physicians to spend more time with patients. The company will make a \$400,000 capital investment in Lubbock.

### Wisconsin company to create 300 jobs in Texas

FNA Group, a manufacturer of pressure washers, pumps

and other outdoor power equipment, is establishing a plant in Mesquite, Texas. The deal is expected to create 300 jobs.

### BAE Systems expands in Austin, Texas

BAE Systems, an aerospace and defense technology company, is expanding its operations with a 390,000-square-foot facility in Austin. The new \$150 million campus will be able to house more than 1,400 employees. The project should be completed in 2022.

### PFSweb will add to distribution jobs in the South

Distribution firm PFSweb is establishing a new facility in Irving, Texas. The pandemic has caused a surge in its e-commerce business. The deal will create 300 jobs.

### Amazon at it again in Texas

A new Amazon facility is slated for Kyle, Texas. The center will house 200 workers.

### Amazon creating 1,000 jobs in Pflugerville, Texas

Project Charm has landed in

Pflugerville. Amazon is locating another fulfillment center there that will house 1,000 workers.

### Pet food distribution center announced

Freshpet, a maker of pet food, is investing \$267 million in a distribution center in Ennis, Texas. The project will house 400 workers.

### Startup coffee roaster is bringing deal to Texas

Coffee Tech Industries, an instant coffee startup, will invest \$56 million in its headquarters and manufacturing facility in Seguin, Texas. The deal will create 91 jobs.

### Signify Health to create 300 jobs in Texas

Signify Health, a provider of tech-inspired healthcare solutions, is adding 300 jobs in Dallas. The company is growing in the in-home health services sector.

### Aerospace supplier to create 200 jobs in Kerrville, Texas

A company that produces circuit card assemblies and cable and fiber harnesses for the aerospace industry, Kill-

deer Mountain Manufacturing, will establish an \$8 million manufacturing facility in Kerrville. The company plans to create 200 jobs.

## VIRGINIA

### Bausch + Lomb expanding in Virginia

Bausch + Lomb, the eye healthcare company, is expanding its facilities in Lynchburg, Va. The \$35 million deal will create 79 jobs.

### Virginia beats the Carolinas for expanding manufacturer

Acoustical Sheetmetal Company is investing over \$15 million at its plant in Virginia Beach, Va., adding 100,000 square feet. The deal will generate 200 jobs.

### Food wholesaler locates operations to Virginia

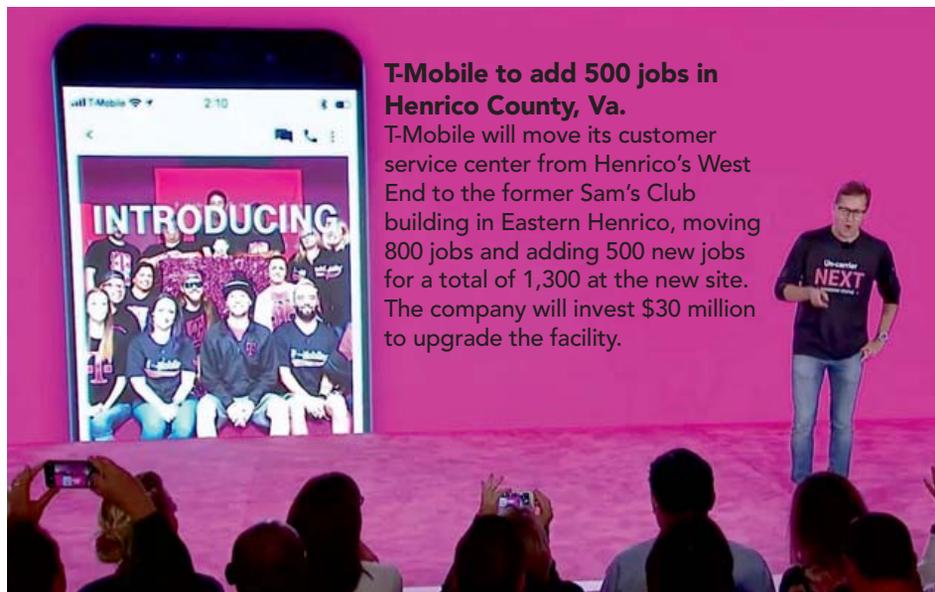
International Gourmet Foods, a gourmet specialty food wholesale distributor, is moving its operations to Prince William County, Va. The \$16 million deal will create 169 jobs.

### Israeli energy company to establish U.S.

headquarters in Arlington  
Energix Renewable Energies, one of Israel's largest renewable energy companies, will invest \$1.1 million to establish its U.S. subsidiary headquarters in Arlington County. The project will create 33 new jobs.

### Hershey to invest in Virginia

The Hershey Company is investing \$135 million in its manufacturing operation in Augusta County, Va. The candy maker will hire 110 more workers. 🌟



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For real-time news on business, politics and economic development in the South, go to [RandleReport.com](http://RandleReport.com).  
For all economic development projects announced in the South, go to [SB-D.com](http://SB-D.com). For more information on the automotive industry in the South, go to [SouthernAutoCorridor.com](http://SouthernAutoCorridor.com).

## Vehicle age hits record high

We thought the record age of vehicles in the Great Recession was bad. This is worse. The average age of vehicles on the streets in the U.S. is now 11.9 years old. According to IHS Markit, nearly one in four vehicles are at least 16 years old.



## ALABAMA

### Toyota and Mazda investing extra \$830 million into Alabama factory

Mazda Toyota Manufacturing will make an additional \$830 million investment to incorporate more cutting-edge manufacturing technologies to its production lines and provide enhanced training for its workforce of up to 4,000 employees at its assembly plant in Huntsville. The original investment was \$1.6 billion, and production was scheduled to start in 2021. Now, production is expected to start in 2022 at the now \$2.3 billion facility.

### Toyota expands Alabama engine plant for the fifth time since 2003

In the summer quarter, Toyota Alabama announced the

fifth expansion of its large engine plant in Huntsville. The Japanese automaker is adding 450 jobs in the \$1.2 billion investment. Toyota's engine plant in Alabama serves one third of all Toyota vehicles assembled in the U.S.

### Mercedes-Benz to halt C-Class production at Alabama plant

Mercedes-Benz will end production of the C-Class sedan at its plant in Vance, Ala., and at facilities in Mexico. The Tuscaloosa County facility will go back to just making four models of SUVs.

### Mercedes plant among first in the world to use innovative production line system

German automaker Mercedes-Benz is one of the first automakers to use a "digital ecosystem" at its plant in Tuscaloosa County. This

new system incorporates a mix of software and hardware, including sensors on the vehicles, artificial intelligence, the internet of things, and hand-held tablets and smartphones.

### DURA Automotive opening new Alabama facility

The Michigan-based DURA Automotive Systems has announced plans to invest \$59 million to open a manufacturing facility in Muscle Shoals, Ala., that will produce battery trays for electric vehicles. The project will create 279 jobs and expands the potential for Alabama's auto industry to capitalize on the growing EV wave.

### Colorado manufacturer to locate plant in Alabama

Wheel Pros, a maker of aftermarket wheels, performance tires and accessories, is lo-

cating a plant in Auburn. The project will create 300 jobs.

### Manufacturer hiring 100 in Cottondale, Ala.

Preferred Precision Group, located in Cottondale, is looking to hire 100 people for manufacturing jobs. PPG provides outsourcing solutions to manufacturers in the automotive, medical device and aerospace industries.

## GEORGIA

### Electric vehicle parts supplier to invest in Georgia plant

GEDIA Automotive Group, a maker of parts for electric vehicles, will invest \$85 million to build a manufacturing facility in Whitfield County, Ga. The project will generate 200 jobs.

### South Korean battery maker adding 600 jobs

SK Innovation, a manufac-

Torc Robotics, a leader in self-driving vehicle systems, will invest \$8.5 million to expand in Montgomery County, Va. The project will create 350 new jobs



turer of batteries for electric vehicles, is adding 600 jobs at its plant in Commerce, Ga. In 2018, the Korean company announced a \$1.6 billion, 2,000-job commitment. This expansion is worth \$940 million.

## KENTUCKY

### Dump truck maker adding jobs in Kentucky

Truck Equipment & Body, a maker of dump truck bodies and truck equipment, is expanding in Powell County, Ky. The \$2 million project will create 43 jobs.

## LOUISIANA

### Tanker truck transport to create 150 jobs in Louisiana

Highway Transport, a fleet of tanker trucks used by the chemical industry, is expanding and adding 150 jobs in Geismar, La.

## MISSISSIPPI

### Armored car maker to invest \$2.3 million, create 30 jobs

CITE Armored is increasing its presence in Mississippi by establishing van production operations in Batesville. The project is a \$2.3 million investment and will create 30 jobs by the end of 2021.

## NORTH CAROLINA

### Auto supplier plans \$45 million expansion in Salisbury, N.C.

Continental Structural Plastics, a manufacturer of automotive and heavy truck composite components, will expand operations with an investment of \$45 million in its facility in Salisbury. The company plans to create 61 jobs in Rowan County.

## SOUTH CAROLINA

### Manufacturer to expand in Bamberg

Phoenix Specialty, a supplier of custom specialty parts to original equipment manufacturers, announced plans to expand operations in Bamberg County. The company's \$5.5 million investment is projected to create 35 new jobs over the next three years.

## TENNESSEE

### Auto supplier expands Murfreesboro, Tenn., operations

A leading international automotive supplier based in Germany, MAHLE, will expand its operations in Murfreesboro. The project is expected to create 300 jobs. The 140,000-square-foot ex-

pansion will support new injection molding production on site.

### Nokian Tyres adding 50 jobs to Dayton, Tenn., workforce

The Nokian Tyres factory in Dayton, Tenn., is hiring for a second shift with plans to immediately add about 50 more employees.

### Auto supplier to add jobs in Tennessee

Mann+Hummel is filling 100 jobs for its Dunlap, Tenn., plant. The automotive supplier plant currently houses 300 workers and makes manifolds and air boxes for Ford, GM, BMW and Nissan.

## TEXAS

### Tesla picks Austin for \$1 billion factory

In the summer quarter, California-based Tesla announced it has chosen a site near the Austin airport for a new \$1 billion assembly plant complex. The electric car manufacturer has a plant in Fremont, Calif., and in Shanghai. It also plans to build a factory near Berlin. CEO Elon Musk promised

the new facility on the Colorado River will be an "ecological paradise." The plant will create 5,000 jobs at the start.

### GM hires back laid off workers at Texas plant

GM temporarily laid off workers at its large SUV plant in Arlington, Texas., after GM idled many assembly plants between late March and mid-May. They are now hiring them back in the hundreds.

