

# SOUTHERN BUSINESS & DEVELOPMENT

Economic Development in the World's Third Largest Economy

SUMMER 2019



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# SOUTHERN

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integrating military spouses,  
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personnel into workforce.

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2 million square feet





2.1 million square feet



2.5 million square feet




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700,000 square feet







1 million square feet






500,000 square feet



2 million square feet





3.5 million square feet





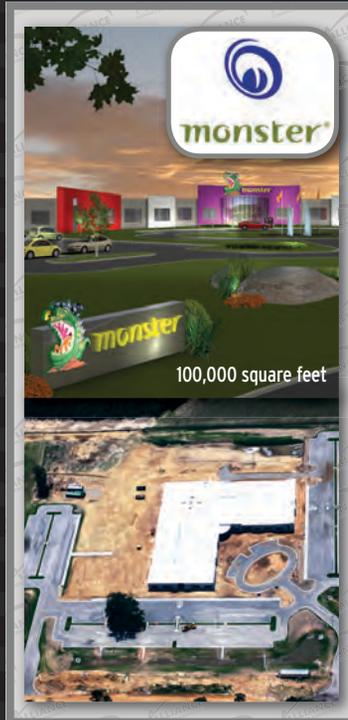
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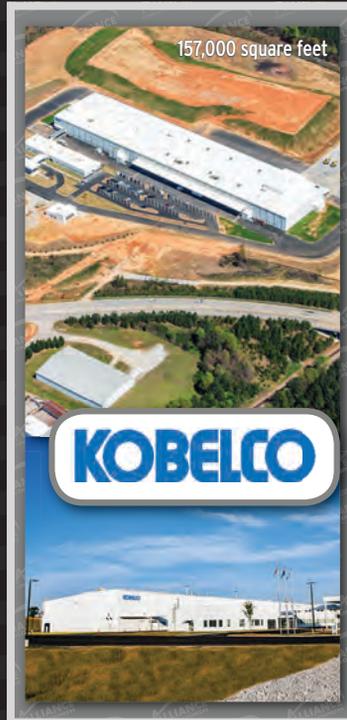


# They Chose Alliance Consulting Engineers, Inc.



monster

100,000 square feet



157,000 square feet

KOBELCO



513,000 square feet

Husqvarna



JUSHI

1 million square feet



nephron pharmaceuticals corporation

1.2 million square feet

457,000 square feet

IFA



SAMSUNG

2 million square feet

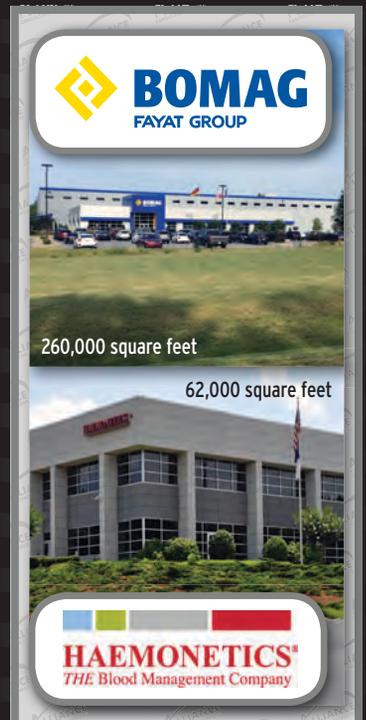


CURTISS - WRIGHT

183,000 square feet

400,000 square feet

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BOMAG FAYAT GROUP

260,000 square feet

62,000 square feet

HAEMONETICS THE Blood Management Company

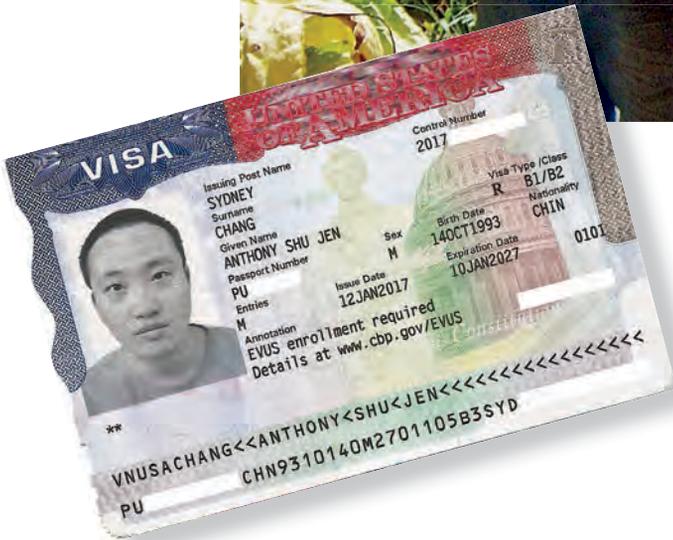
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For the first time in more than 100 years, the U.S. economy needs immigrants to maintain a thriving economy



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Lindsey Janies Photography

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# SOUTHBOUND

By Michael Randle, EDITOR

**Our country is not full;  
not even close.  
We need more people.**

OCCASIONALLY, I DOVETAIL MY EDITORIAL COLUMN with that of the cover story I write each issue, which is also featured on RandleReport.com and SB-D.com. This is one of those times.

In April of this year, President Trump said the nation was “full;” that it cannot handle any more immigrants or asylum seekers. Guess what? The numbers in the U.S. show the exact opposite is happening, and those numbers are actually predicting a demographic crisis in this country if something is not done and soon.

There are no farmers in this country that are saying, “There are too many Mexicans to employ.” There are no employers — services or manufacturing — that are saying, “We have too many people applying for our new job announcements.” No, they are saying the exact opposite.

Before he retired from politics and as House Speaker, Paul Ryan said as part of a riff on how Republicans planned to tackle entitlement reform in 2018, “This is going to be the new economic challenge for America: People. . . I did my part, but we need to have higher birth rates in this country.”

Ryan also called our benefits “entitlements” and said that “entitlement reforms” are necessary to keep those benefits solvent in future years. Really? Most of us that have labored for decades in our jobs are not looking for “entitlements” when we age out of the workforce. We want the benefits that we paid for through withholding such as FICA, Social Security, Medicare and state and local taxes.

These are not “entitlements.” We paid for these “benefits,” and it is getting more and more likely that the next generation will not receive them — or receive only a portion of them — without two things happening: a major tax increase, especially on the wealthy, or mass immigration of people from around the globe to the U.S. in an effort to boost tax receipts, or both.

So the nation is “full?” Check this out: 10,000 people a day retire in this country on average. . .300,000 Baby Boomers



retiring per month. In the last three years, we have averaged 70,000 people turning working age (16) per month. That means we are not replacing about 230,000 workers per month in this country right now.

The fact that we cannot replace our workforce each year has dire consequences. If less people are working, how can Social Security and Medicare be funded in future years? Perhaps that’s why some politicians are changing the word “benefits” to “entitlements.” Don’t fall for that. We paid for those benefits and I predict that any politician — red or blue — that calls benefits entitlements will be shown the door in quick order. After all, in 10 years, when the funding of benefits becomes a real issue, people in or near retirement will make up more than half the voting age population.

So, what are the solutions? We only have two solutions to fund these benefits. We can raise taxes, specifically on the wealthy, or we can increase legal immigration from about 1 million per year to 3 million per year. It’s more people, or higher taxes, or both to save our benefits like Social Security. ☺

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Summer 2019

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# AROUND THE SOUTH

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## **Manufacturing waning, shrinks for the first time since 2009**

America's manufacturing sector shrank for the first time since September 2009, according to IHS Markit. Markit's flash manufacturing purchasing managers' index for August fell just below 50. A score below 50 indicates that manufacturing is contracting. Markit indicated that tariffs, making materials more expensive, are to blame. The August score is a 199-month low for the index.

## **Amazon commits \$700 million to retrain workers being replaced by robots**

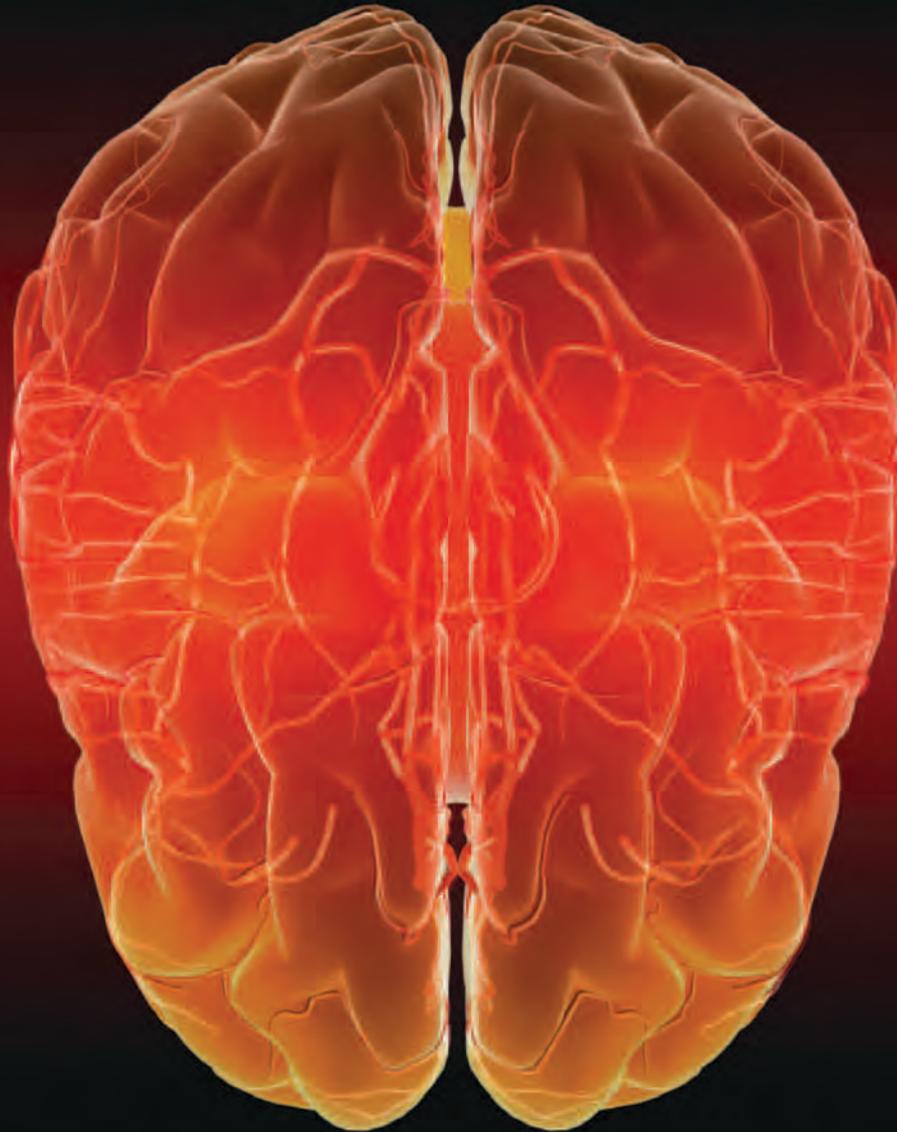
Amazon said it will spend \$700 million to retrain about one-third of its U.S. workforce in skills needed to thrive in the new economy. The e-commerce giant, which is increasingly using robots to help sort and deliver packages, will retrain 100,000 workers by 2025 to allow them to move into more highly skilled jobs within the company or find new careers outside of Amazon. The program would enable employees who work in fulfillment centers to move into technical roles.

## **Services keeping economy afloat; manufacturing slides**

In the summer quarter, manufacturing expanded at the slowest pace in almost 10 years according to IHS Markit. However, the much larger service sector — think healthcare, retail, tourism, etc. — rose to a three-month high. According to IHS, the tariffs have slowed manufacturing in recent months.

CONTINUED

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# AROUND THE SOUTH

## U.S. manufacturers want to move from China to Vietnam; it's not going to happen

When the U.S. and China became embroiled in this trade fight, some U.S. manufacturers wanted to leave China and move production to neighboring Vietnam to avoid the tariffs. A few have made the move, but others who want to do that find it is impossible to recreate their Chinese production in Vietnam. The Southeast Asia nation's infrastructure is not sufficient, and neither are U.S.-based safety certifications in the manufacturing sector. A surge in

hiring from the first batch of relocations from China to Vietnam quickly depleted the Vietnamese workforce. So now, like almost everywhere else, Vietnam, which has one-tenth the population of China, has no labor availability.

## Chinese foreign direct investment (FDI) into the U.S. has nosedived since President Trump took office

In 2015 and 2016, Chinese investment in the U.S. was the fastest growing of any country. Foreign direct investment from China peaked in 2016 at \$46.5 billion, and while most of it was from acquisitions,

there were several greenfield announcements, many of which will never materialize as a result of the trade war between the two countries. According to the Rhodium Group, Chinese investments in the U.S. have essentially vanished with just \$5.4 billion invested in calendar year 2018.

## Tariffs bump up farm bankruptcies

President Trump's tariffs and China's retaliation to stop buying American farm products have eradicated a significant source of income. The Chinese have now found other sources of pork, wheat

and soybeans, such as Brazil and Canada. According to the American Farm Bureau, farm bankruptcy filings in 2019 (through June) were up 13 percent from 2018, and loan delinquency rates are rising at the fastest pace in years. All of this is exacerbated by the fact that the markets were poor even before the tariffs. Farmers' debt has increased by 30 percent to record levels. The federal government has offered \$28 billion in aid to U.S. farmers, but, as of August, only \$8.6 billion has been distributed. . .and that isn't enough. The tariffs on U.S. farm products

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U.S. manufacturers are relocating their plants from China to Vietnam to avoid the tariffs imposed on Chinese imports. A surge in hiring from the first batch of relocations quickly depleted the Vietnamese workforce.

have created a disastrous financial trickle-down effect. John Deere, the farm machine giant, has seen sales drop dramatically. In fact, Deere & Co.'s profits are down 24 percent from last year. U.S. farmers are buying less farm machines because they cannot afford them. However, John Deere's sales of farm equipment is up in Brazil, Argentina and Canada as China moves to those countries to purchase agricultural products. All of the above is a typical cause and effect of "protectionism."

### China dropping all agriculture imports from the U.S. is a crippling blow

In August, the Chinese Commerce Ministry announced that they were pulling out of buying U.S. agriculture products altogether. By September, Chinese officials said they would resume imports of pork and soybeans from the United States. China is the largest importer of American soybeans and a top-three importer of pork.