## VIRGINIA

### Torc Robotics to expand in Montgomery County, Va.

Torc Robotics, a Blacksburg-based leader in self-driving vehicle systems, will invest \$8.5 million to expand its software development operations in Montgomery County. The company will establish an additional facility at the Virginia Tech Corporate Research Center close to its current operation in the Blacksburg Industrial Park. The project will create 350 new jobs. 🌟



The much-anticipated announcement by Tesla finally came down on the side of the longhorns. Texas Gov. Greg Abbot celebrates with Elon Musk.



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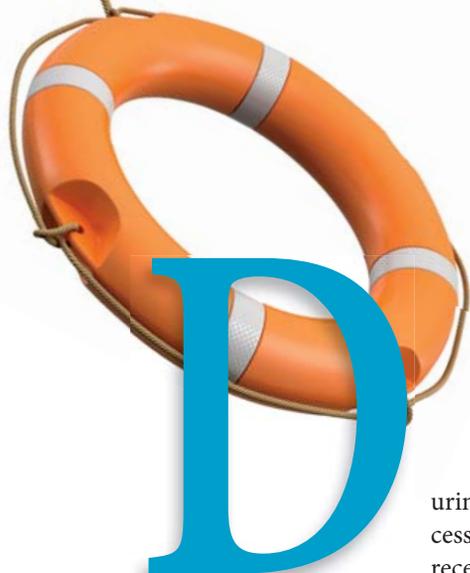
# Drowning in Debt

BY MICHAEL RANDLE

Where is the Tea Party segment of the Republican political agenda that was so prevalent just a few years ago? The “Taxed Enough Already” crowd seems to be in hiding as advanced economies in the world, such as the United States, have seen debt rise to 128 percent of global domestic product as of this summer, according to the International Monetary Fund. Countries throughout the world have boosted spending as they battle the coronavirus. But none have spent more than the United States.

As countries worldwide spend with no end in sight to battle the virus, government debt has soared to levels not seen since World War II in the 1940s or the New Deal in the 1930s. So, we are talking the highest national debt since the last world war, or 75 years ago, when U.S. debt ran up to 118 percent of GDP.

CONTINUED



**D**uring the Great Recession — the worst recession post World War II (until the coronavirus) — the federal government under President Barack Obama spent about \$1 trillion in stimulus and bailouts of financial institutions and automotive companies. So far, the money spent in response to COVID-19 is about \$2.35 trillion, or an average of just shy of \$20,000 for every household in the nation. And the federal government, specifically the Federal Reserve, has spent an additional \$4 trillion in stimulus and debt payments to battle this current recession. That's more than \$6 trillion in fed money in less than one year, or more than six times the federal stimulus of the Great Recession. It's a historic total.

Speaking of historic, in an effort to save jobs through the Paycheck Protection Program this spring and summer as a result of the economic shutdown because of COVID-19, the debt of the United States now exceeds the size of the nation's gross domestic product. Numerous economists for years believed that when debt through borrowing exceeded GDP, the U.S. economy would struggle as taxes, inflation and interest rates would naturally increase dramatically. So far that has not happened.

However, the Congressional Budget Office reported in 2010: "Large budget deficits would reduce national saving, leading to higher interest rates, more borrowing from abroad, and less domestic investment — which in turn would lower income growth in the United States. If policymakers are to put the nation on a sustainable

budgetary path, they will need to let revenues increase substantially as a percentage of gross domestic product, decrease spending significantly from projected levels, or adopt some combination of those two approaches."

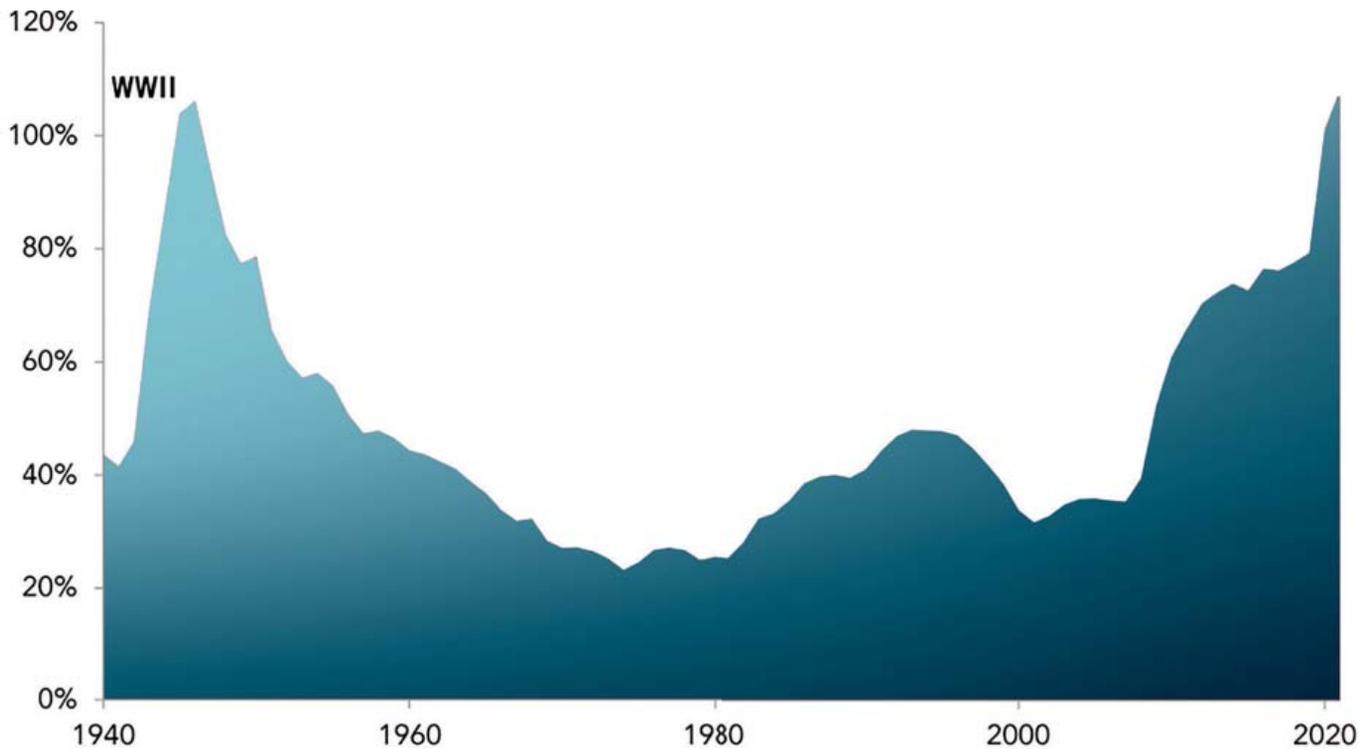
During this coronavirus, "decrease spending" is either not an option or is simply not what this administration believed had to be done. We've had tens of thousands of businesses close. Without trillions invested in the Coronavirus Aid, Relief, and Economic Security (CARES) Act and the Paycheck Protection Program, tens of thousands more businesses would have closed and millions more people would have lost their jobs. And that is not a black and white (open or close) situation. Many businesses, according to the U.S. Chamber of Commerce, are only partially open as of this May (34 percent). The Chamber's report cited that only about half of all businesses were fully open in May.

Most economists believed U.S. debt exceeding the size of the economy would not happen for years, or until about 2030. Yet, the coronavirus changed all of that. In late June of this year, the U.S. borrowed trillions to keep small businesses open and signed off on unemployment insurance expansions. Let's face it, during the lockdown and the economic collapse that followed, the U.S. borrowed more money than at any point in the nation's history.

Today, there is sentiment among some economists that with nearly zero interest rates, the U.S. can accommodate even more debt without serious consequences, such as high inflation or much higher taxes for all. After all, debt ratios above 100 percent of GDP can actually increase. If the virus continues or grows, there is no question increasing debt is on the horizon in the form of further bailouts of companies and citizens. If the virus continues unabated, or gets worse, the federal government will have to choose between a second bailout of small and large businesses, or watch unemployment skyrocket from 20 to 30 million unemployed to perhaps 40 to 50 million unemployed.

If you think social unrest is bad now, wait until double the amount of people have no income. So, will the fed choose to send out another stimulus to businesses and the unemployed just to keep

## DEBT AS PERCENTAGE OF GDP



SOURCE: CONGRESSIONAL BUDGET OFFICE

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the unrest at a minimum? If that is the case, expect more and more debt for the United States.

U.S. debt above U.S. GDP is certainly a new thing for this economy. Then again, so is the virus. I have done many interviews about this virus. I could sum all of them up in one sentence: “The economy all depends on the virus.” In other words, “Who knows what is going to happen?” But we can certainly debate the subject, which is what this article is all about.

Here are the totals: At the end of 2019, the United States was approximately \$17 trillion in debt, or about 80 percent of gross domestic product. Of course by June, the economic lockdown reduced GDP dramatically. And with the fiscal stimulus in the trillions, debt rose to \$20 trillion, or about 106 percent of gross domestic product. Move forward one month and the nation’s debt has reached 120.5 percent of economic out-

put, or \$26.5 trillion. That figure is not sustainable. That figure is higher than at any time in the nation’s history, even during World War II, the last time the U.S. was in this kind of debt. The average debt-to-economy ratio in the nation’s history is 30.3 percent, or about a quarter of what it is now.

These are certainly trying times for not only the federal government, but individuals, families and businesses alike. Risks are ripe all across the board. The Paycheck Protection Program doled out trillions in loans, many of which are forgivable loans to small businesses. Not only will many of the loans not be repaid, many of the recipients may not be in business by the fall if there isn’t another stimulus. It was the Fed that guaranteed those loans. The Federal Reserve did something similar in 2008. However, back then the central bank did not lose money, it actually profited off of the loans.

### What are the drivers of this incredible U.S. debt?

Other than the coronavirus crisis, the main drivers to national debt are increased spending on social programs and interest costs on the national debt. Social programs have grown from 20 percent of federal expenses in 1959 to 62 percent in 2018. With the virus shutting down the economy this spring, you can add to the social programs costs because there is nothing more “social” than bailing out businesses and households. That 62 percent is likely much higher today. Without reforms, social debt will eat up this country at some point.

Some blame tax cuts as a main driver to national debt. But that is not really true. Taxes as a portion of Gross Domestic Product have remained fairly level for 80 years in the United States. Sure, we’ve seen taxes raised, somewhat dramatically in times of war or under

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the New Deal. But for the most part, taxes have remained stable for decades.

Furthermore, GDP in the last eight months has dropped dramatically because of government-mandated shut-downs, especially those in the service sector such as restaurants, bars and retail. Much of that data has not even been recorded as of yet.

While some economists maintain high debt is not a problem for countries that control their own currency in an age of nearly zero interest rates during borrowing, excessive government debt can result in weak economic growth, lower wages, inflation, tax hikes and reduced government benefits. Just look at the Great Recession of 2007 to 2009. Wages were still down from that period of high U.S. debt. Now that debt is higher than ever. While we have seen hardly any signs of inflation over the last 10 years until this summer as food prices rose, we have seen much lower wages

over the past decade.

In 2015, I was speaking to a group in Panama City, Fla. Wages between 2009 and 2015 grew by such a paltry sum. I was asked in the question and answer segment after my speech about unions. I have steadfastly been against unions. However, my answer to the question was, "If wages don't increase substantially in the next few years, I might be pro-union."

#### About those social benefits

The \$25 trillion in U.S. debt does not take into account commitments to Social Security, Medicaid and Medicare. Those three federal programs are projected to run deficits of \$82 trillion over the next 30 years. Some of the biggest issues with Social Security and Medicare are (1) health care costs are rising so fast that Medicare recipients are receiving three times their lifetime contribution; (2) Baby Boomers — the largest generation in this nation's histo-

ry — are aging out of the workforce (74 million); (3) the birthrate is at its lowest rate in U.S. history. Therefore those aging out cannot be replaced, meaning the Baby Boomer's payroll taxes cannot be replaced. The only way we can bridge that gap is to increase immigration from about 200,000 last year to 3 or 4 million.

Social Security is mainly funded through dedicated payroll taxes. The dedicated payroll tax is 12.4 percent and those dollars are evenly split between employers and employees. President Trump wants to cut payroll taxes. That would be a disaster in an election year.

A poll by PBS, NPR and Marist in 2018 showed that 60 percent of those polled do not want cuts to Social Security, Medicaid or Medicare. They would prefer to bring back the taxes that were cut in 2017.

CONTINUED





## Some sectors are thriving in this pandemic

During this pandemic, business is booming for some businesses. Top gaming companies like Nintendo, Electronic Arts and Activision Blizzard are seeing sales bloom. The more people that stay home during this virus the more gaming companies are selling their software.

Sanitizing and cleansers in general are racking up. This spring, sales of aerosol disinfectants jumped 230 percent and multipurpose cleaners rose over 100 percent as a result of the coronavirus.

At-home workout devices have also seen a strong jump in sales. Companies like Pelaton have seen double-digit increases in sales.

As people continue to bypass bars and restaurants, grocery stores like Publix and Kroger are making a killing as they are deemed essential businesses.

Makers of personal protective equipment are booming. Sales of gowns, masks and other PPE have seen triple-digit increases in sales. Home furnishing retailers like Wayfair are also seeing sales over 100 percent as people stuck at home do room makeovers.

Since so many people continue to work remotely, communication tools such as Zoom and Slack have added on average an increase of 80 percent of users. Zoom reported that its video conferencing tool is used by over 300 million meeting participants a day.

Distribution and delivery services have also grown during this pandemic. Amazon is hiring 100,000 workers in the U.S. and Canada to keep up with the growth.

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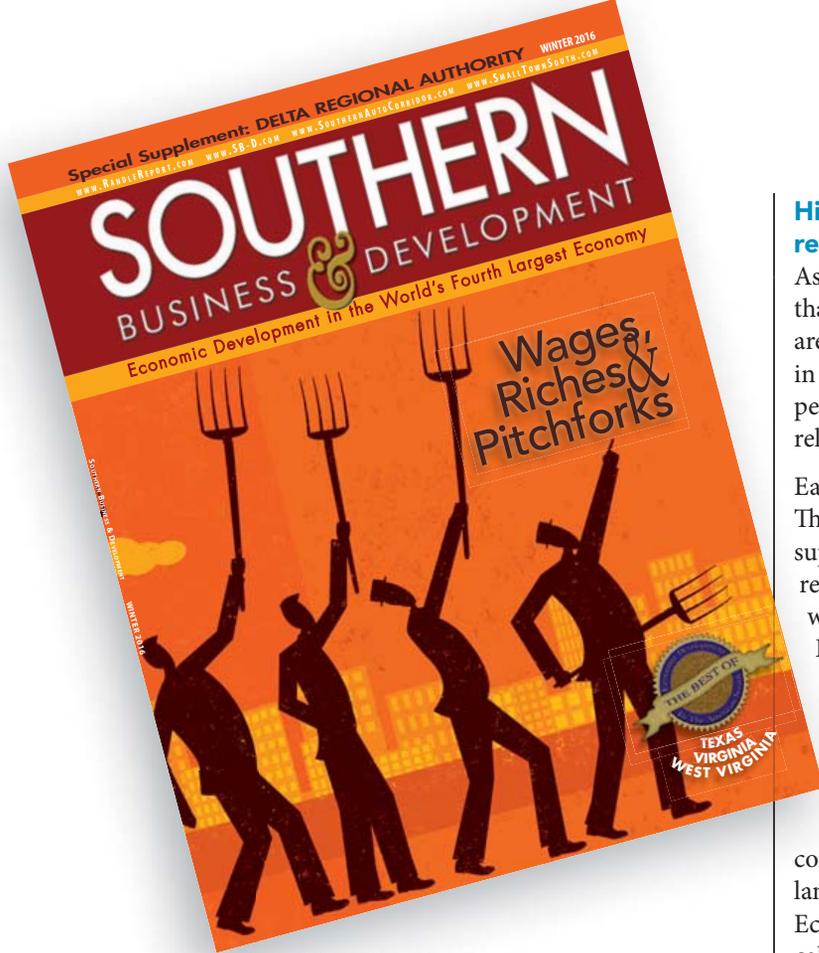
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## Higher taxes for millionaires and billionaires as a revenue producer? Or pitchforks?

As written, the coronavirus has added \$6 trillion in debt and that is just so far this year. Politicians asking for more tax cuts are short-sighted. One way we can raise revenue is to tax those in the top 1 percent of annual income. In fact, many wealthy people are begging the country to do this to fund coronavirus relief.

Earlier this year at the World Economic Forum, a group called The Patriotic Millionaires, a collection of wealthy people who support raising taxes on the rich, called for international tax reform. In a great story on CNBC in January 2020, the author wrote, “In a letter the group plans to release Wednesday, the Patriotic Millionaires will call for international tax reform. Previously, the organization has focused its message on the United States, where it has lobbied in favor of a millionaire tax and against tax loopholes for investment funds.

“The letter, titled ‘Millionaires against Pitchforks,’ warns that tax evasion has ‘reached epidemic proportions’ and contributes to ‘extreme, destabilizing inequality.’ It is timed to land as millionaires and billionaires gather here for the World Economic Forum — which the group’s president, Erica Payne, calls ‘one of the most obnoxious displays of privilege that is found on the world stage.’

“There are two kinds of wealthy people in the world: those who prefer taxes and those who prefer pitchforks. We, the undersigned, prefer taxes,’ the letter says. It is signed by 121 people, including Disney heiress Abigail Disney, Celtel founder Mo Ibrahim, former Unilever CEO Paul Polman and ‘Love, Actually’ filmmaker Richard Curtis.”

In winter 2016, Southern Business & Development’s feature story was titled, “Wages, Riches and Pitchforks.” Here is part of it: “Not all right-leaning capitalists are against raising the federal minimum wage. Entrepreneur Nick Hanauer, a self-proclaimed plutocrat and founder or financier of over 30 companies, sees a future of angry mobs with pitchforks in this country if something isn’t done about income inequality. Hanauer explains in one of his TED Talks, ‘While people like us plutocrats are living beyond the dreams of avarice, the other 99 percent of our fellow citizens are falling farther behind.’

“Hanauer continued by saying, ‘You see, the problem isn’t that we have some inequality. Some inequality is necessary for a high-functioning capitalist democracy. The problem is that inequality is at historic highs today and it’s getting worse every day. And if wealth, power and income continue to concentrate at the very tippy top, our society will change from a capitalist democracy to a neo-feudalist renter society like 18th century France. That was France before the revolution and the mobs with the pitchforks.’

“Hanauer claims there is no evidence to support the theory that if low wage workers earn a little more, unemployment will escalate and the economy will collapse. In his TED Talk,

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he also claims that Seattle (his hometown), which voted to raise the minimum wage to \$15 per hour by 2017 for some companies, has not seen negative effects from having one of the highest minimum wages in the country. 'If trickle-down thinkers were right, then Washington State should have massive unemployment. Seattle should be sliding into the ocean. And yet, Seattle is the fastest-growing big city in the country,' Hanauer maintains."

### States and communities and bailouts

While the coronavirus has seen record aid given out to individuals, families and businesses, there has been little given out to states and communities, which are in dire straits as tax collections have cratered and unemployment insurance has skyrocketed. There are some states where the unemployment insurance fund is nearly exhausted. If unemployment continues at this rate, those states will then have to borrow from the Federal government to replenish their unemployment insurance coffers. Some GOP lawmakers have suggested a package for states that totals around another \$1 trillion. House Speaker Nancy Pelosi says that's not enough to secure financials for states given what they have lost over the last eight months.

Treasury Secretary Steven Mnuchin and President Trump have made bailing out the states a political issue. They both

have said they will not bail out "blue" states and cities that have "mismanaged their economies." In fact Trump said in a *New York Post* article, "because all the states that need help — they're run by Democrats in every case.

"You look at Illinois, you look at New York, look at California, you know, those three, there's tremendous debt there, and many others," Trump said. The president also tweeted in May, "Well run States should not be bailing out poorly run States, using Coronavirus as the excuse! The elimination of Sanctuary Cities, Payroll Taxes, and perhaps Capital Gains Taxes, must be put on the table. Also lawsuit indemnification & business deductions for restaurants & ent." Again, payroll taxes fund Social Security.

New York Gov. Andrew Cuomo countered by listing the states that send the most tax revenue to the Federal Treasury — the top five: New York, New Jersey, Massachusetts, Connecticut and California, respectively.

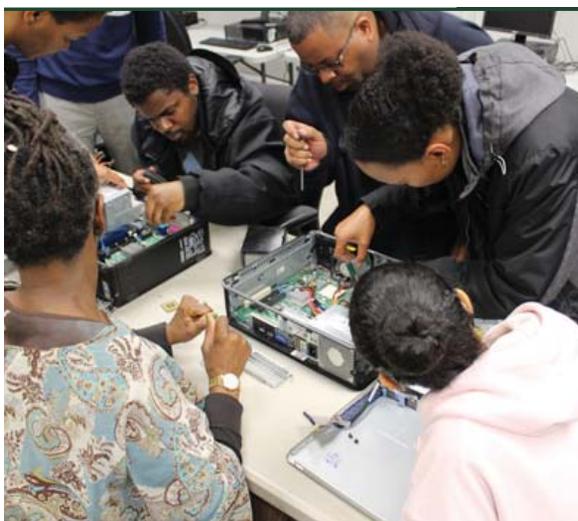
### The borrowing machine

The coronavirus pandemic has caused economic disruption. However, many Americans don't seem that concerned about the massive deficit the virus has created as social programs such as food stamps and unemployment insurance exploded.