### Tariffs are not bringing many jobs back to the U.S.

The tariffs that President Trump has imposed on Chinese imports haven't done what they were intended to do, which is bring large numbers of jobs back to the U.S. According to the American Chamber of Commerce in China, as a result of the tariffs, about 41 percent of companies are considering moving factories out of China or have already done so. However, only 6 percent have

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# AROUND THE SOUTH

moved those facilities to the U.S. Most are being relocated to Indonesia, Vietnam, Bangladesh and Mexico.

## Website tracks small business friendliness

Thumbtack, the website and app that helps the consumer find local professionals for any project, announced the results of its 2019 Small Business Friendliness Survey, ranking the best or worst cities and states in the country based on factors including licensing requirements, tax regulations, and labor and hiring regulations. States in the South that got an "A" were: Alabama (A-); Arkan-

sas (A+); Florida (A); Georgia (A+); Mississippi (A+); North Carolina (A-); Oklahoma (A-); Texas (A) and Virginia (A+).

## Oil demand is the lowest it's been since 2008

Because of the tariffs in the U.S.-China trade war, oil demand worldwide is the weakest since the middle of the Great Recession in 2008. Oil demand is an important part of economic growth worldwide. The International Energy Agency (IEA) has lowered its forecast for oil demand for the rest of this year as well as next year. The IEA reported in August that

"there is growing evidence of an economic slowdown" resulting in a decrease in oil demand worldwide.

## Kentucky sees record revenue, budget surplus for fiscal 2019

Kentucky earned record revenue and a budget surplus for fiscal 2019. The state's general fund receipts totaled \$11.4 billion for the year ending June 30, according to the state budget director. That was up \$550 million, or 5.1 percent, from fiscal 2018. The state's general fund revenue exceeded estimates by \$194.5 million, or 1.7 percent.

## Job growth revised down by 500,000

The Labor Department revised down total job gains

from April 2018 to March 2019 by 501,000, the agency said in August, which is the largest downward revision in a decade. In the last year (July 2018-April 2019), the Bureau of Labor Statistics originally reported averages of about 200,000 jobs per month. That has now been revised down to about 148,000 jobs per month during the period covered.

## West Virginia coal producer declares bankruptcy

One of the nation's largest coal producers has filed for bankruptcy protection, making it the second large coal company to do so in the past few weeks. Revelation Energy and its affiliate Blackjewel — West Virginia-based companies that employ about 1,100

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20 NEW JOBS



**\$200** MILLION INVESTMENT

**659** NEW JOBS

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all figures as disclosed by industry



people in their Kentucky, Virginia and West Virginia mines — filed for Chapter 11 bankruptcy. The companies also employ an additional 600 workers in Wyoming mines, making them one of the nation's largest coal producers.

#### Baton Rouge lost more construction jobs than any other U.S. market

Baton Rouge posted the largest construction job losses in the nation over the past year. However, that may not be the case this year as some \$32 billion in projects are in the Louisiana hopper through 2022. From July 2018 to July 2019, a report by the Associated General Contractors of America showed that Baton Rouge had a decrease of 9 percent in construction jobs, or nearly 5,000 positions.

#### Alabama opens trade office in Germany

The Alabama Department of Commerce has opened a business development office in Stuttgart, Germany. The office is a strategic effort to recruit more European companies to the state. Christoph Dörr, an experienced German businessman who spent seven years in charge of an industrial operation in Alabama, serves as the director of the state's new European office, which began operating this summer. Dörr's job will be to build on Alabama's long-standing economic development activities in Europe. In 2018 alone, European companies announced projects in Alabama involving nearly \$1.5 billion in new capital investment and 1,500 jobs, according to data from the Alabama Department of Commerce.

#### Alabama stepping up rural economic development efforts

The Economic Development Association of Alabama has hired Brian Hilson, a veteran economic developer, to assist the agency in rural development efforts. Hilson most recently was the president and CEO of the Birmingham Business Alliance. He held the same position at the

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# AROUND THE SOUTH



Los Angeles-based Relativity Space will build a rocket manufacturing facility at Stennis Space Center in Hancock County, Miss. The company will build Terran 1 rockets at Stennis using its patented 3D printing technology.

Huntsville-Madison County Chamber of Commerce prior to that. Also in the summer, the Alabama Department of Commerce announced Brenda Tuck is the first to take on the new job of rural development manager at the state agency. Tuck previously served in Commerce's Workforce Development Division as regional workforce council liaison. Prior to that, she served in economic development positions in Southwest Alabama, including Marengo, Dallas and Wilcox counties.

## I-10 rocket region

The Interstate 10 rocket corridor has been launched with the announcement in the summer quarter that Los Angeles-based Relativity Space will build a rocket manufacturing facility at Stennis Space Center (SSC) in Hancock County, Miss. The company, which will hire 200, will build Terran 1 rockets at SSC using its patented 3D printing technol-

ogy. Just west of Hancock County is NASA's Michoud Assembly Facility (MAF) in East New Orleans. Boeing is the prime contractor for the design, development, testing and production of NASA's Space Launch System. The 212-foot-tall core stage is currently being built at Michoud.

## Alabama sets record for people working

Alabama set a record in July for people working in the state. During that month, the state saw gains of 11,000 jobs representing 2.17 million people employed in the state. The state also set a record with a 3.3 percent unemployment rate.

## Birmingham, Ala., surpasses job count prior to Great Recession

According to the U.S. Bureau of Labor Statistics, Birmingham has surpassed its workforce peak prior to the Great Recession. Birmingham's job totals were 543,000 in December 2007. The workforce grew to almost 546,000 this spring.

## For the first time in years, more commercial U.S. real estate was sold than bought by overseas investors

The U.S. commercial real estate sector saw something it hasn't seen in seven years. In the first half of this year, direct acquisitions by overseas investors totaled \$21.3 billion, while sales reached \$21.4 billion. Acquisitions fell by more than 40 percent compared to the first half of

2018, according to Real Capital Analytics. Acquisitions by Chinese investors ranked that country third in 2017. So far this year, China has dropped to ninth in the list of foreign nations investing in U.S. commercial real estate.

## Taxes are, again, driving New Yorkers to relocate to Florida

Data from the U.S. Census Bureau showed that Florida received more movers than any other state in 2018. That year, 63,000 people from New York relocated to tax-friendly Florida. Over the last decade, New York has lost over 1 million taxpayers. Florida has no state income tax and New York's is one of the highest in the country.

## Nashville earned \$7 billion in visitor spending in 2018

Nashville, one of the fastest growing MSAs in the South, saw \$7 billion in visitor spending last year. That is by far the highest in the state. The Music City is home to 71,140 hospitality industry jobs as of the end of the year, and 15.8 million visitors traveled to the Greater Nashville area last year.

## Ranking best cities for young professionals finds Nashville at No. 3

Sioux Falls, S.D., ranked at the top of SmartAsset's list of best cities for young professionals which came out this summer. Ranked second was Austin. Nashville and Denver tied for the No. 3 spot. In the South, Raleigh and Charlotte also made the top 10.

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# AROUND THE SOUTH

Fewer teens are taking on summer jobs than ever before. An increasing number of teenagers attended school as opposed to working this past summer.



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### Teens have fewer summer jobs than ever before

According to a study by the Brookings Institution, fewer teens are taking on summer jobs than ever before. The study indicated that an increasing number of teenagers attended school as opposed to working during this past summer. In 1979, almost 60 percent of teens age 16-19 had summer jobs. In 2018, that dropped to 35 percent. Ironically, with the nation at full employment, this has put a squeeze on restaurants and other employers who struggle to find labor.

### Virginia named top state for doing business by CNBC

CNBC graded all 50 states based on more than 60 measures of competitiveness in 10 broad categories. After weighing all the measures, Virginia was named the top state for doing business. Virginia was followed by Texas and North Carolina. Georgia (sixth) was the other Southern state to make the top 10. States outside the South that made the top 10 list were Utah, Washington, Minnesota, Nebraska, Colorado and Ohio.

### Virginia earns \$797 million state budget surplus

Virginia's Democratic governor and Republican state leaders took credit for the Commonwealth's budget surplus. Virginia saw a \$797 million budget surplus in the most recent fiscal year.

### Virginia sets labor force record in July

Virginia's labor force hit a re-



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# AROUND THE SOUTH

cord high of 4,389,783 people working in July. In that month, Virginia companies created over 12,000 jobs. It was the 13th consecutive month that the Commonwealth's workforce expanded.

## Virginia Beach and Austin top website's best places to live ranking

Virginia Beach, Va., topped second place Austin in WalletHub's best places to live in the U.S. ranking. The personal finance website evaluated cities with populations above 300,000 on five categories: affordability, economy, edu-

cation and health, safety and quality of life.

## Arkansas unemployment rate sets record low

The unemployment rate in Arkansas dropped by one-tenth of a percentage point in July to 3.4 percent from 3.5 percent in June. The 3.4 percent represents a state record low according to the Arkansas Department of Workforce Services.

## Mississippi sees jobs rise to historic highs

Mississippi's unemployment rate in June 2019 was 5 per-

cent, unchanged over the month from May 2019. In the summer, job totals rose to 1.168 million, the most jobs ever recorded in the state.

## West Virginia led U.S. in personal income growth

In the first quarter of this year, West Virginia led all states in personal income growth. West Virginia residents saw a 5.6 percent rate of income growth according to the Bureau of Economic Analysis. The national average was 3.4 percent.

## West Virginia and Texas

## lead all states in GDP

In the first quarter of 2019, West Virginia saw the largest increase in GDP at 5.2 percent. Texas was close behind at 5.1 percent, according to the U.S. Bureau of Economic Analysis.

## Texas and Oklahoma lead all states in renewable wind energy

In the report "Renewables on the First 2019," two Southern states are leading the nation in wind generation power. Texas is No. 1, according to the report, and Oklahoma came in second.

CONTINUED

## The Louisiana LNG industry is a historic worldwide phenomenon

**H**ouston-based Cheniere Energy's LNG export facility will long be remembered in the history of energy in the United States as a trailblazer for an industry that is growing faster than any other. Cheniere originally built an LNG import plant in Cameron Parish in Southwest Louisiana. That was back when the U.S. wasn't swimming in natural gas.

After fracking expanded exponentially in Louisiana and Texas, Cheniere spent billions converting its Louisiana import facility into an export terminal. Today it exports liquefied natural gas to points all over the world. Cheniere also operates an LNG export terminal in Corpus Christi, Texas.

Other companies got in on the action. Louisiana is now home to the largest LNG projects in the world. According to the Federal Energy Regulatory Commission (FERC), there are at least 17 new LNG projects approved and proposed in Louisiana. These are multi-billion-dollar projects.

One of these is Golden Pass Products, another LNG export

facility slated for the Sabine Pass in Cameron Parish, La. That project is expected to cost \$10 billion. Golden Pass is owned by ExxonMobil and state-owned Qatar Petroleum. As for the economic effect of that one project, it will create 9,000 construction jobs over five years and 200 permanent jobs after opening. Again, this is just one of the 17 LNG projects in Louisiana.

Another LNG project going up is Developed Energy Transfer Partners and Royal Dutch Shell's export terminal in Lake Charles, La. The venture estimates the project cost at \$12 billion to \$16 billion. Over 5,000 construction jobs will be created.

Why is LNG such a growing business? The U.S. has produced more natural gas than any nation in the world over the last 10 years. LNG is a much more affordable way to ship natural gas. LNG is cheaper than other energy sources, and cooling the gas into a liquid makes it easy to ship worldwide. In May, the European Commission reported that LNG exports from the U.S. — almost exclusively from Louisiana and Texas — have increased by 272 percent since 2018.



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# AROUND THE SOUTH



All in-state students at University of Texas-Austin whose families earn less than \$65,000 annually will be given full scholarships beginning in the fall of 2020.

## Florida's population is growing by 300,000 per year

According to the Demographic Estimating Conference, Florida's population will continue to grow by over 300,000 new residents per year. The state's population will top 22 million residents in 2022, and the increases are analogous to adding a city about the size of Orlando every year.

## Hurricane Michael's insured losses at nearly \$7 billion

Hurricane Michael was one of the worst hurricanes in the South's history. As of the summer quarter, insured claims had reached nearly \$7 billion in the Florida panhandle and elsewhere according to new figures from the state. The Office of Insurance Regulation shows that only 14 percent of claims have not been resolved.

## Cape Coral, Fla., ranks

## No. 1 in job market in the last five years

A new study by Arch Mortgage Insurance Company shows that Cape Coral, Fla., is the fastest growing job market in the U.S. over the last five years. The study shows the number of jobs in Cape Coral doubled in 10 years, mainly in healthcare and construction.

## Savannah port sets shipping record

Georgia's Savannah port posted another record fiscal year for container traffic. The Georgia Ports Authority said that container traffic hit a record 4.5 million 20-foot equivalent units from July 2018 through June 2019, up 7.3 percent from the prior fiscal year.

## Charleston Ports Authority sees record activity in FY19

The Port Authority of South Carolina saw record cargoes in the 2019 fiscal year, including record rail moves and inland port activity. The port handled nearly 2.4 million TEUs, a common industry measurement representing 20-foot equivalent boxes, in fiscal 2019. That was an 8.8 percent increase from the 2018 fiscal year.

## A decade of Dreamliners assembled in South Carolina

On October 2009, Boeing announced that a second 787 Dreamliner final assembly and delivery site would be built in North Charleston, S.C. The decision would place a Boeing Commercial Airplanes final assembly line somewhere other than the West Coast of the United States for the first time in the

company's history. Boeing flies the Dreamliner modified 747 to deliver parts to the South Carolina facility from other facilities around the world. About 7,000 workers are housed at the plant.

## University of Texas-Austin offering free tuition for families making less than \$65k a year

UT-Austin Board of Regents unanimously voted recently to create a \$160 million endowment to provide financial assistance to students. All in-state students whose families earn less than \$65,000 annually will be given full scholarships beginning in the fall of 2020. About 20 percent of current undergraduates come from families making less than \$65,000 and would qualify for the full scholarships.

## Dallas and Houston MSAs lead America's job growth

Dallas and Houston led all MSAs in job growth in the nation year-over-year from July 2018-July 2019, according to the Bureau of Labor Statistics. Dallas saw net job growth of 3.5 percent and Houston saw 3 percent.

## Austin is No. 1 for growth in million-dollar businesses

Lending Tree, in an analysis done in the summer quarter, showed that Austin had the largest gain in businesses with at least \$1 million in revenue from 2014 to 2016. The number of million-dollar businesses increased 15.1 percent, or 1,857 in Austin. Jacksonville, Fla., was tied for the second-highest gain at 14.8 percent.

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# AROUND THE SOUTH

## Wind power tops coal for power in Texas

For the first time, renewable wind power has generated more power than coal in the South's largest state. The Electrical Reliability Council of

Texas reported in the summer that wind power generated 22 percent of the state's electricity compared to 21 percent by coal in July.

**Midland and Odessa, Texas, lead all U.S. mid-**

## markets in job creation

Using data from the U.S. Bureau of Labor Statistics, AdvisorSmith has named Midland and Odessa as two of the best mid-sized cities in the U.S. for job growth. During a three-year period in both cities (July 2016-July 2019), the study showed that Midland added 25,000 jobs and Odessa added 14,000.

## Texas Instruments to delay Texas chip plant

Texas Instruments made news when it announced a new computer chip plant in Richardson, Texas. Those are rare announcements. However, the company is delaying the \$3 billion facility for at least two years. The project is expected to create almost 500 jobs if completed.

## Tobacco and coal (two traditional Southern staples) are now in steep decline



In 1923, 863,000 people were employed in the coal industry in the U.S. By 2016, that dropped to about 50,000. It has held steady nationwide for the most part for the last three years, however, in some places like Eastern Kentucky, coal jobs have dropped by 30 percent in the last two years.

Over the last two years, President Trump has taken steps to ease regulations on the coal industry, reversing the trend begun under the Obama administration. But one thing Trump cannot do is slow the rising tide of natural gas in this country. Natural gas is a cleaner, more abundant and even less expensive fuel to use for power plants and other facilities. Coal-fired power plants continue to close or be converted to natural gas under President Trump's first term. Also, many former coal users are turning to wind and solar farms to generate power.

The outlook for the coal industry is bleak, according to the U.S. Energy Information Administration (EIA). U.S. coal production dropped 3 percent last year and the EIA expects it to fall another 4 percent this year and 6 percent next year.

New research shows that communities dependent on coal for their tax base are in danger of fiscal collapse. Data from the Brookings Institution shows that communities that had large employment in the coal industry are not prepared financially for the slowing of the sector.

Tobacco, which is grown at or near sites where coal is extracted in states like Kentucky and Virginia, is also declining rapidly. Pittsylvania County is the tobacco capital of Virginia. No other county comes close to producing as much tobacco as Pittsylvania County, which produces about one-fourth of the tobacco in the Commonwealth of Virginia.

Production in Pittsylvania County and throughout the U.S. is in steep decline. At the same time, profits are growing thinner. Several generations-old tobacco growers are unsure if they can continue growing the crop. According to a March report from the National Agricultural Statistics Service, Virginia farmers intended to plant tobacco on 17,000 acres this year. That is about 20 percent less acreage than the previous year.

The decline in production is attributed to several factors. . .markets like Russia and China are cutting back on tobacco use because of its health risks. Another issue is the price of tobacco coming from the United States. . .Brazil and Zimbabwe can grow the crop so much cheaper. Also, the tariffs in the U.S.-China trade war have negatively impacted tobacco growers in Virginia and the U.S. ✪



# SNAPSHOTS FROM THE ROAD



In the summer of 2019, Southern Business & Development attended the Southern Economic Development Council's annual conference in New Orleans. **1:** Pictured are Peggy McLean, Mark Weilenman and Mary Swoope. **2:** Don Alexander, Bob Helton and Heidi Smith. **3:** Dan Motley, Jim Fram. **4:** Gray Swoope and Heidi Smith. **5:** Kyle Touchstone and Sid McMillan. **6:** Michael Olivier, Kay Spearman Pierson and Don Pierson. **7:** Chuck Whipple and Bob Leak, Jr. **8:** Jennifer and JD Lowery with Gary Troutman. **9:** Rachel Pierson Delamain and Kay Spearman Pierson.

CONTINUED



# SNAPSHOTS



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**10:** SEDC members enjoying New Orleans. **11:** Jody Bryson. **12:** Mitch and Melissa Mays at SEDC. **13:** Bob and Karen Leak with Matt Randle in the middle. **14:** Chuck Whipple, Raul Peralta and Will Williams. **15:** Peggy McLean, Heidi Smith and Gene Stinson, president of SEDC. **16:** Heidi Smith and Michael Randle, owner of SB&D. **17:** Spencer Sessions and Matthew Randle. **18:** Wiley Blankenship, Bob Leak, Jr. and Matthew Randle at BB King's in New Orleans. **19:** Gene Stinson and Tyler Chaffee. **20:** SEDC members.



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**21:** Michael Randle presented at the Meriwether County (Ga.) Manufacturer's Appreciation Dinner in Warm Springs, Ga. Pictured are Meriwether County Development Authority (MCDA) Vice Chair Rosla Plant, Michael Randle and MCDA Chairman Robert Moreland. **22:** Randle with Robert Saucedo, Plant Manager, Reinforced Earth Company. **23:** Robert Moreland, MCDA Assistant Velinda Walton and Industry Rep., Ga. Dept. of Economic Development Maggie Laton Reenstra. **24:** MCDA President Jane Fryer, Randle and Robert Moreland. **25:** Georgia Power Company's Regional Economic Development Manager Jim Lovett, Randle and Maggie Reenstra. **26:** Manchester Development Authority Executive Director Nneka C. Young, Randle and Meriwether County Commission Chairman Shirley Hines. **27:** Michael and Matthew Randle were invited to the South Carolina vs. Alabama game on September 14th by Deepal Eliatamby and his wife Meg. Deepal is president of Alliance Consulting Engineers, based in Columbia, S.C., and a long-time client. Pictured are Matt Randle and Deepal overlooking the stadium from Deepal and Meg's condo. 🌟



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# 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).

## ALABAMA

### Airbus begins full assembly of A220s

European plane-maker Airbus has begun production of its A220 aircraft at its facility in Mobile, Ala. The A220 was formerly the Bombardier C Series, a commercial jet that underwent much of its flight testing work from Bombardier's facility in Wichita. In 2017, Airbus struck a deal to become the majority stakeholder in the A220 program. Airbus is building a second production line in Mobile for the A220.

### Huntsville will lead NASA lander program for return to the moon

It was announced in the summer quarter that the Marshall Space Flight Center in Huntsville, Ala., will lead NASA's Landing System Program. NASA's goal is to return to the moon by 2024.

## ARKANSAS

### Steel company invests \$150 million in Mississippi County, Ark.

Zekelman Industries will build a new mill — the world's largest continuous ERW (Electric Resistance Welded) tube mill — in Blytheville, Ark., next to its Atlas Tube plant. The project will cost around \$150 million to complete and will create 75 new jobs.

### Quapaw Nation breaks ground on gaming facility and hotel in Arkansas

The Quapaw Nation broke ground on a \$350 million gaming complex in Pine Bluff, Ark., in the summer quarter. The project by the Saracen Casino Resort will include a convention center, a 300-room hotel and an 80,000-square-foot gaming floor. The project will create 1,000 construction jobs and 1,000 permanent jobs once completed.

### Lithium plant components arrive in El Dorado, Ark.

A German multinational

chemical company has been mining brine in the El Dorado region of South Arkansas. Now the company is bringing down 12-by-36-foot modules from Canada to attempt to mine battery-grade lithium from a saltwater sea that is 10,000 feet below the south Arkansas soil.

### Global tech Affirma to create 100 jobs in Fayetteville, Ark.

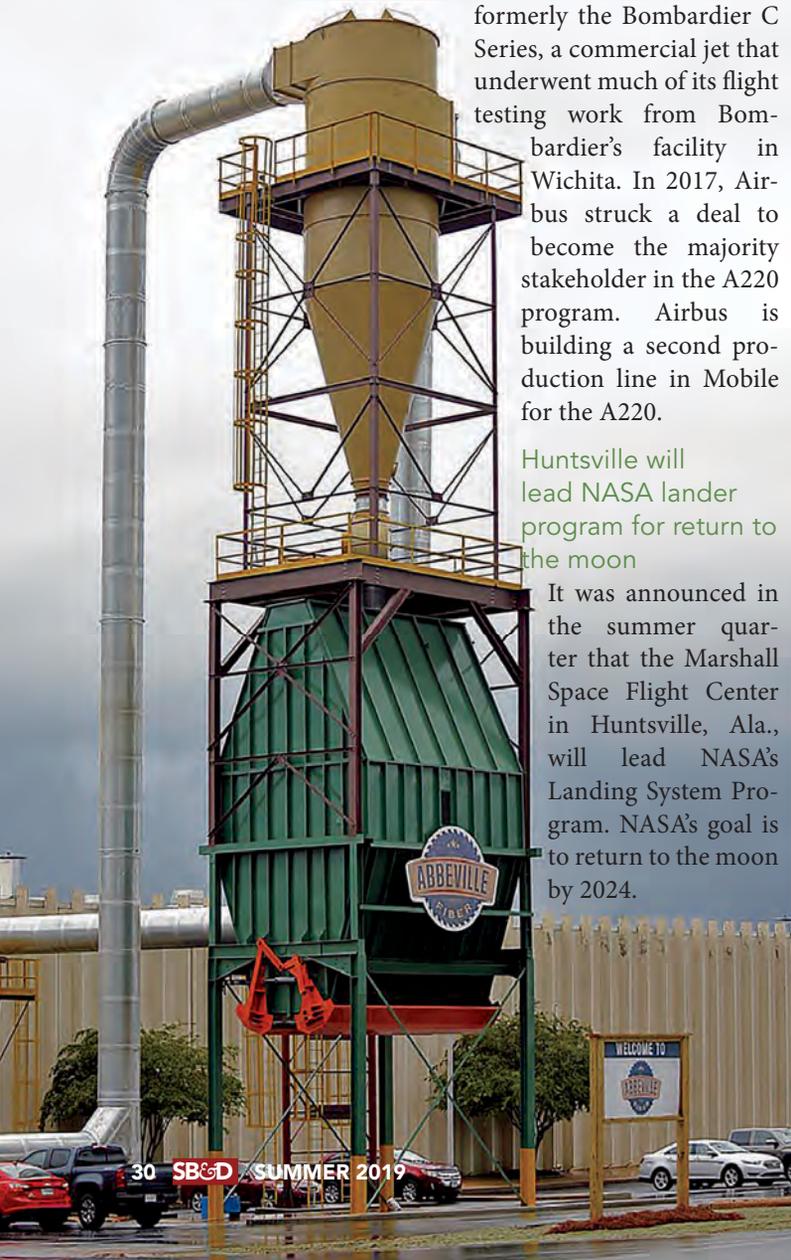
A technology services firm headquartered in Bellevue, Wash., Affirma Consulting, has opened a new office in Northwest Arkansas. The office in downtown Fayetteville will be the company's primary U.S. Engineering Center of Excellence and is expected to hire more than 100 new employees in the next five years.

### Railcar and barge manufacturer to expand in Arkansas

Greenbrier, a railcar and barge manufacturer, is investing \$16 million in its plant in Marmaduke, Ark. The project will generate 35 new jobs in Greene County.

### Abbeville Fiber officially opens its state-of-the-art sawmill in Alabama

Abbeville Fiber opened its saw mill in Henry County, Ala. The company's lone client will be Alabama-based Great Southern Wood. The new mill will house 115 workers.





## New \$300 million poultry plant nears completion in Northwest Arkansas

A new \$300 million chicken processing plant in Northwest Arkansas is nearing completion and is on track for an opening later this year. The new Simmons Foods facility in Siloam Springs will replace a processing plant now in Decatur. The company says the Siloam Springs plant will create 1,500 jobs, and it's expected to reach a capacity of 2,300 jobs in the next three years.

## FLORIDA

**Northrop Grumman will be the first commercial aerospace company to build rockets at Florida site**

Northrop Grumman will move production of the OmegA rocket to Kennedy Space Center's iconic Vehicle Assembly Building. The building, standing 525 feet tall, has been home to several NASA programs, including Apollo. It is now getting its first private-sector partner. Last year, the U.S. Air Force Space and Missile Systems Center awarded Northrop a \$792 million contract for OmegA's development.

**Lockheed Martin breaks ground on missile program relocation in Space Coast Florida**

Lockheed Martin's Fleet Ballistics Missile program has had its headquarters in Sunnyvale, Calif., until the company announced in 2017 that it would relocate to the Space Coast. This summer, the company broke ground on its new facilities in Titusville. Lockheed is expected to create 350 jobs in the deal.

**Amazon cargo hub to be set up at Florida airport**

Amazon is setting up a cargo hub at the Lakeland, Fla., Airport. The online retailer is relocating its space from the Tampa International

Airport to Lakeland. The project will be a \$100 million investment and will create hundreds of jobs.

**German medical products maker to Invest \$100 million in Daytona Beach plant**

Germany-based medical device manufacturer B. Braun Medical plans to spend \$150 million to expand its assembly plant and add 100 jobs in Daytona Beach, Fla. The plant currently produces intravenous products for use in hospitals.

**Two IT companies to hire hundreds in Florida**

SoFi, a California-based online personal finance company, will hire 300 in Jack-

sonville. On the same day in August, SS&C Technologies, also an IT firm, announced it would add 198 jobs to its local facility.

**Startup to create 400 jobs in South Florida**

Shipmonk, a startup that provides packing and shipping for e-commerce companies, announced in the summer it will create 400 jobs at its new Fort Lauderdale headquarters and logistics operation. There was no word on the project's investment totals.

## GEORGIA

**Amazon will bring 1,000 jobs to Atlanta**

Amazon says it will open a new warehouse facility in

## Universal to build new theme park in Orlando; 14,000 jobs to be created

Universal and parent company Comcast announced in the summer a new theme park called Universal's Epic Universe. The major expansion will include hotels, restaurants and shops. The project is expected to create 14,000 jobs. Epic Universe will be the fourth Universal theme park in Florida and "represents the single-largest investment Comcast NBCUniversal has made in its theme park business and in Florida overall," Brian Roberts, chairman and CEO of Comcast, said in a statement.