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In the first 10 months of fiscal 2020, the federal government took in \$2.82 trillion in revenue and spent \$5.63 trillion, according to the Bureau of Fiscal Service.



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In a Pew Research Study conducted this summer, under half of U.S. adults (47 percent) felt that the deficit was “a very big problem,” even though the deficit accounts for about half the total of federal spending. Other issues in the study that were found to be a “very big problem” were ethics in government (63 percent); the pandemic (58 percent); climate change (40 percent); and illegal immigration (28 percent).

To give you an idea of how hard the coronavirus hit the U.S. economy and Treasury, in the first 10 months of fiscal 2020, the federal government took in \$2.82 trillion in revenue and spent \$5.63 trillion, according to the Bureau of Fiscal Service. From April to July, revenues were down 9.8 percent from the same period in 2019, and you can see how much deficits swelled. All of the deficits require the U.S. to borrow money from a variety of sources, including China. So, let's get this straight: the U.S. borrows trillions each year to pay its debt of the previous trillions it has borrowed.

If we do not see a sizable turnaround in the economy by the end of this year, the federal budget deficit will surely take a bigger bite out of the economy. As the federal government spends more on interest on the debt, there will be less available for other programs, such as benefits for social programs. Then again, as I mentioned earlier, “It's all up to the virus.”

### **But there is good news**

The 10-year recovery that ended in February was the longest on record in the United States. Foreign nations, for the most part, did well during those 10 years as well. This created a world that saw savings increase dramatically in those 10 years. Big investors love to invest in U.S. Treasuries, and that includes foreign governments. This enables the U.S. Treasury to borrow more at relatively low interest rates to service existing debt. In response to the recession, the Fed is buying Treasury bonds from investors, including foreign governments who have provided money to the U.S. via loans.

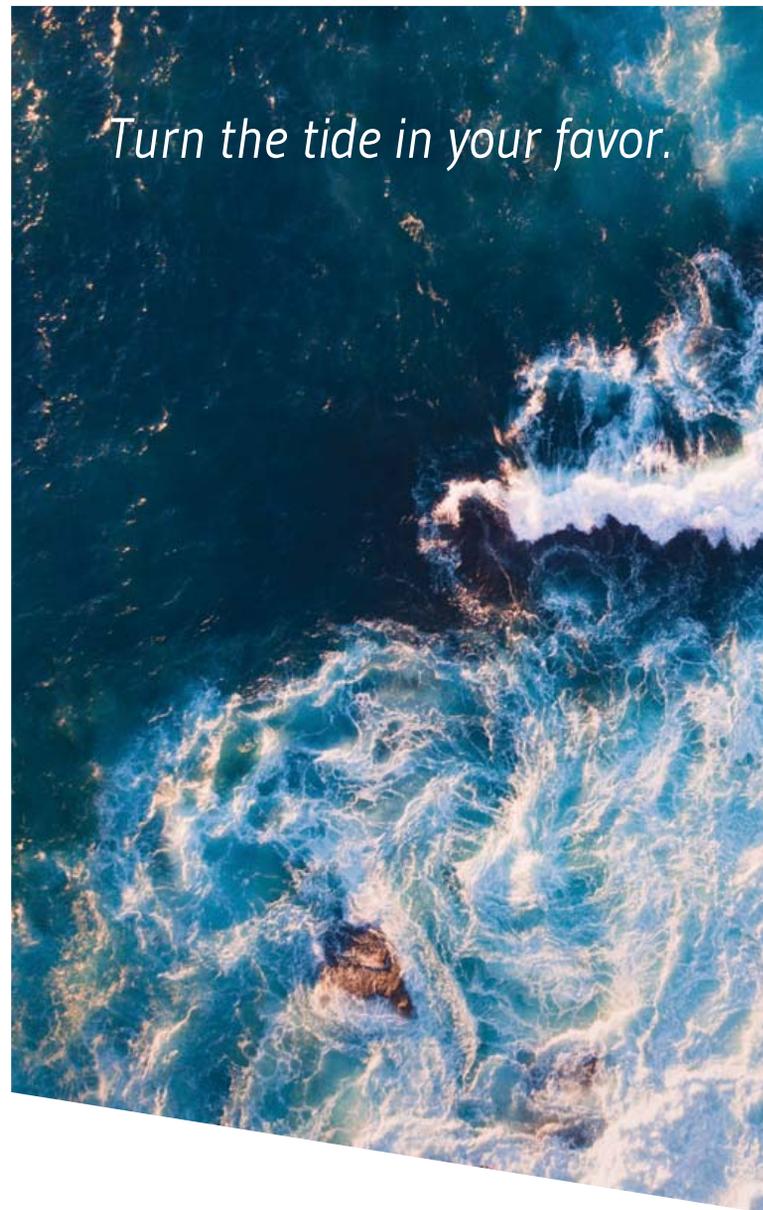
So can the Fed just keep printing money to pay for what the government owes in these coronavirus times? Not in this situation. There are just too many people out of work, too many businesses that have closed and not enough tax revenue. But for now, I believe another round of stimulus — the fourth — in this virus can and will happen. In fact, it is probably a foregone conclusion that at least another trillion dollars will be ushered out to businesses and citizens. Then it will be up to the virus, not the Fed.

### Conclusion

There is no question we will need to shore up our social programs. But how? We could raise payroll taxes to help fund Social Security. We could also raise the full retirement age. The budget deficit of \$26 trillion and \$82 trillion in social program deficits cannot be ignored any longer. Policies must change. The U.S. debt is the most acute in the nation's history. Certainly during this virus, the debt and Gross Domestic Product are headed in opposite directions. That can only go on for so long.

While this is a good time for the federal government to borrow because of low interest rates, the amount of debt we already have has surpassed the value of the entire U.S. economy. That has never happened before except during World War II. While we might be in a major war with an unseen enemy (the coronavirus), actual military wars currently being fought are nothing like World War II. Perhaps we could reduce our military budget of about \$750 billion each year.

Millennials are not having babies. They don't think they can afford them after the Great Recession, and now we're hit with the coronavirus. With Baby Boomers retiring by the millions each year, and with U.S. debt at its highest in history, this situation is not sustainable. At some point in the near future, the U.S. will have to deal with rising federal debt. As for today, the U.S. debt and its economy are up to the virus. 🗳️



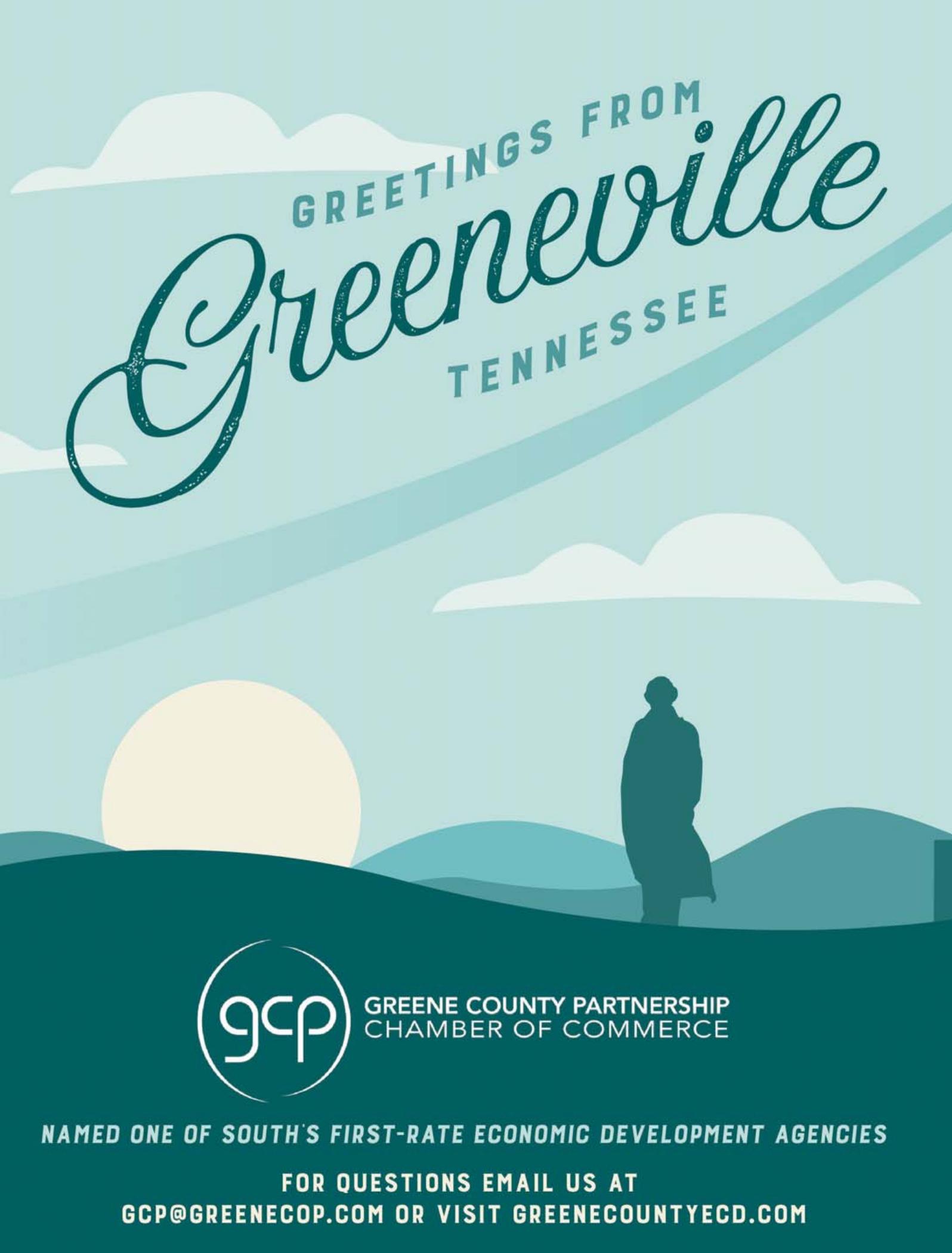
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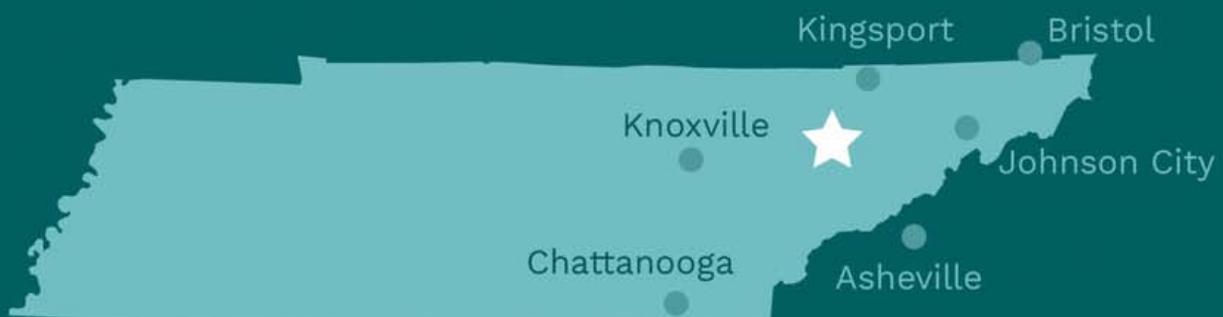
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# FIRST-RATE

## ECONOMIC DEVELOPMENT AGENCIES

### IN THE SOUTH

In the winter, spring and summer issues of Southern Business & Development, we are publishing small write-ups about what we believe are the best economic development agencies in the 15-state American South. These will include state agencies, utilities and local organizations both large and small. The first segment featured first-rate economic agencies in Alabama, Arkansas, Florida, Georgia and Kentucky. The second issue featured agencies in Louisiana, Mississippi, Missouri, North Carolina and Oklahoma. This final segment will focus on organizations in South Carolina, Tennessee, Texas, Virginia and West Virginia.

The ranking is based on our knowledge of the agencies after visiting over 1,400 economic development organizations in the South over the last 26 years. It is also based on several other factors including deal activity, deal quality and the organization's reputation among those in economic development in that state.

This section on first-rate economic development agencies will also run on all of our websites including RandleReport.com, SB-D.com and SouthernAutoCorridor.com.



Economic Development Partnership

## SOUTH CAROLINA

### South Carolina Department of Commerce

This state economic development agency is one of the biggest buffalo hunters of all state agencies in the South. In the last three decades, South Carolina has landed these huge deals — BMW, Boeing, Volvo, Michelin, Continental, Google, Mercedes-Benz Vans and Honda. These are some of the largest projects announced in the South in 30 years.

### Santee Cooper

Santee Cooper serves 2 million customers in South Carolina. That makes it the largest power provider in the state. Santee Cooper was founded more than 80 years ago as the South Carolina Public Service Authority, and generates electricity and water utility services.

### Economic Development Partnership

The Economic Development Partnership in Aiken, S.C., serves Aiken, Edgefield, Saluda and McCormick Counties in the western part of the state. It is located in the Augusta, Ga., MSA. Aiken's workforce benefits from three higher education institutions — Aiken Technical College, Piedmont Technical College and the University of South Carolina Aiken. Advanced manufacturing is a large part of the area's economy with Bridgestone, Shinsho, BAE Systems, Milliken and Owens Corning operating in the Aiken area.

### North Eastern Strategic Alliance

With its offices in Florence, S.C., NESAserves the economic development needs of nine counties in Northeast South Carolina. NESAs has been very successful in these industries: aerospace, agriculture, metals, distribution, plastics and chemicals. One new feature of the NESAs region is Inland Port Dillon, which has direct access to the thriving Port of Charleston.

CONTINUED

# SOUTH CAROLINA'S WESTERN REGION

AIKEN, EDGEFIELD, SALUDA & MCCORMICK COUNTIES



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The Lancaster County Department of Economic Development

### The Lancaster County Department of Economic Development

Like York County, Lancaster County is in the Charlotte MSA. Jamie Gilbert heads up the economic development agency in Lancaster and he's got plenty of assets. The Lancaster County Department of Economic Development is located just south of Charlotte and has a population of 98,000. It is the second fastest growing county in South Carolina, the fourth fastest growing in the Carolinas and 32nd fastest in the U.S. Since 2016, the LCDED has facilitated the location and expansion of 35 business projects with 5,473 announced new jobs and \$580,994,718 in new investments since 2010. Lancaster County has one of the most dynamic and diverse economies in the Southeast. It has become a center for corporate headquarters and advanced manufacturing operations, especially in the areas of life science production and metal fabrication.

### Clarendon County Economic Development

Clarendon County is centrally located, just a quick drive to Columbia (the state capital), historic Charleston and pristine beaches from the Low Country to the Grand Strand. Historic 301 makes its way through the county and is conveniently located on the I-95 corridor. The county prides itself on having a robust pro-business environment with easy access to the Port of Charleston and Interstate 95. Companies that locate in Clarendon County enjoy low taxes, land and labor cost, and have access to exceptional workforce training programs.

### The Enterprise Campus Authority

The Enterprise Campus Authority (ECA) was created in 2008 to drive economic development across the Midlands Technical College platform via two assets, a 25,000-square-foot Accelerator and 130-acre Class-A Industrial Park. In 2016, the ECA hired Chuck Whipple, a veteran economic development practitioner, to lead the ECA. The new leadership adjusted its marketing strategy and started recruiting FDI companies, in addition to domestics, to the ECA. As a result, two of the five companies in the Accelerator are FDI companies, both from the south of France; and the Industrial Park is home to one of the largest respiratory drug manufacturers in the United States. ECA continues to target domestic and FDI companies to the Enterprise Campus.

### South Carolina Technology & Aviation Center

The SC Technology and Aviation Center is a dynamic international business park providing unparalleled services and locations for the Southeast's booming automotive, aerospace and advanced manufacturing industries. The 2,600-acre park is strategically located along the I-85 corridor between Charlotte and Atlanta, in the heart of Upstate South Carolina just minutes from downtown Greenville. Amenities include Donaldson Field, South Carolina's largest general aviation airport and the new home of Lockheed Martin's global F-16 production facilities; and the International Transportation Innovation Center, South Carolina's only public, OEM-neutral automotive testbed.



Sumter Edge

### Sumter Edge

Led by Jay Schwedler, Sumter County has captured some very impressive projects over the years. Some of the companies that call Sumter home include Caterpillar, Continental, Pilgrim's, Thompson Industrial, Eaton Electrical, International Paper, and BD Diagnostics-Preanalytical Solutions. The downtown has been revitalized and the lifestyle is wonderful in the city of Sumter. How many cities like Sumter have a historic opera house, along with music venues, museums and theaters? Target industries for the Sumter Edge include aerospace (Shaw Air Force Base is located in the county), advanced manufacturing, food processing, distribution, data centers, medical and pharmaceutical.

### Newberry Economic Development

Newberry is a city in the county of Newberry, located just northwest of the capital city of Columbia. Newberry County Economic Development is led by Rick Farmer, who used to work with Jay Schwedler in Sumter. Newberry is one of the counties remaining where the manufacturing sector is the largest employer. Newberry entered the spotlight when it captured Samsung Electronics in 2017, and so far, this deal is a complete winner. In just a few years, Samsung has expanded and its plant houses nearly 1,500 workers.

### Upstate Alliance

This outstanding regional economic development organization based in Greenville, S.C., is led by John Lummus. Innovation in manufacturing and other sectors is all over the Upstate. The region is home to BMW, and major names in automotive, aerospace, engineered materials and the life sciences are located there. Some of those include Michelin, Fuji, GE Power and almost 2,000 other engineering and manufacturing companies.

### Advantage Clinton

Economic development in this charming town in Laurens County is headed up by Marvin Moss. Its location is superb with easy access to Interstates 85, 26 and 385. There are plenty of industrial parks and greenfield sites in Laurens. Target industries for Clinton include automotive, distribution, advanced materials and food processing.

*Other first-class economic development agencies in South Carolina include: Southern Carolina Regional Development Alliance; Myrtle Beach Regional EDC; Dorchester County ED; Richland County ED; Oconee Economic Alliance; Lexington County ED; Greenwood Partnership; Central South Carolina Alliance; Chester County ED; Cherokee County Development Board; Alliance Pickens; Darlington County EDP; Charleston RDA; Laurens County ED; Cherokee County Development Board; South Carolina Power Team; Spartanburg Chamber; Charleston County ED; Berkeley County Economic Development; York County Economic Development.*

## TENNESSEE

### Tennessee Department of Economic & Community Development

This state economic development agency always seems to have outstanding commissioners going back to Bill Baxter, Matt Kisher and Randy Boyd to today's commissioner Bob Rolfe. Over the decades, Tennessee has landed some big buffalo. . . companies like GM, Nissan, Volkswagen, Google, Gulfstream and International Paper. The economic development assets in Tennessee are unique and plentiful. There are the Oak Ridge National Lab and the U.S. Air Force Arnold Engineering Development Complex. Of course FedEx's hub and headquarters are located in Memphis and Eastman Chemical operates one of the largest manufacturing plants in the U.S. in Kingsport, Tenn.

### Tennessee Valley Authority

TVA has an outstanding economic development department led by John Bradley and Heidi Smith. It was the first utility to launch certified megasites in the South. Huge employers have picked many of those certified megasites, such as Volkswagen in Chattanooga, Mazda Toyota in Huntsville, Steel Dynamics in Columbus, Miss., and Yokohama Tire Manufacturing Mississippi in West Point, Miss. TVA Economic Development serves the seven states that make up the TVA service area — almost all of Tennessee and parts of Mississippi, Alabama, Georgia, North Carolina, Virginia and Kentucky. Through its partnerships with other economic development organizations, TVA helps foster

capital investment and job growth in the area. *Site Selection* magazine has named TVA one of the top 10 utilities in economic development for the fourteenth straight year.

### Northeast Tennessee Valley RIDA

The Northeast Tennessee Valley Regional Industrial Development Association (NETVRIDA), led by Alan Bridwell, covers 13 counties — 10 in Northeast Tennessee, and three in Southwest Virginia. The region is located with access to three major Interstates — I-26, I-40 and I-81 — and is within a day's drive of 70 percent of the U.S. markets. Containing a total population of over 791,000, the area has a healthy inventory of industrial parks, sites and buildings to fit the needs of business prospects. The largest markets are Johnson City, Kingsport and Bristol. The entire 13-county region is one of the largest manufacturing regions in the South.