# RELOCATIONS & EXPANSIONS

## Kubota to build \$85 million facility in Gainesville, Ga.

Japanese heavy equipment manufacturer Kubota is spending \$85 million to build an engineering and design center on about 300 acres adjacent to its factories in Gainesville. The maker of tractors, mowers, utility vehicles and industrial equipment already employs about 3,000 people in Georgia.



the Atlanta area that will create 1,000 jobs. Documents filed with the state suggest it could spend as much as \$200 million on the facility. Amazon already has a 4,000-employee workforce in Georgia that includes at least 250 tech jobs.

## Stitch Fix to create 900 jobs in Georgia

Stitch Fix, the online personal wardrobe styling service, will open a new distribution center in Lithia Springs, Ga. The project will create over 900 new jobs in the next few years.

## The company behind Rubbermaid is returning HQ to Georgia

Newell Brands, the maker of Sharpie, Rubbermaid and Yankee Candle, will be relocating its corporate headquarters from Hoboken, N.J., to Atlanta, taking with it an estimated 100 top management jobs. The company, lured to the Garden

State by a hefty \$27 million tax incentive package three years ago, is relocating those in leadership and executive roles. Newell's e-commerce division, and roughly 200 employees, will remain in Hoboken.

## New call center in Columbus, Ga., to employ 600

The Colorado-based Global Callcenter Solutions (GCS) cut the ribbon on its new call center in Columbus, Ga. A shuttered Winn-Dixie supermarket received a \$5 million makeover to prepare for a staff of 600.

## Glass manufacturer to open first U.S. plant in South Georgia

Arglass Yamamura will be opening its first U.S. facility in Lowndes County, Ga., to manufacture glass bottles. The \$123 million investment will bring 150 new jobs to the county.

## Furniture distributor to

## move operations and HQ to Georgia

In the summer quarter, furniture distributor Factory Direct Wholesale announced it is relocating its headquarters and operations to Savannah, Ga. It was headquartered in Duluth, Ga. The \$17 million move will create 250 jobs.

## Canadian tile importer investing \$98 million in Savannah, Ga.

A Canada-based importer of tile and stone, Anatolia Tile and Stone, is set to invest \$98 million in two Savannah warehouses that will employ 124 people and dramatically increase its U.S. imports.

## Edifecs expands Atlanta area operations

Global health information technology solutions company, Edifecs Inc., plans to hire up to 200 associates in the next three to five years in a new operations center in Fulton County, Ga. The company is headquartered in Bellevue, Wash., and it provides health data for a variety of health plans.

## Retailers to locate high-tech fulfillment center

## in Georgia

Grocery retailer Kroger Co. and online grocery retailer Ocado have announced plans for a new high-tech customer fulfillment center in Forest Park, Ga. The \$55 million investment will create more than 400 new jobs.

## KENTUCKY

## Big paper recycling deal in Kentucky

Phoenix Paper announced it will invest \$200 million to build a paper recycling facility at its paper mill in Wickliffe, Ky. The recycled paper will be used to make finished paper and pulp. The deal will create 500 jobs.

## Pet retailer to create jobs in Louisville MSA

Chewy.com is expanding its Louisville presence with an office space in Jefferson-town. The \$4.5 million project will create 150 jobs.

## Germany-based manufacturer to expand in Kentucky

Germany-based Henkel, a manufacturer of laundry and home care products, will partner with its packaging supplier, Austria-based ALPLA, for a plant in Bowl-

## Manufacturer to create 350 jobs in Kentucky

In the summer, Fibrotex USA, which makes high-tech products for the military, announced it is investing \$12 million at its facilities in Stearns, Ky. The deal will create 350 jobs.





### Formosa Plastics investing hundreds of millions in Louisiana

Formosa Plastics is investing \$332 million to expand production of PVC at its plant in Baton Rouge, La. The company is adding new equipment at two of its three operating units.

ing Green, Ky. The \$130 million project will create 60 full-time jobs.

#### Atlas Air hiring 600 in Northern Kentucky

The New York-based airline Atlas Air is building an operations center near the Cincinnati/Northern Kentucky International Airport. The company is investing \$34 million in the project that will create 593 jobs.

#### Call center to house 450 in Kentucky

Faneuil will invest over \$12 million in a new national customer service facility in Lexington, Ky. The company is expected to create 450 full-time jobs by 2021.

#### Meal preparation company to create jobs in rural Kentucky

Meal preparation company MegaFit Meals is investing \$2.9 million to build a new facility in Benton, Ky. The project will create 50 jobs in Marshall County.

#### Digital marketing firm hiring 400 in Louisville

El Toro, a digital marketing

firm that was founded less than a decade ago, is growing in Louisville. The company offers perks such as free haircuts and a fully stocked bourbon bar open to employees at any time of the day. The company will add space and 400 employees in the NULU section of Louisville.

#### Another new distillery for Kentucky

Beam Suntory executives broke ground in the summer on a production facility at their flagship bourbon distilling operation in Clermont. The company is looking to build on the momentum for its super-premium craft brands, which have experienced double-digit yearly growth. The new distillery is a \$60 million investment, which will include upgrading its visitor center.

#### And yet another distillery for Kentucky

Diageo broke ground in July on its new \$130 million distillery in Lebanon, Ky. The Diageo Lebanon Distillery is expected to be fully operational in 2021. The new fa-

cility will have the capability to distill a variety of Diageo bourbon as well as American whiskey brands.

### LOUISIANA

#### Westlake Chemical considering \$450 million expansion in Geismar

Houston-based Westlake Chemical is considering a \$450 million expansion in Geismar that would create 200 construction jobs and 15 permanent jobs. The company has not made a final decision to move forward with the expansion, which would increase its volume of a chemical used in the production of PVC, a type of plastic often used in pipes.

#### Methanex to build third plant in Louisiana

Methanex says it is investing up to \$1.4 billion to construct a third methanol facility in Geismar, La. The

project will create 62 new direct jobs with average salaries of \$80,000 plus benefits, according to a news release from Louisiana Economic Development.

#### IBM meets workforce hiring quota in Louisiana

IBM now employs 811 full-time jobs at its client innovation center in Baton Rouge. That meets the contractually obligated hiring quota with the state for its incentive package.

### MISSISSIPPI

#### Mississippi sees first LNG plant win federal approval

Two liquefied natural gas plants south of Pascagoula were approved in the summer quarter by the U.S. Federal Energy Regulatory Commission. Investment and job counts have not been determined.

CONTINUED

### Nike's new Mississippi facility to bring 250 jobs

Sports apparel company Nike has announced plans to bring a new distribution center to Marshall County in northern Mississippi. The center is expected to create 250 logistics and supply chain jobs. Nike closed a distribution center in Memphis in February, but all employees from that facility were offered roles at other facilities in the area.



# RELOCATIONS & EXPANSIONS

## Merck to build new plant in Durham, N.C.

After announcing a \$1 billion expansion to its manufacturing facility in Elkton, Va., to support production of the Human Papillomavirus (HPV) vaccine Gardasil, Merck has now announced a new facility in Durham, N.C., to produce the same vaccine. The company will build a new 225,000-square-foot plant in Durham that will house 425 workers, and will also expand its existing facility in Wilson, N.C.



## Medline Industries locates distribution hub in Mississippi

Medline Industries, which manufactures and distributes medical supplies, is investing \$46 million to locate its distribution operations in Southaven, Miss. The project is expected to create 450 jobs in North Mississippi. A portion of the new jobs will be filled by Medline's existing employees at its Memphis location.

## Grill manufacturer to relocate HQ to Mississippi

The Middleby Corporation is relocating its Lynx Grills operations from California to the Viking Range facil-

ities in Greenwood, Miss. The \$5 million relocation will create 200 jobs.

## Manufacturer locating plant in the Mississippi Delta

Image Industries, a manufacturer of custom parts such as weld studs, shear connectors and concrete anchors, is relocating its cold forming operations from Illinois to Clarksdale, Miss. The project is expected to create 50 jobs.

## Enviva plans terminal at Port of Pascagoula in Mississippi

Enviva, the world's largest producer of industrial wood pellets, plans to invest over \$60 million to build the new

Pascagoula terminal, which is expected to directly employ 30 full-time workers, and support about 150 jobs during construction.

## BancorpSouth adding 100 jobs in Tupelo, Miss.

The Tupelo-based BancorpSouth is investing \$15 million and adding 100 jobs at its facilities in the city. The bank has relocated several employees to its headquarters to process about \$20 billion in loans.

## Boat manufacturer to locate new facility in Amory, Miss.

Avid Boats will locate a new production facility in Amory, Miss. The company makes aluminum bass

boats. About 75 jobs are expected to be created with the \$1.6 million investment.

## MISSOURI

### Big deal in Missouri

Bayer's North American Crop Science Division will invest \$164 million to expand and relocate 500 new, high-paying jobs to Creve Coeur, Mo. The German agriculture giant closed its Research Triangle crop science headquarters as part of the move to the St. Louis area.

### Boeing to invest \$70 million in Missouri plant

Boeing announced in the summer it will invest \$70 million in its missile and munitions plant in St.



## Missouri mine to be repurposed

An old mine in Fredericktown, Mo., could bring in hundreds of new jobs to Madison County. The Madison Mine/Anschutz Mine will be repurposed and reopened as the Missouri Cobalt Mine. Once it is fully operational, officials said it would be the only primary cobalt mine in the United States, and would create hundreds of jobs.



## Honda expanding its aircraft plant in North Carolina

Honda Aircraft is expanding its plant at Piedmont Triad International Airport in Greensboro, N.C. The Japanese company is investing \$15.5 million and adding an 83,000-square-foot expansion bringing the company's total investment there to \$245 million. The plant houses about 1,500 workers.

Charles, Mo. The expansion will not add any employees to the plant.

### Briggs & Stratton to bring 130 jobs to Missouri

Briggs & Stratton announced in the summer that it is expanding its plant in Poplar Bluff, Mo. The \$15 million project will create 130 jobs.

## NORTH CAROLINA

### Pfizer to invest \$500 million in North Carolina

New York-based Pfizer is investing \$500 million in a new gene therapy manufacturing facility in Sanford, N.C. Pfizer employs almost 4,000 in North Carolina. This new facility is expected to create 300 more jobs.

### Xerox to build new Center of Excellence in North Carolina

Connecticut-based Xerox announced in the summer it is building a Center of Excellence in Cary, N.C. It is the fourth such facility the company has built. The others are in Palo Alto, Calif.; Webster, N.Y.; and Toronto. The \$18.4 million project will create 600 jobs.

### Cree to invest \$1 billion at its headquarters in North Carolina

Cree, a leading LED lighting manufacturer and provider

of semiconductor products for power and radio-frequency applications, is investing \$1 billion at its headquarters in Durham, N.C. The company will expand its silicon carbide materials capabilities and wafer fabrication capacity.

### Mississippi furniture manufacturer to add jobs in North Carolina

United Furniture Industries is adding jobs at plants in North Carolina, Mississippi and California. The upholstery and case goods furniture company is expanding by 500 jobs at the three locations.

### Policygenius to hire hundreds in North Carolina

Policygenius, a fast-growing online insurance platform, will locate a new technical and operations center in Durham County, creating at least 377 jobs over the next five years. The company will invest nearly \$6 million in Durham.

### Metals processor planning new facility in Monroe, N.C.

Pittsburgh-based TDY Industries has bought 124 acres next to its plant in Monroe with plans for a 210,000-square-foot facility that would supply metals for the aerospace indus-

try. TDY Industries, a unit of Allegheny Technologies Inc., is going through the state permitting processes to build near Allegheny's current ATI Specialty Materials plant.

### New tenant at the North Carolina Global TransPark

The North Carolina Global TransPark in Kinston, N.C., has a new tenant in Jetstream Aviation. The company, which will hire 145, will perform aircraft paint and refurbishment.

### Accounts payable service to locate second HQ in Charlotte

AvidXchange will break ground in the fourth quarter on its second headquarters building, a \$41 million investment. The software developer will add 201,000 square feet at its AvidXchange Music Factory and hire 1,220 jobs.

### ABB adds jobs in North Carolina

In the summer quarter, engineering and technology giant ABB announced plans to expand a North Carolina facility and add more than 400 jobs in its U.S. electrification operations. The company said the nearly \$40 million project would upgrade machinery and add 200,000 square feet of space

at its facility in Mebane. Its U.S. headquarters is located in Cary, N.C.

### Blue Cross hiring 170 in Winston-Salem

Blue Cross Blue Shield of North Carolina said in the summer quarter it will expand its Winston-Salem operations by up to 170 jobs as part of the new Healthy Blue Medicaid program. The insurer already has about 600 employees in Winston-Salem.

### Honda Power Equipment adds \$46 million expansion to North Carolina Plant

Honda Power Equipment plans a \$46.4 million expansion of its plant in Alamance County. The company, which makes lawn-mower engines, string trimmers and other equipment, said the expansion includes a production line for the new Honda GCV general-purpose engine.

### Silicon Valley startup to open Raleigh office

Startup Egnyte, a cloud storage firm, looked at Pittsburgh, Detroit and several cities in Florida before deciding it will put its East Coast office in Raleigh, N.C. The company is expected to create 120 jobs.

CONTINUED

# RELOCATIONS & EXPANSIONS

## Gold rush in South Carolina?

Potentially rich deposits of gold in South Carolina are fueling the expansion of a huge mine and the prospect of 250 new jobs in a tiny community with a history of high unemployment. Australia-based OceanaGold's expansion plan would increase its existing 4,552-acre Haile Gold Mine site by more than 900 acres near Kershaw, a town in Lancaster County. The project is pending approval by federal and state environmental regulators.



## Telephonics expands In Elizabeth City, N.C.

Telephonics Corp., a communication system company, will invest \$5.5 million in a new facility located in Elizabeth City with plans to create 75 jobs as it expands its operations in Pasquotank County, N.C. Telephonics designs and manufactures sophisticated radar and communications systems for the military and aviation industry.

## Expansion in Northeastern North Carolina

Hockmeyer Equipment, a manufacturer of state-of-the-art process equipment, is expanding its facilities in Elizabeth City. The company is investing \$6 million and adding 90 jobs.

## OKLAHOMA

### Oklahoma primed for Amazon

Amazon has begun accepting applications for more than 1,500 warehouse jobs at its new fulfillment center in Oklahoma City. The jobs are part of what the tech giant estimates will be about 1,750 full-time jobs and \$146 million in capital investment over the next five years. The hiring spree comes at a time when Amazon is also planning to open a second fulfillment center in Tulsa.