### Jackson Chamber

Jackson-Madison County, Tenn., has captured a large cluster of Japanese companies, and has emerged as one of the state's leading industrial and distribution centers. The area serves as the hub for medical, retail and service jobs in the West Tennessee area. With a goal of attracting quality companies that recognize their employees as their greatest resource, Madison County has successfully attracted tens of thousands of new jobs for West Tennesseans. Jackson's effective labor draw area includes Madison and the surrounding eight counties. More than one half of the current Madison County employees commute from outside of Madison County, complementing the strong transportation and service draw from the West Tennessee region. This number is significantly higher in the manufacturing sector.

### Memphis Regional Chamber of Commerce

Distribution, logistics, health care, headquarters and manufacturing rule the roost in the Memphis region. Memphis, now a cultural mecca, is the economic hub of a three-state region that includes Tennessee, Arkansas and Mississippi. Home to FedEx, International Paper, AutoZone and ServiceMaster, Memphis features all modes of transportation with a large inland port and, of course, the largest FedEx cargo hub in the world. More than 1.35 million people live in the Memphis MSA and nearly 5 million people live in the three-state region known as the Mid-South.

### Nashville Area Chamber

For several years now Nashville has been the "it" city in the United States. Nashville, like Memphis, is a cultural mecca in the South. The Nashville Chamber, which is the economic development source for a region of nearly 2 million, is one of the largest chambers of commerce in the South. The Middle Tennessee economy is experiencing tremendous growth and prosperity. One of the Chamber's key priorities is to work to balance the talent needs of employers with the availability of a skilled workforce. Nissan and other global companies are headquartered in the Nashville MSA.

CONTINUED



Texas Economic Development Office of the Governor

### Clarksville Montgomery County EDC

Frank Tate is the Executive Director of the Montgomery County Industrial Development Board, a position he has held since July 2018. Clarksville/Montgomery County has won many large projects over the years including LG Electronics, Google, Hankook, Bridgestone and Jostens. Because of its recent economic growth, Clarksville is one of the fastest growing cities in the U.S.

### Northeast Tennessee Regional EDP

Washington County, the fastest growing county east of Knoxville, has a lot going for it — affordable cost of living, strong cultural heritage, low taxes and a business friendly environment. Washington County is home to East Tennessee State University, with an enrollment of over 16,000 students. With its colleges of medicine, nursing, pharmacy and public health, ETSU has played a major role in developing the top-flight healthcare services that make Washington County an attractive destination for everyone from retirees to young professionals with families. Northeast Tennessee Regional EDP is run by CEO Mitch Miller. The economy of Johnson City employs 88,900 people with about 12,000 of those in the manufacturing sector. Washington County's population is just over 200,000.

### Greenville County Partnership

Tom Ferguson was the President and CEO of the Greene County Partnership for years. Now Jeff Taylor runs the organization. Like decades ago, Greene County is still a significant manufacturing county, especially in the automotive sector. John Deere lawnmowers, Meco grills, American Greetings gift wrapping paper, Ford locking systems, Toyota engine mounts, SumiRiko engine mounts and BTL Industries' transformer parts all have one thing in common; they are all made in Greene County. Greene County is located in Northeast Tennessee and has a population of about 70,000.

### Unicoi County

Strategically located along the I-26 corridor linking East Tennessee and Western North Carolina, Unicoi County lies within a 250-mile radius of nine major interstate highways and eight states, and a 500-mile radius of over 65 percent of the United States population stretching from Memphis to the

East Coast. Five fully developed exits lie along I-26 as it passes through Unicoi County with many opportunities for industrial, retail and other commercial development. Unicoi County's industries are diverse and include large agricultural concerns, transportation logistics, mechanical and chemical production facilities and nuclear fuel production. The available workforce in the county can provide professional, skilled and unskilled employees that are dedicated to succeeding and growing with their employers. Tyler Engle is the Executive Director of the Unicoi County EDB.

### Knoxville Area Chamber Partnership

The Knoxville Chamber's Path to Prosperity, a five-year strategic vision for the Knoxville Chamber, prioritizes a progressive, sustainable economic ecosystem that fuels growth for existing industry and prepares the region for future employment opportunities. By prioritizing support for existing businesses and startups, Path to Prosperity creates an environment that allows companies to start, grow and remain in Knoxville. Oak Ridge, which is located near Knoxville, is home to the Oak Ridge National Laboratory. Oak Ridge National Laboratory (ORNL) is the largest U.S. Department of Energy science and energy lab, conducting basic and applied research to deliver transformative solutions to compelling problems in energy and security. ORNL's diverse capabilities span a broad range of scientific and engineering disciplines, enabling the Laboratory to explore fundamental science challenges and to carry out the research needed to accelerate the delivery of solutions to the marketplace.

*Other first-class economic development agencies in Tennessee include: Sevier County EDC; Obion County JEDC; Carroll County Chamber; Bristol Chamber; City of Mount Pleasant; Joint ECD Board of Wilson County; Maury County Chamber; Bristol Tennessee Essential Services; Oak Ridge Economic Partnership; The Roane Alliance; Cleveland Bradley Chamber; Giles County EDC; Dyersburg Chamber of Commerce; HTL Advantage; Town of Collierville; NETWORKS Sullivan Partnership; Williamson County ED; Rutherford County Chamber; Chattanooga Area Chamber of Commerce; Cookeville Putnam Chamber; Anderson County EDA; Blount Partnership; Morristown Chamber.*

## TEXAS

### Texas Economic Development Office of the Governor

The Texas state economic development department has a new Executive Director in Adriana Cruz. Everything is bigger in Texas, including the economy. If Texas was a country, it would rank as the ninth largest economy among nations of the world. Thanks to a pro-business environment, a diverse and talented workforce, low taxes and reasonable regulatory environment, Texas continues to attract expanding and relocating companies from across the U.S. and abroad. The Governor's Economic Development & Tourism (EDT) Office works in close collaboration with community and industry partners to promote Texas globally as the premier place for business, travel and trade.

### Irving-Las Colinas Chamber of Commerce

Irving-Las Colinas, Texas, is an international business hub in the heart of North Texas. Irving-Las Colinas' robust and diverse economy supports 8,500 businesses — more private and public companies than any other city in North Texas except Dallas. Seven Fortune 500 companies chose Irving-Las Colinas for their global headquarters, and five Fortune 1000 companies have their headquarters there. In addition, more than 100 foreign-owned companies operate subsidiaries in

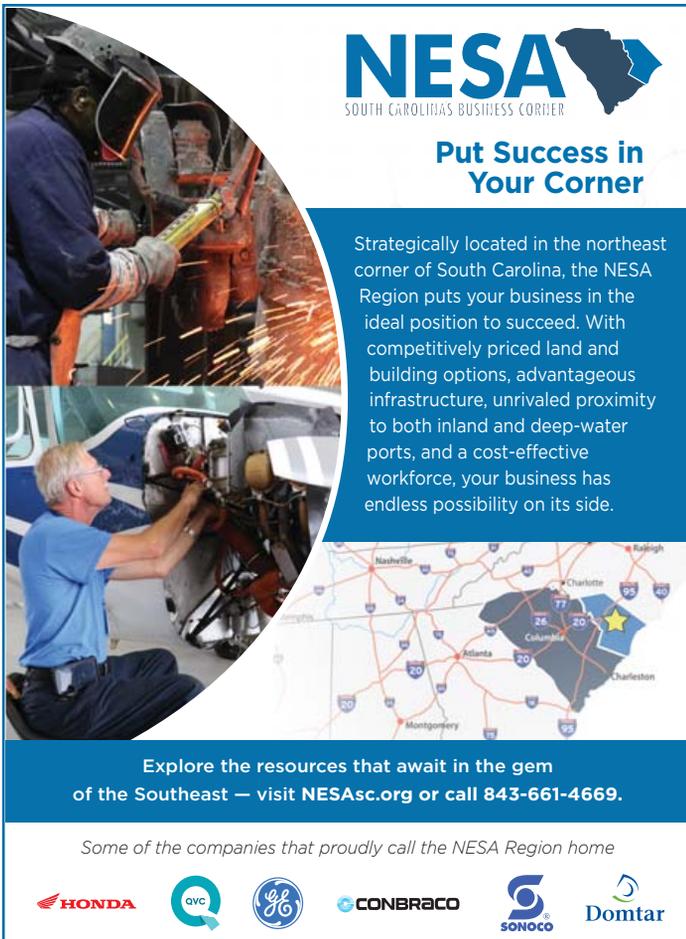
Irving-Las Colinas, giving Irving the distinction of being one of the leading cities in Texas for foreign business investment. In fact, headquarter operations are a huge target industry for Beth Bowman and her team at the Irving-Las Colinas Chamber.

### Greater Austin Chamber

The Greater Austin Chamber promotes Austin and technology in general for the Austin region. And they are very good at it. Just about every major technology company, including Indeed, Apple, Oracle, LegalZoom, Charles Schwab, IBM and Dell, has an office in Austin. This year, Tesla announced and broke ground on its newest facility near the Austin-Bergstrom International Airport. Tesla will be a gamechanger for Austin. In addition to Tesla's 5,000 jobs, officials at the Austin chamber believe the plant will generate another 4,000 jobs in suppliers to the facility.

### Plano Economic Development

Plano is a city on the move. The Plano Economic Development organization captured the ultimate project in 2014 when Toyota announced it was relocating its North American headquarters and about 4,000 jobs to Plano from Southern California. But Toyota, while huge, is not the only major player in Plano. Here are some companies that employ 1,000 or more there: Capital One Finance; Bank of America; JP Morgan



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- ✓ Corporate headquarters for CompuCom, Continental Tire the Americas, Founders Federal Credit Union, INSP Network, Movement Mortgage, Nutramax Laboratories, Red Ventures and Sharonview Federal Credit Union.

The Lancaster County Department of Economic Development  
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Chase; Hewlett Packard and, of course, Toyota. There are 18 companies that each employ over 1,000 people in Plano. Plano is a wonderful place to live and work.

### Greater Houston Partnership

This is a large economic development agency and it has helped diversify the Houston economy. Once almost completely reliant on the oil industry, the nation's fourth largest city has become a diverse, vibrant metro filled with talented people who have an undeniable spirit. Houston's economy is strong, its cultures are many, and its quality of life is second to none. Houston has one of the youngest, fastest-growing and most diverse populations anywhere in the world.

### McAllen EDC

Keith Patridge has been the President and CEO of the McAllen EDC for years. McAllen is located on the border between the United States and Reynosa,

Mexico, creating a bi-national/international metro. McAllen's central location in the Rio Grande Valley has allowed it to become an economic powerhouse. Its industries are diverse, including automotive, advanced manufacturing, aerospace and food processing.