### Denver company to expand, create 350 jobs in Oklahoma

The Denver-based insurance and technology company TTEC Holdings will open a facility in Oklahoma City.

The deal will create 350 jobs.

## SOUTH CAROLINA

### Trane to add hundreds of jobs in Columbia, S.C.

Air-conditioning manufacturer Trane has added 700,000 square feet to its factory in Columbia, S.C., which is now 1 million square feet under roof. The company is expected to add 700 jobs.

### Cabinet manufacturer to set up shop in South Carolina

Adornus Cabinetry, a manufacturer of kitchen cabinets and bathroom vanities, will establish manufacturing operations in Lancaster County, S.C. The project, which will have about a \$10 million investment, will create 210 jobs.

## Big Gun Robotics expanding operations in Newberry County, S.C.

Big Gun Robotics, a robotic welding company that supplies heavy equipment manufacturers, is expanding its operations in Newberry County. The \$3.6 million investment is creating 16 new jobs over the next five years. Founded in 2014, Big Gun Robotics services the business-to-business market in South Carolina and throughout the Southeast. The company manufactures large steel assemblies for mining and heavy construction equipment like front loaders and excavators.

## TENNESSEE

### Hundreds of jobs expected for Memphis

## American Airlines expands its facility in Oklahoma

Fort Worth-based American Airlines is expanding its largest maintenance base in Tulsa. In fact, it is the largest commercial aviation base maintenance facility in the world. The project will add 400 workers to the more than 5,000 that currently work there.





### Spa and tub manufacturer to add jobs in Johnson City, Tenn.

The Northeast TN Regional Economic Development Partnership has announced LPI is expanding its Johnson City operations. LPI has purchased the former Bosch Braking plant. The company is a hot tub and spa manufacturer that currently employs 275 people, and will add between 150 and 200 more employees.

### biotech facility

Congnate BioServices has hired about 140 workers since 2017, but thanks to a round of growth capital from New York-based EW Healthcare Partners in August, additional hiring could be done at its Memphis facility. The company conducts commercialization services — including manufacturing — for a variety of medical markets.

### Large Amazon facility set for Memphis area

It appears that Amazon is about to expand its large presence in Memphis. Atlanta-based Seefried Industrial Properties filed a zoning application to construct a five-story distribution facility with 2,000 parking spaces in Frayser. The facility is expected to house 2,000 workers.

### FedEx investing another \$450 million in Memphis hub

FedEx has announced it will make an additional \$450 million investment in the \$1.1 billion Memphis Hub modernization project previously announced in March 2018. The investment will now exceed \$1.5 billion to construct a new sorting facility and install state-of-the-art systems.

### Lightning Source investing \$22 million in Tennessee manufacturing facility

Lightning Source will establish its fifth U.S. facility in Jackson, Tenn. The La Vergne-based company will invest \$22 million and create nearly 150 jobs in Madison County over the next three years. Lightning Source provides on-demand print and distribution services for books to the publishing industry, and offers publishers the ability to print books in any quantity.

### Manufacturer expands in Tennessee

Surface Dynamics, an orthopedic 3D printing company, is investing \$10 million in its facility in Bartlett, Tenn., in the Memphis MSA. The deal will create 110 jobs.

### Tennessee-based company announces 200-job expansion in Tullahoma

EnableComp announced its plans to expand operations and create a third office in middle Tennessee. The Franklin, Tenn.-based company will invest nearly \$1 million to open a new office in Tullahoma, with plans to hire 200 new jobs. EnableComp assists healthcare companies with workers' compensation claims.

### Swiss manufacturer to expand Tennessee operations

Switzerland-based TE Connectivity, a manufacturer of connectors and sensors, will invest more than \$15.7 million to expand its operations center in Tullahoma, Tenn. The company will hire 100 in the deal.

### TEXAS

### Indiana company to build new steel mill near Corpus Christi

Indiana-based Steel Dynamics announced in the summer it will build a \$1.9 billion flat roll steel mill in south Texas and create about 600 jobs. Steel Dynamics says the electric arc-furnace unit will be in Sinton, about 25 miles northwest of Corpus Christi. A spokesperson for Steel Dynamics said the site is strategically located for the southwestern U.S. and Mexico markets.

### Raytheon expanding in Texas with 500 jobs

Massachusetts-based Raytheon is expanding its facility in McKinney, located just north of Dallas. Raytheon's Space and Airborne Systems is adding 500 jobs and building a "factory of the future." Raytheon has a \$5 billion presence in North Texas.

### Boeing to add 500 jobs in Texas

Defense contractor Boeing is ramping up work on the U.S. Navy's Super Hornet fighter jets. The project is expected to create 500 jobs.

### Lockheed Martin expands Texas facility

Lockheed Martin recently announced the opening of a 30,000-square-foot building at its campus in Lufkin, Texas. This latest expansion, which will focus on expanding production of electrical systems and components, will bring 125 new jobs.

### Uber bringing 3,000 jobs to Dallas

Uber Technologies is establishing a new U.S. General and Administrative Hub in Dallas. The ride-sharing company will create 3,000 jobs and invest \$75 million in the project.

### Construction to begin on \$335 million wind farm in Texas

Renewable energy developer Longroad Energy announced the beginning of construction for the \$335 million El Campo wind farm in Knox County. The El Campo project is expecting to provide employment for approximately 200 people during construction.

CONTINUED

# RELOCATIONS & EXPANSIONS

## Satair investing \$10 million in Virginia expansion

Satair, a subsidiary of Airbus, will invest more than \$10 million to expand the Loudoun County Satair Customer Service Logistics Center that supports and services the Airbus global aircraft fleet. The company will move into a new, 250,000-square-foot facility in Loudoun County.

## Firm hiring 300 in Houston

A Kansas City-based engineering, architecture and construction firm is adding 300 jobs at its facilities in Houston. Burns & McDonnell will increase its space in Uptown Houston from 158,000 to 218,000 square feet.

## Cancer-fighting healthcare firm to add jobs in Irving, Texas

Caris Life Sciences is developing a state-of-the-art corporate park in Irving that will create research and development space for the cancer-fighting company. The project is expected to create 500 jobs.

## VIRGINIA

## CoStar to add 100 jobs in Richmond

Real estate research firm

CoStar Group is cutting jobs in Atlanta and moving them to Richmond, Va. The Washington, D.C.-based company said it is adding 100 jobs in Virginia's capital city.

## Amazon to open new fulfillment center in Richmond

Amazon, by far the most active company making investments in the South, will invest \$10 million and bring 150 jobs to Richmond, adding to the 10,000-plus positions statewide.

## Air traffic surveillance company expanding in Fairfax County, Va.

Aireon, an air traffic surveillance company, is expanding its office space in Tysons by nearly 150 percent to accommodate more than 50 new jobs over the next three years.



## LifeNet announces expansion to Virginia facility

A Virginia Beach organ and tissue bank is continuing to expand by spending close to \$1.8 million in upgrades at its facility in the Lynnhaven business corridor. LifeNet also plans to create 44 new positions, with an average annual salary of more than \$55,000, as part of the expansion.

## Metals manufacturer will expand in Virginia

A manufacturer of copper tubing for use in the construction market is investing in its facilities in Shenandoah County, Va. The company will invest \$8 million and hire 102 workers in the project.

## WEST VIRGINIA

## Italian manufacturer celebrates new factory

Pietro Fiorentini recently celebrated the completion of its new manufacturing plant in Weirton, W.Va. The company's new facility represents a total investment of \$9 million. Pietro Fiorentini manufactures equipment for the oil-and-gas industry.

## Food processor expands

Tasty Blend Foods recently completed an expansion in Putnam County, W.Va. The company manufactures dry mixes and bakery goods. The \$3 million expansion will enable the company to produce snack breakfast sandwiches and biscuits. The project will add 20 jobs to the current workforce of 45. ★

## H-E-B reveals plans for new tech center in San Antonio

A supermarket chain based in San Antonio, Texas, has announced plans for a new tech center that will bring 500 new jobs to San Antonio. H-E-B will build a five-story tech center at its San Antonio headquarters that will house 1,000 employees as the company grows the H-E-B Digital team.



# SOUTHERNAUTO CORRIDOR★COM

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automotive industry in the South, go to [SouthernAutoCorridor.com](http://SouthernAutoCorridor.com).

## Foreign direct investment is waning in the U.S.

Nowhere else in the world do foreign companies invest more than in the U.S. And most years, the South captures about half of that investment. Since the end of the recession in 2009, foreign companies have created two-thirds of the manufacturing jobs in the United States.

Foreign companies have transformed state economies in the South, and foreign companies, particularly manufacturers, can be found by the hundreds if not thousands in every Southern state. But the last two years have seen a waning total of foreign direct investment (FDI).

With \$440 billion invested by foreign companies in the U.S. in 2015, the nation set a record for FDI. That total fell to \$380 billion in 2016 and \$273 billion in 2017. It did rise to \$296 billion in 2018; however, that is still down 38 percent from its high in 2015. The biggest drop has come from the Chinese. They set a record of \$44 billion in 2016, yet there is currently hardly any Chinese investment in the U.S. this year.

## It's not just the U.S. that is seeing a slowing manufacturing sector

The U.S. joined four other major economies that saw their manufacturing contract this summer — the U.K., Germany, Japan and South Korea.

## A leading economic indicator? Sales of RVs are sliding.

The recreational vehicle industry is seeing slower sales, a warning sign that a recession is ahead. In every recession since 1980, RV sales tumbled just before the recessions were official. Shipments of RVs have fallen 20 percent so far this year according to the RV Industry Association. In an article in *The Wall Street Journal* this summer, an economist at Ball State University, Michael Hicks, said, "The RV industry is better at calling recessions than economists are."

CONTINUED



Honda Manufacturing of Alabama contributed more than \$12 billion in 2018 to the state's economy.



## ALABAMA

### Last year was Alabama's biggest year ever for FDI

Alabama has been incredibly successful at recruiting foreign companies. Four foreign automakers operate OEMs in the state with another — Mazda Toyota — currently building an OEM manufacturing facility. Last year, Alabama saw a record set in foreign direct investment with companies from 16 different countries launching projects with more than 7,500 new jobs. Those announcements set an investment record of \$4.2 billion in 2018.

### Auto supplier DaikyoNishikawa breaks ground in Huntsville

Japan-based auto parts supplier DaikyoNishikawa has broken ground on a \$110 million plant on the site of the Mazda Toyota assembly plant in Huntsville, Ala. The company will produce plastic automotive parts for Mazda Toyota. The project will create 380 full-time positions.

### New Mercedes-Benz battery plant and parts warehouse taking shape in Bibb County

Investments by Mercedes-Benz U.S. International operations are taking shape in Woodstock, Ala. The German automaker's Global Logistics Center warehouse is nearing completion. It will consolidate several ware-

houses in the U.S. to one location. Mercedes will stock every part needed by a dealership or service center in the United States. The battery plant, which is part of a \$1 billion expansion in Alabama, is nearing construction. The new battery facility near Tuscaloosa is part of a global production network of eight battery factories worldwide. The network of battery plants means Mercedes-Benz will offer at least one electrified vehicle in each model series by 2022, including the SUVs built at the Tuscaloosa assembly plant.

### Brose completes expansion in Tuscaloosa County

Auto parts supplier Brose Tuscaloosa is celebrating the completion of an 80,000-square-foot expansion. The company supplies seat components to nearby Mercedes and other automakers. Brose now employs 700 at its Tuscaloosa County plant.

### Tuscaloosa-made Mercedes vehicles pile up at German airport

Mercedes-Benz is storing thousands of undelivered Alabama-made GLE SUV models at a former military airport in Northern Germany. Issues with a supplier have created the delays in deliveries. The vehicles were made in Alabama for European customers.

### Honda plant in Alabama has huge economic ripple

Honda Manufacturing of Alabama contributed more than \$12 billion in 2018 to the state's economy. Along with its suppliers, Honda was responsible for more than 45,647 jobs in the state, according to an economic impact study released in August by the Economic Development Partnership of Alabama and the Center for Business and Economic Research at The University of Alabama.

### Toyota shifts production plans for Alabama plant under construction

The Mazda Toyota Manufacturing U.S.A. joint venture assembly plant in North Alabama, which is under construction, will now assemble a new SUV model instead of the Toyota Corolla. The new SUV doesn't have a name yet. Construction of the \$1.6 billion, 4,000-employee plant is still on schedule with plans to ramp up production in 2021, however that production will be delayed by the new model. Mazda is also going to build a new SUV at the plant and both automakers will now share components.

### Japan-based auto supplier to build plant to serve Mazda-Toyota plant in Alabama

In the summer, Japan-based global automotive supplier Vuteq announced it is investing \$60 million to open

a new plant that will service Mazda Toyota Manufacturing U.S.A., in Huntsville, Ala. The company will produce interior and exterior plastic-injected parts. Mazda and Toyota are currently building their joint venture plant in the Southern Automotive Corridor. The Vuteq project is a \$60 million investment that will create 200 jobs.

### Auto supplier expands in Alabama

Italy-based 2A S.p.A. is expanding its facility in Auburn, Ala. The \$15 million project will create 50 jobs. The die-casting company has many customers, including Porsche, Volvo Trucks and Alfa Romeo.

### Improvements at South Alabama Megasite

The 3,000-acre South Alabama Megasite in Baldwin County is getting \$5 million in improvements thanks to Alabama Power and CSX Transportation and a new state program. The improvements include a CSX rail spur off the main rail line that runs along the southern part of the site. Also, 200 acres of the site will be graded creating a 1 million-square-foot pad.

### Motus Integrated Technologies breaks ground on \$15 million Alabama plant

Motus Integrated Technologies recently broke ground on its \$15 million,



School bus manufacturer Blue Bird has made a significant investment to build a 60,000-square-foot bus painting facility which uses the latest in robotic technology at its assembly plant in Fort Valley, Ga.

state-of-the-art manufacturing facility in Gadsden, Ala. The 96,000-square-foot facility will create nearly 100 jobs producing headliners, armrests and trim components for the auto industry. The new Gadsden facility will span more than two acres of land and is anticipated to be complete next year.

**Gerhardi opens first U.S. plant in Alabama**

German auto supplier Gerhardi has opened its first U.S. manufacturing facility in Montgomery. The \$41.6 million plant will employ up to 235 people to produce interior and exterior plastic automotive parts at the state-of-the-art injection molding, electroplating and assembly plant.