### Wichita Falls Chamber of Commerce

Led by Henry Florsheim, the Wichita Falls Chamber is a powerful organization with some very talented people. Wichita Falls is located in North Texas about two hours from Dallas and Oklahoma City. Its population is just over 150,000. It is an outstanding aerospace market with over 22,000 people working at Sheppard Air Force Base. Some of the incentives you will find in Wichita Falls include free or low-cost land and forgivable loans.

### Corpus Christi Regional EDC

Here is another outstanding economic development agency, this one in South-

east Texas. Corpus Christi is a heavy manufacturing, energy area with a dynamic port. Two industries that have remained healthy during this pandemic are metals (steel and pipe) and aerospace. Oil is shaky at the moment, but the Port of Corpus Christi is the largest oil export port in the U.S. The region is also home to the largest helicopter repair facility in the world. The area Naval aviation bases have large civilian workforces performing maintenance on high tech aircraft.

### Dallas Regional Chamber

Dallas-Fort Worth is one of the most vibrant economies in the world and the Dallas Regional Chamber is one reason why. Dallas and the entire MSA is a hotbed of innovation with a vibrant quality of life for all who live there. The region's size and diversity means there is something for every person and every industry. And even with its size, DFW is a low cost place to live. Toyota moved to Plano (which is within the DFW MSA) for one primary reason — housing. When Toyota had its headquarters in Southern California, employees couldn't afford the housing. By moving to DFW, employees could have a second home for the price of one in California.

### Frisco EDC

As the fastest growing city in the U.S., Frisco is at the forefront of innovative approaches to solve mobility challenges and meet the future needs of the community and businesses. Frisco fosters a collaborative business climate forging strong public-private partnerships that enable and unlock future business and economic value. The Frisco EDC's primary focus is to recruit headquarters to its many outstanding Class A mixed-use developments and business parks. Sure, the EDC recruits other sectors, but headquarter relocations is king there, many of which come from other cities in the DFW metro area.

### The Woodlands EDP

The Woodlands is a phenomenal city north of Houston that is home to much mixed-use development with outstanding Class A office space. The Woodlands Area, including the cities of Shenan-

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in Columbia, S.C.





Concept Building Layout  
Claris Construction

CONCEPT DESIGN

8,500 SF ea. floor | Two Story Office  
9,000 SF | 25' Clear Story Bio Manufacturing/Lab  
600 SF | Entry Corridor

---

26,600 SF | TOTAL BUILDING

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doah and Oak Ridge North, as well as the master-planned community of The Woodlands, has enjoyed unprecedented commercial growth in the last several years. The area's economic base is diversified with over 4,000 employers. Over 5,000 of this master-planned community's 28,000 acres are dedicated to commercial development in several distinctly different development areas.

*Other first-class economic development agencies in Texas include: Greater San Marcos Partnership; Sherman EDC; Victoria EDC; Paris EDC; City of Sugar Land; Mission EDC; Midlothian ED; Longview EDC; Seguin EDC; AEP Texas; Odessa Development Corp.; Pflugerville CDC; Laredo DF; Amarillo EDC; Brownsville EDC; Midland Development Corp.; McKinney EDC; Farmers Branch ED; Allen Economic Development; Addison ED; City of Grand Prairie ED; Garland EDP; Greenville ED; Katy EDC; Baytown West Chambers EDF; Greater Conroe EDC; Pearland EDC; Taylor EDC; Hutto EDC; Round Rock Chamber; Bastrop EDC; Waco Chamber; Borderplex Alliance; Brazos Valley EDC; New Braunfels Chamber; Lubbock EDA; Fort Worth Chamber; San Antonio EDF; Temple EDC; Richardson EDP.*

## VIRGINIA

### Virginia Economic Development Partnership

VEDP has been a very talented economic development organization for three decades. In November of 2016, VEDP hired a new President and CEO in Stephen Moret. Previously, Moret was the Secretary of Louisiana Economic Development. Virginia is a diverse state with rural markets to its west and center, and dynamic large markets like Hampton Roads, Richmond and Northern Virginia. Virginia is also home to the South's largest single project ever announced in Amazon's H2Q project in Arlington near D.C.

### Old Dominion Electric Cooperatives

David Hudgins heads the economic development division of Old Dominion Electric Cooperative based in the

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### Loudoun County Economic Development

Richmond MSA in Glen Allen, Va. Electric cooperatives are consumer-owned membership corporations originally formed in the 1930s and '40s to provide electric service to rural sections of the country. Today there are over 900 electric cooperatives throughout 47 states that serve over 42 million people. Hudgins has done an exceptional job in economic development and assisting the members of the cooperative.

#### Loudoun County Economic Development

Loudoun Va., is located 25 miles west of Washington, D.C., and the Pentagon. As the home of Washington Dulles International Airport, this East Coast hub provides easy access to the world. Over the past decade, Loudoun has been one of the fastest growing job markets in the U.S., and today 11,900 businesses employ more than 166,000 people. There are over 230 businesses employing 100 or more people. Industries that call Loudoun home include aerospace and defense, cybersecurity, data centers, federal government contracting, and health innovation and technology to name a few.

#### Greater Richmond Partnership

Recognized as the modern cultural capital of the South, Greater Richmond is a strategic business destination for the 21st century. Just two hours from quality amenities such as the nation's capital, the Blue Ridge Mountains and Atlantic beaches, companies seeking to distribute goods can easily access 55 percent of the U.S. population within two days drive. Key industries in Greater Richmond include advanced manufacturing, supply chain, middle office, software development, data centers, and food and beverage.

#### Fairfax County EDA

Long led by Dr. Jerry Gordon, who retired in 2018, the Fairfax

County EDA's new President and CEO is Victor Hoskins. Victor was the CEO of Arlington Economic Development when Amazon chose Arlington for its 25,000-job HQ2. Fairfax has it all, including outstanding public schools, colleges and universities. There you will find a dynamic network of technology firms, a multi-modal transportation network and access to international airports and Washington, D.C.

#### Martinsville-Henry County EDC

Led by one of the finest minds in economic development in the South, Mark Heath, Martinsville was hammered 20 to 30 years ago when its apparel and textiles industry collapsed. Martinsville over the years has won "Small Market of the Year" by SB&D seven out of the last 27 years. This market targets automotive, aerospace, food processing and advanced film. Martinsville-Henry County also has a new industrial park called Commonwealth Crossing that is an outstanding site. Commonwealth Crossing is a pad-ready industrial site offering virtually everything you want for your organization's future — workforce, training facilities, utilities (including broadband) are all there.

#### Arlington Economic Development

After a nationwide search, Arlington is where Amazon decided to build its HQ2 with its 25,000 employees. This year, Arlington was named No.1 "Best Cities to Live in America" and No 1 "Best School Districts in Virginia" by niche.com. Key industries in Arlington include aerospace and defense, headquarters, cybersecurity, government contracting, IT and media and digital content. Arlington Economic Development (AED) is dedicated to the preservation and enhancement of an economically competitive and sustainable community, and the creation of exciting, diverse and amenity-rich places. AED

provides visionary leadership and superior services to Arlington's business community, its tourism industry and its real estate development.

*Other first-class economic development agencies in Virginia include: Botetourt County ED; Roanoke Regional Partnership; Roanoke County OED; Chesterfield County ED; City of Danville; Emporia-Greensville County; Alleghany Highlands EDC; Virginia's Gateway Region; City of Newport News; Culpeper DED; Hampton Roads EDA; Mecklenburg County; Virginia Growth Alliance; Pittsylvania County ED; Dominion Virginia Power; Southern Virginia Regional Alliance; Virginia Beach ED; Prince George County ED; Augusta County ED; Pittsylvania County ED; Scott County ED; Frederick County EDA; Montgomery County ED; Rockingham County ED; Harrisonburg ED; Henrico County EDA; Prince William County ED; Hanover County ED; Isle of Wight County ED; City of Lynchburg; Front Royal Warren County EDA; Campbell County ED; AEP; Prince William County DED; Alexandria EDP; Chesapeake ED; Dominion Virginia Power; JIDA of Wythe County.*

## WEST VIRGINIA

### West Virginia Development Office/West Virginia Department of Commerce

Target industries for these state agencies are aerospace and defense, automotive, chemicals, building products, energy, distribution, IT and metals. But manufacturing in general stands out in West Virginia.. Everything from the base polymers in cosmetics and window seals to finished goods such as spark plugs, tableware, charcoal and kitchen cabinets are made in West Virginia. The state's diverse manufacturing sector includes chemicals, biotech/pharmaceuticals, primary metals, automotive components, fabricated products, wood products and more. West Virginia's workforce ranks first in the U.S. for the lowest turnover rate in manufacturing-specific jobs. West Virginia was No. 1 in GDP growth in the U.S. in 2019, according to [gobankingrates.com](http://gobankingrates.com).

### Charleston Area Alliance

The Charleston Area Alliance works to create a more vibrant community and prosperous economy. The Charleston Area Alliance is focused on local business growth, job creation, innovation and attracting industry to the region and fostering an enhanced quality of life for all. Target industries include automotive, chemicals, energy and business services.

### Putnam County Development Authority

Located on the I-64 corridor just northeast of the capital, Putnam County has a long track record of successfully attracting global business and industry leaders, and continues to remain the top choice for a wide variety of world-class companies such as Toyota Motor Manufacturing, Multicoat Corporation, Diamond Electric Manufacturing Corp., Alpha Technologies, Eagle Research Corp., Appalachian Power Company and many others.