**GEORGIA**

**Blue Bird opens paint facility in Fort Valley, Ga.**

School bus manufacturer Blue Bird has made a significant investment to build a 60,000-square-foot bus painting facility which uses the latest in robotic technology at its assembly plant in Fort Valley. In keeping with the

company's mission of going green, the facility features a zero-to-landfill design. All paint overspray will be captured, dried and sent to a power generation plant to be used as fuel.

**KENTUCKY**

**Ford to invest \$550 million to upgrade the Louisville Assembly Plant**

Detroit-based Ford Motor Co. will invest \$550 million to install new equipment and modernize its Louisville Assembly plant where it makes the Ford Escape and Lincoln Corsair models. The investment coincides with a new generation of its high-selling Escape SUV. The new model will incorporate a variety of new technologies.

**MISSOURI**

**Auto parts supplier Faurecia opens plant in Missouri**

Faurecia's new 281,000-square-foot manufacturing plant in Blue Springs, Mo., is now operational, making doors and dashboards for the Kansas City-made Ford F-150 pickup. The plant currently employs about 200 people, however at full

build out, employment there is expected to top 400.

**NORTH CAROLINA**

**North Carolina on short list to land Mahindra Automotive**

Flint, Mich., and Greensboro, N.C., are among the cities in contention to land Mahindra Automotive North America's second U.S. assembly plant and the 2,000 jobs it would bring. The India-based automaker's current assembly plant in Auburn Hills, Mich., is at capacity, and a significant expansion is needed to produce new products for the U.S. market.

**Goodyear upgrades North Carolina plant**

The Goodyear Tire & Rubber Company plans to upgrade and add equipment at its 50-year-old tire production plant in Fayetteville, N.C. In order to receive a grant from the state, Goodyear must make at least \$180 million in capital improvements at the

site and retain the 2,000 jobs currently in place.

**SOUTH CAROLINA**

**BMW's latest expansion marks \$10 billion invested in Upstate South Carolina plant**

The ongoing \$600 million expansion at BMW's plant in Greer, S.C., means that the German automaker has invested \$10 billion in the plant since 1994. The plant houses about 9,000 workers and makes BMW's X models. A University of South Carolina study found that the sprawling Spartanburg County plant has had \$16.6 billion in economic impact.

**New Jersey auto supplier to set up shop in South Carolina**

CRP Industries will invest \$2.5 million and move into a new 50,000-square-foot facility in Conway, S.C. The power steering systems manufacturer will create 115 jobs in the deal.

CONTINUED

Detroit-based Ford Motor Co. will invest \$550 million to install new equipment and modernize its Louisville Assembly plant where it makes the Ford Escape and Lincoln Corsair models





## TENNESSEE

### Mitsubishi is relocating its HQ from California to Tennessee

Mitsubishi Motors North America is relocating its headquarters to the Nashville area from California in a move that will strengthen the Japanese automaker's financial ties to Nissan and bolster Tennessee's stature as a major U.S. auto hub. The move this year will bring 200 jobs to Franklin, Tenn., where Nissan operates its North American headquarters. The Japanese automaker will invest over \$18 million in the relocation.

### Nashville-based Nissan to cut over 12,000 jobs

Nissan, which operates its North American headquar-

ters in the Nashville MSA, is cutting 9 percent of its global workforce. The Japanese automaker has reduced shifts at its plant near Jackson, Miss., and cut about 400 workers. At this time, no cuts are expected at its headquarters, engine plant and assembly plant in Middle Tennessee. However, 12,500 jobs will be eliminated worldwide and production capacity will be reduced by 10 percent. Nissan has seen a 7 percent decline in sales from the same period of last year.

### Japanese auto parts supplier plans Tennessee plant

HIROTEC Group, a Japan-based global automotive supplier specializing in the production of body-in-white closures, exhaust systems,

The ongoing \$600 million expansion at BMW's plant in Greer, S.C., means that the German automaker has invested \$10 billion in the plant since 1994.

and closure manufacturing equipment, is investing in a new plant in Fayetteville, Tenn. The new plant will specialize in exhaust production and stamped parts. The \$48 million plant will house 100 workers.

### Italy-Based auto supplier expands Tennessee operations

Athena-SCE, an automotive supplier, will invest more than \$3 million to expand its operations in Mount Pleasant, Tenn. The company plans to create 36 additional jobs in Maury County to produce gaskets and other sealing devices for automotive and industrial applications.

### Auto supplier expanding in Chattanooga

A German auto supplier is expanding its operations in Chattanooga, Tenn., which will become its North American headquarters. The \$6 million investment will create another 100 jobs in Hamilton County. ATN Hoelzel LP provides robot-

ic gluing equipment for the auto industry.

### Love's will establish facility in Milan, Tenn.

Love's Travel Stop will create a tire retread and distribution facility in Milan. . . the largest of its kind for Love's, totaling 200,000 square feet. The company will invest \$8.8 million and create up to 80 jobs.

## TEXAS

### Toyota plans mega investment

Toyota is reportedly planning to spend as much as \$398 million to optimize its San Antonio truck plant. The plant, which builds the Tundra and Tacoma, will be reconfigured to boost production of the trucks. While the upgrades won't result in any new jobs, the investment would boost the plant's capabilities through the installation of additional robotics and other technologies. The automaker will likely add at least one vehicle model to the Tundra and Tacoma pickups already rolling off the assembly line.

Hennessey Performance Engineering celebrated the groundbreaking of an expansion of its plant in Sealy, Texas, to accommodate increased demand for its tuned vehicles, as well as the upcoming Venom F5 hypercar.





Hino Motors Manufacturing U.S.A. opened its 1 million-square-foot plant in Mineral Wells, W.Va.

**Toyota supplier to hire 900 in South Texas**

Aisin AW, a maker of transmissions for Toyota and other automakers, is building a new plant in Guadalupe County, near San Antonio. The \$400 million project will create 900 jobs. Toyota assembles pickup trucks in San Antonio.

**Hennessey expands in Texas for Venom F5 hypercar**

Hennessey Performance Engineering in late July celebrated the groundbreaking of an expansion of its plant in Sealy, Texas, to accommodate increased demand for its tuned vehicles, as well as the upcoming Venom F5 hypercar.

**VIRGINIA**

**BMW supplier to expand in Virginia**

BimmerWorld, a leading BMW parts supplier, will invest \$1 million to expand its operation in Pulaski County, Va. The company is increasing warehouse space to accommodate a growing demand for parts.

**WEST VIRGINIA**

**Hino Motors opens its new West Virginia plant**

In the summer, Hino Motors Manufacturing U.S.A. opened its 1 million-square-foot plant in Mineral Wells, W.Va. The company is now making class 6, 7 and 8 conventional trucks. The plant's capacity is 15,000 trucks per year and at opening, Hino announced a new \$40 million expansion that will bring employment at the facility to around 800 jobs. ☺

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# THE IMMIGRATION ISSUE

For the first time in more than 100 years, the U.S. economy needs immigrants to maintain a thriving economy.

In previous cover stories, Southern Business & Development has warned readers about a demographic nightmare in the United States. We are running out of people needed (1) to fill over 7 million available jobs that are currently being filled at very low rates, (2) to replace our aging workforce, and (3) to help pay benefits such as Social Security and Medicare for the next generation.

The 2020 presidential race is now upon us. The issues are wide and deep. Immigration, national debt, gun control, climate change and the crisis on the Southern border are all issues that need to be addressed. Yet, no issue in my opinion is more important than the one that no one is talking about; the fact that the nation's population is not growing and workers are aging out of the workforce (retiring) at the rate of 10,000 a day. The birthrate in 2018 was the lowest in the nation's history, or since birthrates were first tallied.

Governments cannot force women of child bearing age to have more children. The government can encourage higher birthrates with tax credits. The Child Tax Credit in 2019 is worth up to \$2,000 per qualifying child and \$500 per qualifying dependent. Make that \$10,000 per qualifying child and it just might make a difference because so many 20- to 40-year-olds do not believe they can afford a child. Or, maybe they believe they can afford to have just one child because of different issues, one of which could be overwhelming student debt.

BY MICHAEL RANDLE

CONTINUED

# Why

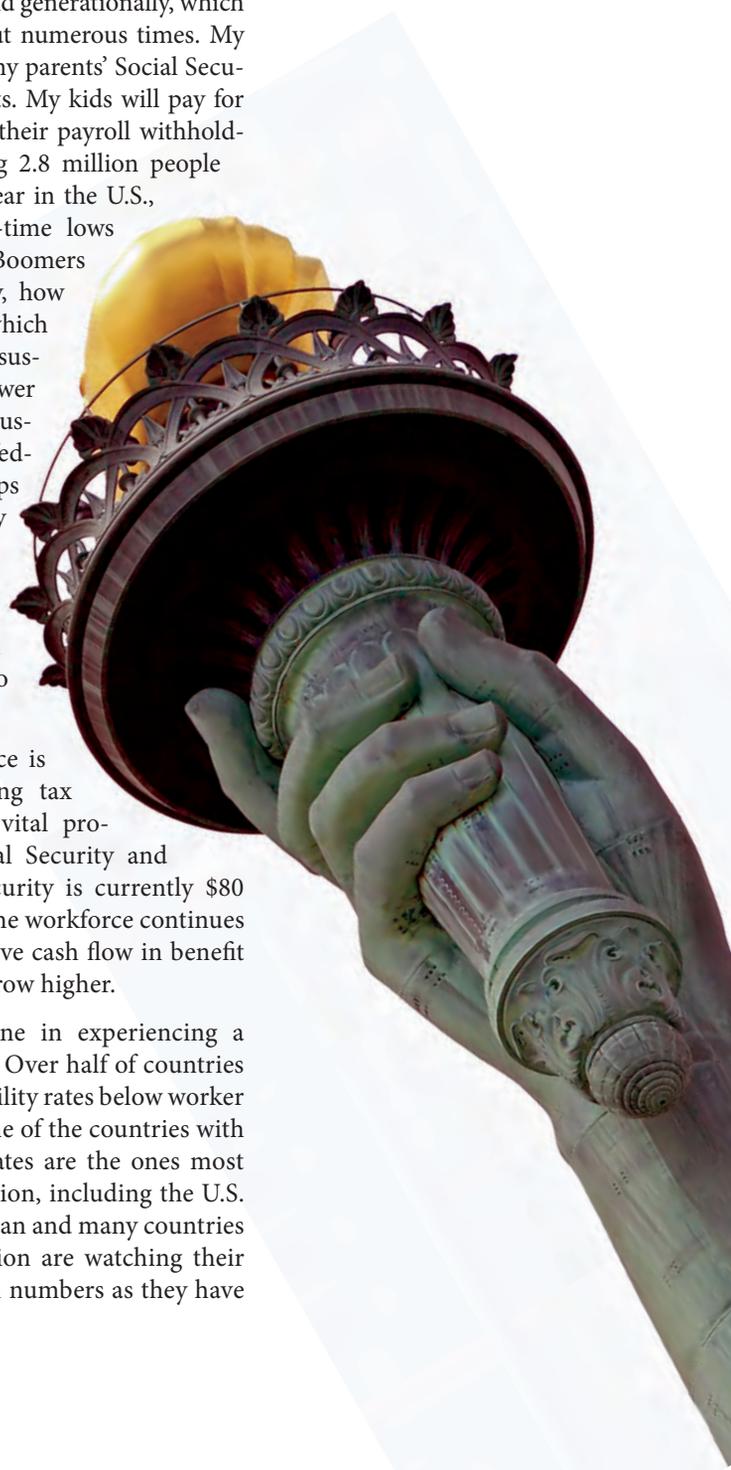
are low birthrates such a concern? The ramifications are huge. For one, the economy cannot grow at healthy rates when workers cannot be replaced. We have the largest generation in this nation's history aging out of the workforce and at the same time we are experiencing the lowest birthrates ever. It is this nation's biggest economic issue and it will only get worse before it gets better.

To give you a numerical comparison of the demographic crisis we are experiencing, here is the data: This year, approximately 310,000 Baby Boomers (born between 1946 and 1964) will retire each month. However, on average, about 70,000 people are turning working age (16) per month in 2019. That figure is projected to drop to around 50,000 people turning working age per month by 2028. That means, on average, 240,000 jobs must be replaced each month and we are nowhere near that number in available workers. That also means the various levels of governments are losing 240,000 tax-paying workers each month, which is not sustainable.

Why is it not sustainable? Benefits such as Social Security are paid generationally, which we have written about numerous times. My taxes are paying for my parents' Social Security and other benefits. My kids will pay for my benefits through their payroll withholdings. If we are losing 2.8 million people from payrolls each year in the U.S., birthrates are at all-time lows and 10,000 Baby Boomers are retiring each day, how will our benefits, which we have paid for, be sustained? The sad answer is they cannot be sustained unless the federal government steps in with some really effective initiatives, like increasing immigration of working age individuals from 1 million a year to 3 million a year.

A growing labor force is critical for generating tax revenues that fund vital programs such as Social Security and Medicare. Social Security is currently \$80 billion in the red. If the workforce continues to shrink, that negative cash flow in benefit programs will only grow higher.