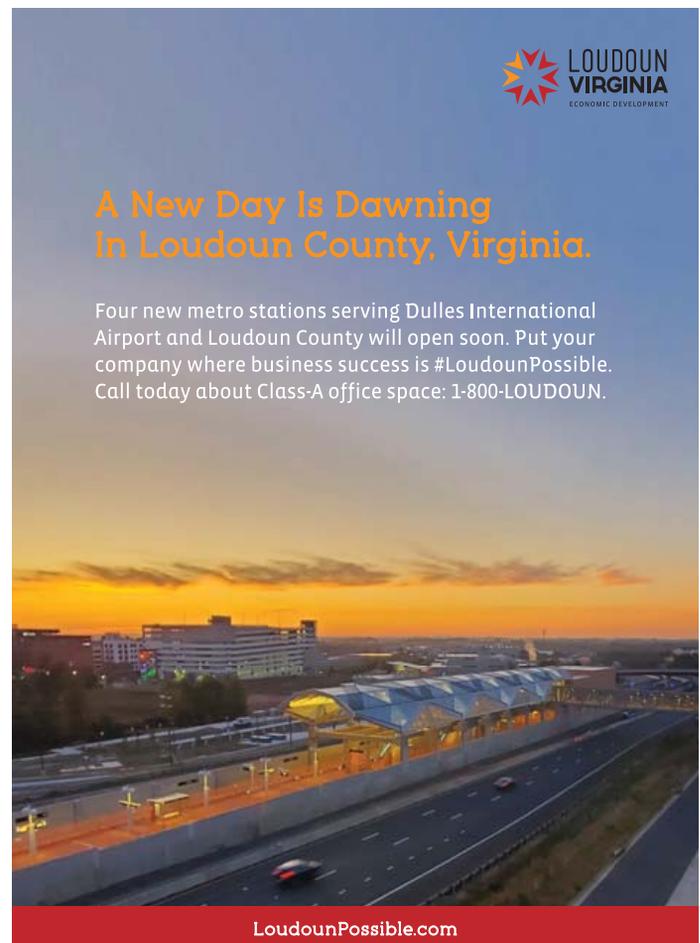
### Huntington Area Development Council

Huntington, W.Va., has proudly claimed the title of America's Best Community after being named the Grand Prize winner in the America's Best Communities competition, a \$10 million community revitalization campaign. Located on the Ohio River and home to Marshall University, lots of steel is still made in Huntington. Applied Card Systems and CSX are also large employers, as well as Alcon Surgical.

### Morgantown Area Economic Partnership

Home to West Virginia University, health care and biosciences are a big deal in Morgantown. So are education and research, manufacturing, government contracting and advanced business services.

*Other first-class economic development agencies in West Virginia include: Morgan County EDA; Harrison County EDC; Red Partnership; Wood County Economic Development; Upshur County Development Authority; Mineral County Development Authority; Development Authority of Berkeley County; Greenbrier Valley Partnership; New River Gorge RDA; Jackson County Development Authority; BDC of the Northern Panhandle; Mason County EDA. ✪*



**LOUDOUN VIRGINIA**  
ECONOMIC DEVELOPMENT

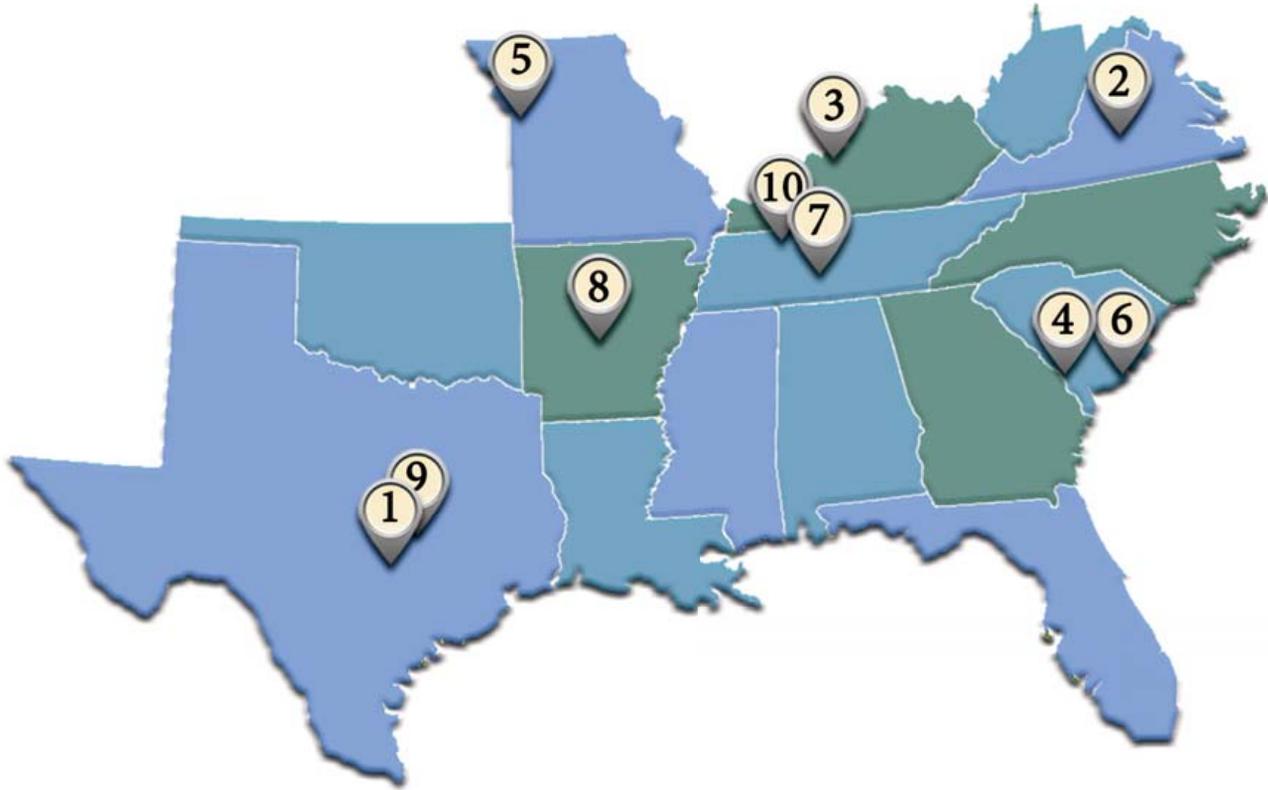
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# TOP DEALS

The American South's 10 largest new or expanded manufacturing and selected non-manufacturing job announcements



## ANNOUNCEMENTS MADE IN THE SUMMER 2020 QUARTER

Development	Jobs	Investment*	N/E/R**	Location	Description
1. Tesla	5,000	\$1,000	N	Austin, Texas	Automotive assembly
2. Amazon	3,000	N/A	N	Garner, N.C.	Fulfillment center
3. Amazon	1,750	N/A	E	Louisville, Ky.	Fulfillment center
4. Agriculture Tech	1,547	\$314	N	Hampton County, S.C.	Agribusiness
5. Chewy	1,200	N/A	N	Belton, Mo.	Fulfillment center
6. Walmart	1,000	\$220	N	Dorchester County, S.C.	Distribution center
7. Amazon	1,000	N/A	N	Mt. Juliet, Tenn.	Fulfillment center
8. Amazon	1,000	N/A	N	Little Rock, Ark.	Fulfillment center
9. Amazon	1,000	N/A	N	Pflugerville, Texas	Fulfillment center
10. Agero	900	\$2	E	Clarksville, Tenn.	Call center

\*Investment in millions \*\*N=New, E=Expansion, R=Relocation

Source: RandleReport.com



IMPRESSIONS **821,278**

LINK CLICKS **5,438**

UNIQUE VISITORS **4,730**

WEBSITE TRAFFIC **+312%**

TOTAL LEADS **408**

## Want to connect to more opportunity? Connect with us.

Over the past two decades, the team at Marketing Alliance has solved challenges and created opportunities for over 350 communities across the United States. Today, we bring together the brightest minds in strategy and creativity to deliver results in digital marketing campaigns, traditional media and emerging technologies. The fact is, we're unlike most marketing companies in our industry and that creates a significant advantage for our clients. Whether it's business recruitment and company expansion or talent development and tourism promotion, we are the destination for destination marketing.



*David Petr has joined the Marketing Alliance team to provide our clients powerful strategic solutions based on his unique experiences as an economic developer and former advertising agency owner.*

Connect with us today for a 30-minute introductory call.

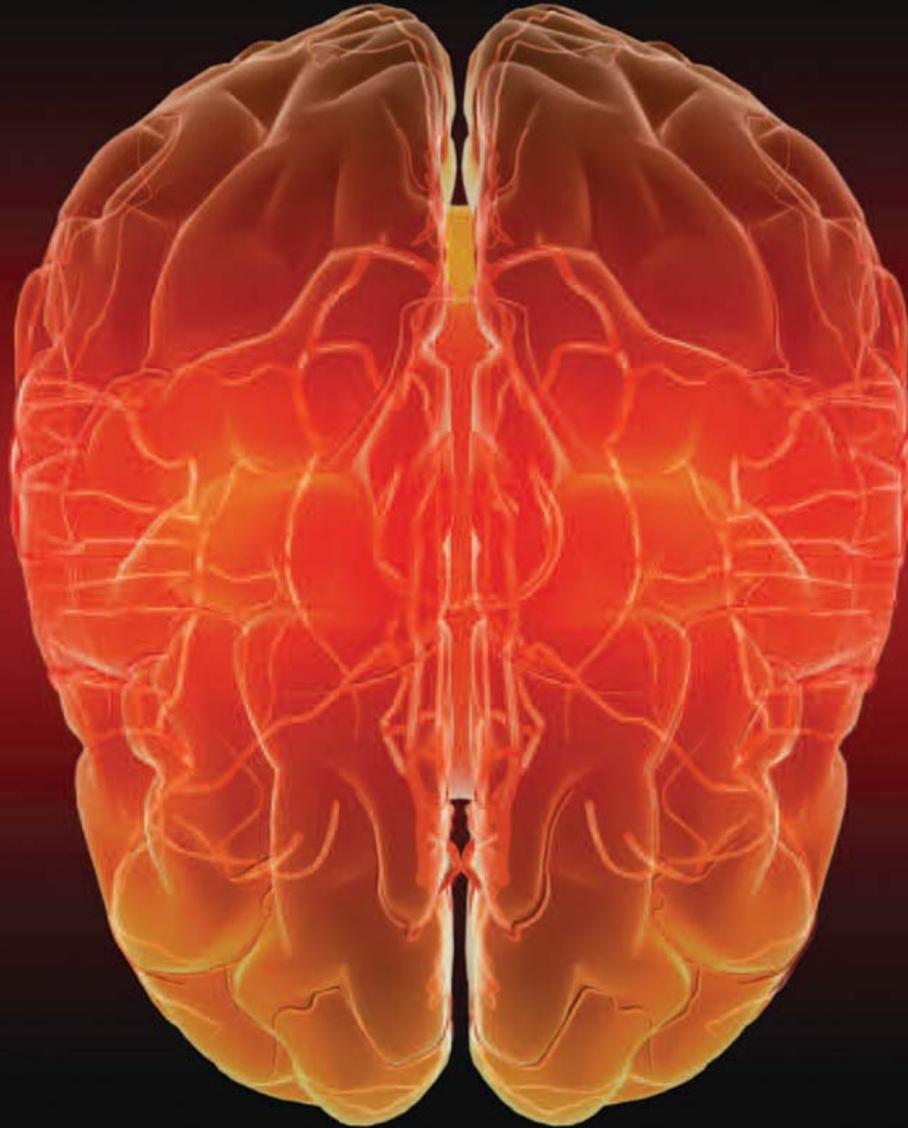
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