The U.S. is not alone in experiencing a shrinking workforce. Over half of countries in the world have fertility rates below worker replacement and some of the countries with the lowest fertility rates are the ones most opposed to immigration, including the U.S. and Japan. China, Japan and many countries in the European Union are watching their labor force decline in numbers as they have



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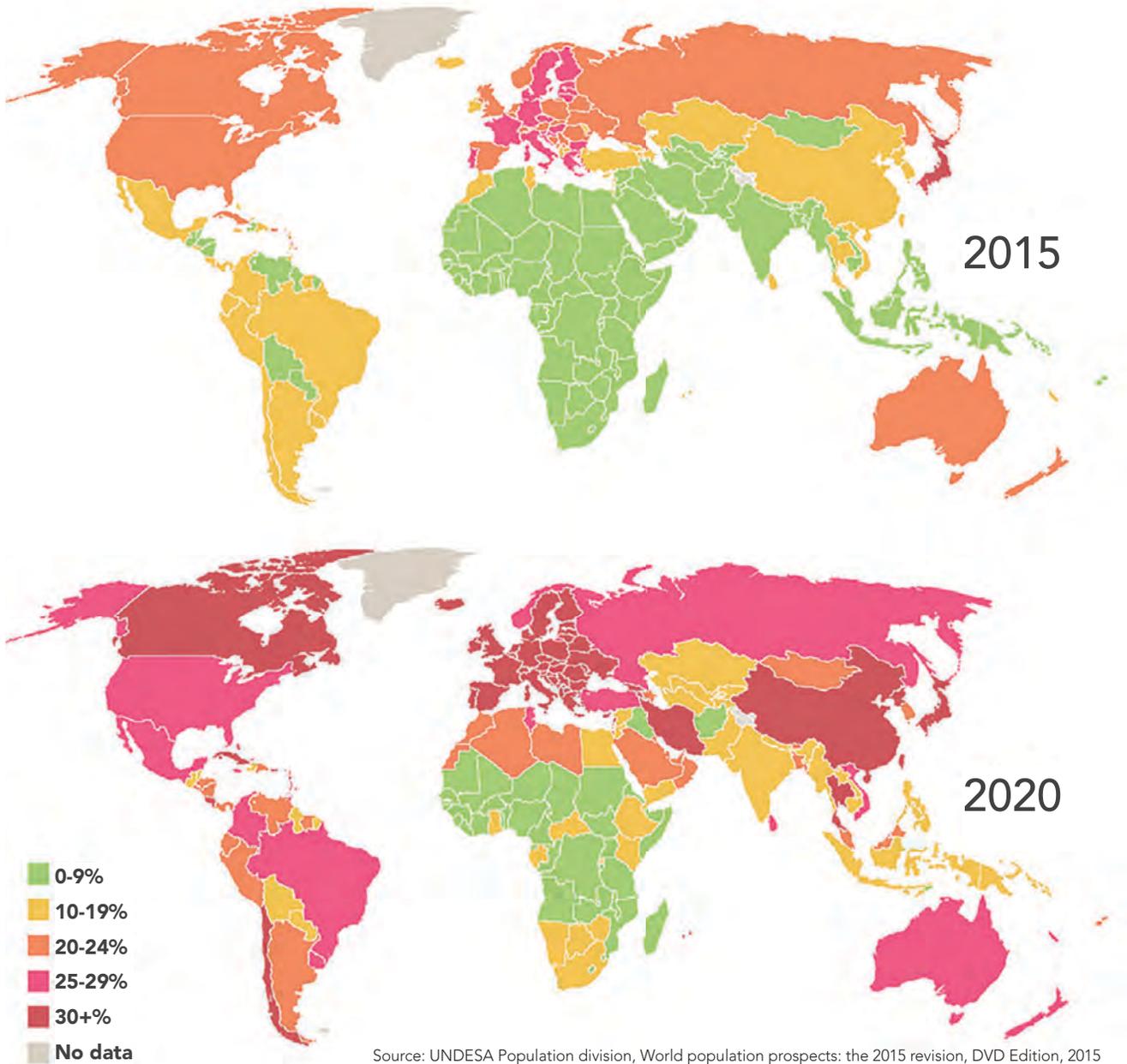


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# POPULATION OVER 60



Source: UNDESA Population division, World population prospects: the 2015 revision, DVD Edition, 2015

their own versions of the Baby Boomer generation aging out. Even Vietnam, which has seen a surge of employment activity since the U.S. imposed tariffs on China, has now realized it is out of workers. So have companies that are fleeing China to avoid Trump's tariffs. They have found that much of Asia does not have the appropriate infrastructure and labor shed for their manufacturing needs.

For those countries, including the U.S., immigration will be fundamental in mitigating demographic headwinds. There are 962 mil-

lion people in the world today over 60 years old. A study by Citi predicts there will be over 2 billion people over 60 in 2050. That is more than 25 percent of the world's population that is at or near social services age. The world has never before seen a stat like that.

Immigrants may be exactly what the U.S. needs when it comes to replacing its workforce. About 75 percent of migrants are of working age (16-64). That's compared to 57 percent of the global population, and 64 percent of the U.S. population, being of working age. And in the U.S., the youngest Baby

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Boomer is 55 years old.

Now, you might say to yourself that automation (robotics) can overcome this demographic crisis caused by an aging workforce and a low birthrate. Yes, that is already happening. In August, Amazon unveiled plans to retrain a third of its U.S. workforce by 2025 to assist its employees moving into more advanced jobs or finding new careers. Most of the training will involve high-skilled work with robots and other aspects of automation. But what about the taxes paid by these workers that are being replaced by robots? What is the answer there? Governments will have to tax robots. There is no other answer. Workers pay local and state taxes. As of now, robots that replace tax-paying workers do not.

Exacerbating the demographic crisis is the fact that, according to the 2018 Retirement Confidence Survey by the Employee Benefit Research Institute, 45 percent of American workers have less than \$25,000 in savings for retirement. That is not enough to cover one year's expenses. One way or another, the fed-

eral government will be on the hook for that.

So, how to grow our nation's shrinking workforce? There are three choices. (1) As mentioned, we can subsidize fertility. (2) We can accept slower growth. (3) We can increase legal immigration to fill those 7 million jobs that are available and to increase payrolls so that our benefit structure can be sustained. It is that simple. It's math.

Currently, however, we are doing the exact opposite. President Trump's immigration rule announced in August (without the approval of Congress) would deny green cards to people who are likely to rely on some form of public assistance such as housing or food stamps. The order marks a major departure from decades of U.S. immigration policy that provides public assistance as a way to get a person or family started in this country. Historically, many immigrants have come to the U.S. with very little means, and the nation for over 100 years favored family reunification.

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If they are “poor,” how can they  
“stand on their own two feet”  
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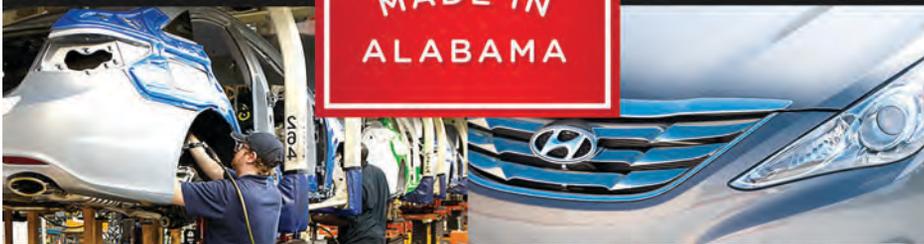


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stand on their own two feet and who will not become a public charge,” said Ken Cuccinelli, Trump’s top immigration official, in an interview in August. If they are “poor,” how can they “stand on their own two feet” at least in the first year of immigrating here?

They will undoubtedly find a job; there are 7 million jobs available with few takers each month. In August, only 130,000 jobs were created. Assisting immigrants when they arrive, even if it’s for just one year, will fill more jobs. And since they will have no problem finding a job, they will be on the tax rolls supporting the rest of the population. So denying green cards for those who need public assistance, at least at first arrival in the U.S., is denying much needed workers and tax payers.

In his 2019 State of the Union address, President Trump said, “Legal immigrants enrich our nation and strengthen our society in countless ways. I want people to come into our country in the largest numbers ever, but they have to come in legally.” Since that statement in February, President Trump’s orders have made legally immigrating to this country much more difficult.

## **THE STATE OF IMMIGRATION TODAY IN THE UNITED STATES**

There are approximately 45 million immigrants in the U.S., according to census records, not counting their U.S.-born children. Of those, about 11 million are unauthorized immigrants, meaning about 75 percent are documented immigrants and their children. One in seven U.S. residents is foreign born. Mexicans account for approximately 25 percent of immigrants in the country. Indians and Chinese (including immigrants from Hong Kong) are the next largest groups at about 6 percent each. Filipinos are at about 5 percent with El Salvador, Vietnam, Cuba and the Dominican Republic all at about 3 percent each. South Korea and Guatemala round out the top 10 sources of immigrants in the U.S. with 2 percent each. These numbers are in stark contrast with 1960 when Italians



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Should Baxter pay income tax? Robots continue to replace humans in the workforce. Baxter, shown at right, is part of network that allows him to learn while performing the task given to him.

made up 13 percent of our immigrants, followed by Germans and Canadians at about 10 percent each.

Immigrants from Mexico dominated inflows post-1970, but that changed during and after the recession of 2007-2009. Today, immigrants are more likely to come from Asia, specifically from India and China. There are today approximately 90 million immigrants and their U.S.-born children residing in the U.S. according to the 2018 Current Population Survey (CPS). That represents about 28 percent of the U.S. population.

In 2017 (latest figures available), 31 percent of the 39 million immigrants age 25 and older had a bachelor's degree or higher. That is about the same percentage of degrees as U.S.-born adults. Of note, in the last five years, the number of college-educated immigrants entering the U.S. has risen to 47 percent.

CONTINUED

A woman wearing a dark cap, safety glasses, and a blue long-sleeved shirt is working on a large, complex engine component in a factory setting. The background shows other workers and industrial equipment.

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has proposed cutting public benefits to legal immigrants. The problem is H-1B visas are a merit-based immigration tool. Cutting those visas ultimately does the opposite of what we as a nation need to do to replace our retiring workers.

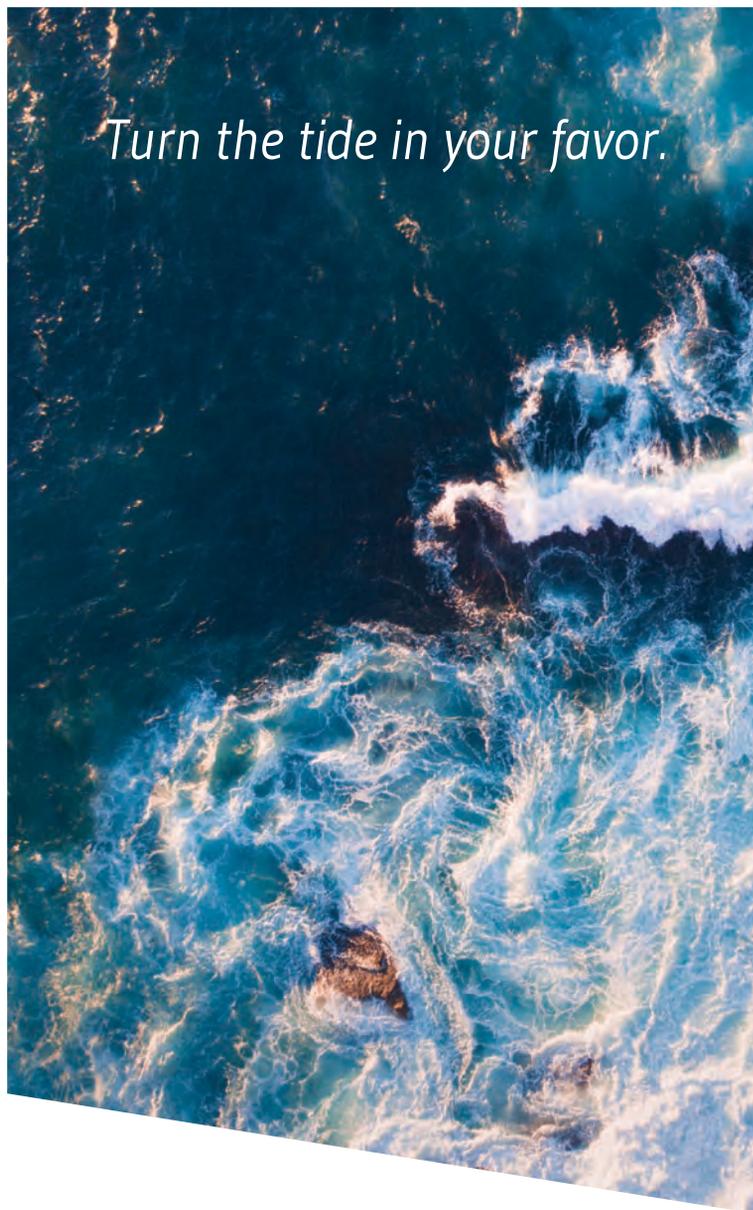
For the past five years, H-1B visa applications have exceeded supply, and employers have encouraged the last two administrations to increase the caps on the program. Based on the fact that we cannot replace the 250,000 workers per month who are retiring, one way to fill that gap is to increase H-1B visas. Congress sets the cap each year, and it has seen a low cap of 65,000 in fiscal 1990 to a high of 195,000 in 2002 and 2003.

With about 1 million immigrants allowed in this country per year, and with more than 2 million jobs that need to be replaced each year, if Congress wanted to fill the gap in the workforce today through H-1B visas, we would need to increase the annual cap by about 10 times what it is today. . . or even higher if you take into account the immigrants that will not be allowed in the country now that President Trump wants to deny green cards to people who are likely to rely on some kind of public assistance. Again, we have 7 million jobs available and few takers. Imagine what our economy would be like if we could fill those 7 million jobs.

### **IMMIGRATION'S EFFECT ON THE U.S. ECONOMY**

There are over 27 million foreign-born workers ages 16 and older in the United States. And those are the ones that are accounted for, and therefore paying taxes. Of those 27 million documented foreign-born workers, the largest share (33 percent) works in management, professional and related occupations. Twenty-three percent (the second largest share) work in services such as retail. Another 16 percent work in sales, 15 percent in production, transportation and material moving and 12 percent work in natural resources, construction and maintenance.

According to Census, about 8 million



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## Most of the undocumented immigrants work in **farming and construction**. More than 44 percent of farm jobs in the U.S. are held by **illegal immigrants**.

undocumented immigrants are participating in the workforce. At 75 percent, that is a much higher worker participation rate among the undocumented than from the U.S.-born, which stands at about 64 percent.

Most of the undocumented immigrants work in farming and construction. More than 44 percent of farm jobs in the U.S. are held by illegal immigrants. And it is estimated by the Bureau of Labor Statistics that 47 percent of construction workers in Texas are undocumented immigrants. Of course, no state in the South has an economic effect like Texas. It is the largest state economy in the South by far and the second largest economy in the nation. If you eliminated the undocumented workforce in Texas' construction industry, very little would be built, including a wall on the state's southern border.

According to the Bureau of Labor Statistics, two-thirds of the economic growth in the U.S. since the end of the recession has been driven by immigrants. Overall, immigrants have founded 30 percent of U.S. firms, and more than 50 percent of startups valued at over \$1 billion were founded by immigrants.

The current administration keeps claiming that undocumented, illegal immigrants drain public resources. While nearly 70 percent of undocumented immigrants pay taxes, they cannot use those benefits. Those individuals are paying FICA, but cannot claim Social Security or Medicare.

According to the Department of Homeland Security, 15.5 percent of un-

documented immigrants use Medicaid as a benefit. That figure is similar to the 16.1 percent of U.S.-born who receive Medicaid benefits. According to DHS, 9.1 percent of undocumented immigrants use food stamps. As for the U.S.-born, 11.6 percent use food stamps. Many undocumented immigrants receive benefits because they live in households with eligible Americans. The use of welfare is almost non-existent in the undocumented immigrant population here in the U.S. It is less than 1 percent. So, less than 1 percent of undocumented immigrants on welfare clearly indicates that they do not drain public resources.

As mentioned, most immigrants pay taxes and contribute to Social Security and Medicare. This improves the age dependency ratio, or the number of people who support the nation's senior population. The age dependency ratio is worsening because of the nation's low birth rate and the fact that so many are retiring. As more immigrants go on payrolls, the age dependency ratio improves. It is estimated that the 11 million undocumented immigrants in the U.S. pay \$11.6 billion a year in state, local, federal, sales and excise taxes according to the Institute on Taxation & Economic Policy.

As for legal immigrants, they are critical to the nation's economy, especially the South's economy. Even while being targeted by divisive political rhetoric, immigrants — both legal and illegal — have represented 53.9 percent of the growth of the labor force. Their native-born counterparts have grown the labor force by 11.8 percent in the last 10 years.



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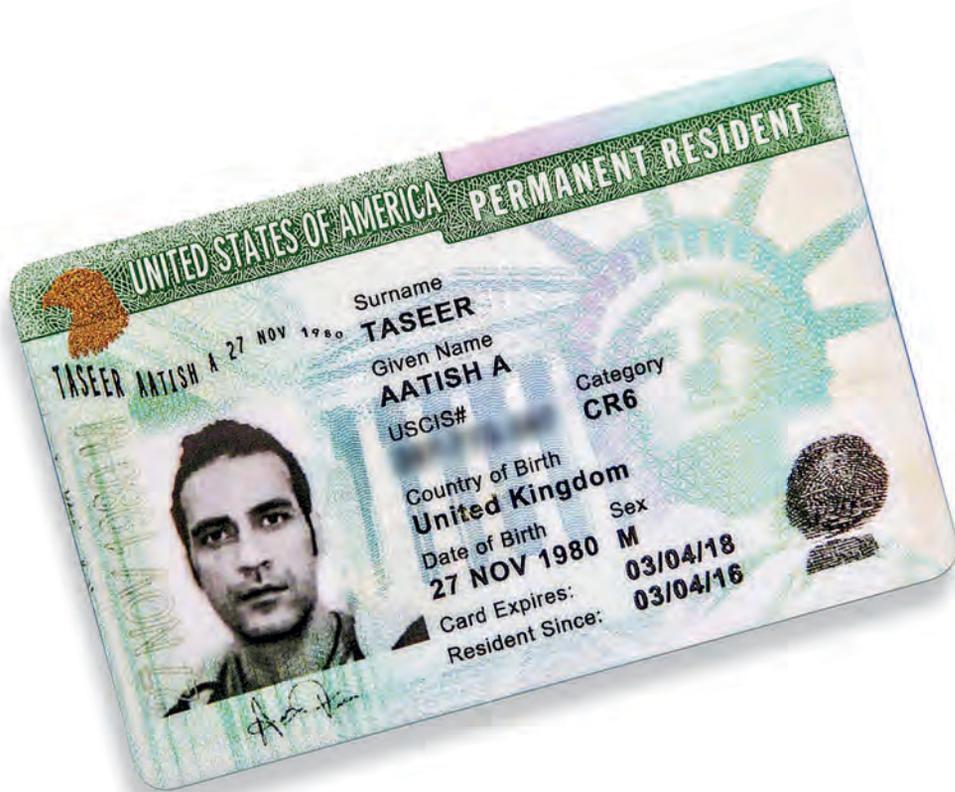
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A green card, known officially as a Permanent Residence Card, is a document issued to immigrants under the Immigration and Nationality Act, bestowing the rights, benefits and privileges of permanently residing in the United States. President Trump's immigration rule announced in August (without the approval of Congress) would deny green cards to people who are likely to rely on some public assistance such as housing or food stamps.

Immigrants only make up 17 percent of the nation's workforce; however, legal immigrants represent an important role in highly skilled occupations such as math-related jobs and computer programming, according to a recent report by Goldman Sachs. More than half of U.S. Nobel Prize winners over the past five years are immigrants, and the foreign-born have founded 44 percent of Fortune 500 companies. Furthermore, about 50 percent of doctoral degrees in math and 58 percent in IT and engineering have been earned by foreign-born international students at American universities in the last five years. Also, in Silicon Valley, 64 percent of engineers are foreign-born.

In a story in *The Atlantic* in 2017, Warren Buffet, one of the richest men in the world, said, "What immigrants have done for this country! The quality of immigrants, the motivation of immigrants, this is what has contributed to the greatness of the country."

North Texas, including the Dallas-Fort Worth metro, has one of the largest immigrant populations in the country. A study in 2017 conducted by the U.S. Census Bureau's American Community Survey showed that immigrants represented 24.4 percent of the entire working age population in North Texas and 29.4 percent of its STEM workforce. That same study found that many more immigrants are of working age compared to

U.S.-born. In North Texas, 85.6 percent of immigrants were of working age (16-64) compared to 61.1 percent of naturally born citizens who were of working age. This is a critical statistic in that our biggest labor issue is the dearth of young people in this country and the horde of old people.

Now let's look at the claim that immigrants take jobs from native-born Americans. Many people carry the belief that upwards of 40 percent of the U.S. population are immigrants, according to a study by Citi and Oxford-Martin. The truth is, 13 percent of the U.S. population is foreign-born.

The truth, also, is that we are at full employment and have been for almost three years. There is no one left to hire — U.S.-born or foreign-born — and that will be verified soon in monthly job reports from the Fed.

Monthly job totals have dropped from about 200,000 since the recession ended to 130,000 on average per month in August of this year, and they will continue to do so. There are people working in this country that don't even want to work. Just about everyone — the skilled and unskilled — is working. One cannot say that immigrants take jobs from the U.S. born. . .that is an impossible scenario when there are 7 million jobs that cannot be filled in this country. There are not enough people to fill those jobs, and that's why we need to take a very close look at increasing immigration in the country at the same time that we implement comprehensive immigration reforms.

The September 2018 study, "Migration and the Economy," by financial services giant Citi, claims that without migration to the U.S., economic growth in the country would be about 15 percentage points lower than it was post-recession. The report states, "While not quite putting the U.S. in recession, this is enough (with no immigration) to cancel out the majority of post-crisis gains" in the nation's economy over the past 10 years.

CONTINUED ON PAGE 66

# WINSTON-SALEM FORSYTH COUNTY



Description: A green card, known informally as an permanent Residence Card, is a document issued to immigrants under the Immigration and Nationality Act, bestowing the rights, benefits, and privileges of permanently residing in the United States.



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# What one country is doing to alleviate labor shortages



While companies in the U.S. keep struggling to find labor — any kind of labor, skilled or unskilled — the situation in Japan is even more dire. The U.S. is essentially out of labor with a 3.7 percent unemployment rate. Japan's unemployment rate is 2.5 percent, and the Asian economic powerhouse is one of the most immigration-unfriendly nations in the world. U.S. companies are under extraordinary pressure to find workers, but the Japanese are even more so. But unlike the U.S., Japan is doing something about its labor shortages.

Factors that indicate workers cannot be replaced, such as Japan's low fertility rate and its demographics (27 percent of the country's residents are age 60 or older), are much worse in Japan. For every 100 job seekers, there are 160 job openings there (in the U.S. there are around 110 job openings for every 100 job seekers).

In 1991, Japan's lost decade began. It was a 10-year period of economic stagnation following the Japanese asset price bubble's collapse. But it was also a time when labor constraints began in earnest in the country. In the mid-1990s, lawmakers established Japan's Technical Intern Training Program. The program recruits workers from neighboring countries such as Vietnam, China, the Philippines, Indonesia and Thailand.

The intern program began slowly in a country that is skeptical of foreign visitors and immigrants. But government leaders had to do something, and today about 300,000 foreign work-



ers are enrolled in Japan's Technical Intern Training Program.

For the first 27 years of the worker intern program, foreign nationals usually signed three- to five-year contracts with a Japanese-based company. They learned skills that they could then take back to their home country. After five years in the old program, they had to leave Japan.

However, in April of this year, the program was extended for five more years in the country. Foreign nationals who have finished the five-year technical intern program will now be allowed to stay and work for an additional five years in Japan. They may also be able to change their visa status to work longer in the country and invite family members from their home countries to Japan.

Industries in Japan suffering from labor shortages are the same as here in the United States. Three big industry sectors in both countries where labor is just unavailable are farming, construction, and nursing and elderly care. There is no farmer in America who has ever said, "We need less Mexicans." No, they need more and we are making it as difficult as possible for those Hispanics and Latinos to work our farms.

As both nations' populations age out of the workforce, nursing and home health aides will be in high demand. Japan is expecting a nursing shortage of 380,000 in 2025. In the U.S., according to the Bureau of Labor Statistics' Employment Projections 2016-2026, Registered Nursing (RN) is listed among the top occupations in terms of job growth through 2026. The

RN workforce is expected to grow from 2.9 million in 2016 to 3.4 million in 2026, an increase of 438,100 or 15 percent.

Now, let's apply those numbers of growth in nursing and home health aides from 2016 to 2026 to the number of people entering the workforce per year in the U.S. Currently, about 840,000 people are turning working age (16) each year in the U.S. The RN workforce will need 44,000 of those people that enter the workforce each year until 2026. That means that 6 percent of those entering the workforce must become a nurse or home health aide to even fill those jobs.

To alleviate worker shortages here in the U.S. that are only getting worse each year, we could easily adopt an internship program like that of Japan's that recruits many of the asylum seekers. Instead of incarcerating these people that become a public charge — even though most of them are in for-profit prisons — we can vet them as easily as we can incarcerate them. Then, as opposed to tax payers funding their incarceration, these people can work and pay taxes.

If Japan — one of the most anti-immigration, anti-foreigner nations in the world — can develop a workforce program using working age foreigners to solve their worker replacement dilemma, then the U.S. can do the same. Not only that, if we can temporarily recruit these workers, which at some point must return to their countries with new skills, they will ultimately help their own country's workforce as well.

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Forty-seven percent of construction workers in Texas are undocumented immigrants and nationwide, 47 percent of general construction laborers are Hispanic or Latino, legal or not.

## THE LOW-SKILL AND HIGH-SKILL JOB CRISIS

This story has attempted to arm readers with facts about the immigrant workforce in the U.S. and its effect on the U.S. economy. It outlines that immigrants are large participants in both low-skill and high-skill jobs. Without immigrants, according to Citi, the economy post-recession would not have grown on average the 2-plus percent it has grown each year since 2010. Despite President Trump's statement in his 2019 State of the Union address, "Legal immigrants enrich our nation and strengthen our society in countless ways," his immigration policy has so far reduced the number of people legally coming into the U.S. His policies dropped the number of legal immigrants by about 200,000 to 900,000 in 2018 according to government data. These policies have made it more dif-



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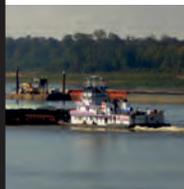
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difficult for employers to recruit foreign workers through H-1B visas. In other words, there are a series of events that have occurred that may give immigrants second thoughts about migrating to the U.S., which will have an even more negative effect on our economy.

Mass deportations, separating children from their parents at the border, mass shootings of immigrants and other minorities (such as the one in El Paso), combined with anti-immigrant rhetoric from this administration may indeed achieve its goal — immigrants may decide to put the U.S. on a secondary list of destinations as they seek a better life for their families at the exact time we need them (demographically) the most.

For years, the message from politicians, educators, economists and economic development leaders has focused on the lack of skills in our workforce. Now, practically everyone that has a skill has

a job. While there remains a skills gap, our labor force is so depleted that the concern has now become the body gap. We need bodies. We need more people. Otherwise, the American way of life — such as benefits for retirees — will be a memory simply because we cannot replace our workforce, therefore we cannot adequately fund social benefits. We can't replace our workforce now to the tune of 240,000 people a month and it will only get worse simply because the federal government will not act on this crisis of diminishing numbers in our workforce.

While the skills gap has been viewed as a crisis, there is also the chance of a crisis in the low-skills labor category. With an aging population, the U.S. will need an army of nursing, psychiatric and home care aides. Immigrants represent a 24 percent share in those that take care of the elderly.

## THE LABOR CRISIS IN THE CONSTRUCTION INDUSTRY

The one industry sector that is suffering the most from a lack of immigrants, even illegal immigrants, is the construction industry. . .in all states, but especially the construction industry in Texas and Louisiana.

There is no getting around the fact that 47 percent of construction workers in Texas are undocumented immigrants, and nationwide, 47 percent of general construction laborers are Hispanic or Latino, legal or not.

Both single-family and multi-family homebuilders cite the current labor shortage crisis as the main cause of rising home prices as well as slower building rates. In specialty building trades, Hispanics and Latinos represent 70 percent of drywall and ceiling tile installers, 55 percent of painters

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and 56 percent of roofers. It is a major understatement to say that the construction industry is heavily dependent on documented and undocumented Hispanic and Latino workers. We wouldn't have a construction industry without them. That's not an opinion and it isn't a political statement; it is a fact.

In a story published by CNBC.com in July, CEO Toby Bozzuto wrote a letter to his employees of the Maryland-based Bozzuto Group. The company has developed, built and acquired 45,000 dwellings of all types on the East Coast and in Midwestern states. The company has annual construction revenue of \$500 million and has 2,500 employees according to its website.

Bozzuto tried to reassure his Hispanic and Latino workers in the letter that his company is committed to them, even in this age of anti-immigrant, inflammatory rhetoric. So, he sent them this letter to them that was published, in part, by CNBC:

"It is not enough to stand by as intolerance of the 'other' becomes increasingly normalized.

"It is not enough to stand by and allow divisive rhetoric to define who we are as a country.

"On Lady Liberty's tablet was the truth. 'Give me your tired, your poor, your huddled masses yearning to breathe free, the wretched refuse of your teeming shore, Send these, the homeless, tempest-tossed to me, I lift my lamp beside the golden door!'"

Then he wrote, "Indeed, don't send them home, send them to us. Send them to Bozzuto where we can show the world what beautiful things can happen when people of diverse opinion, gender, race, sexual orientation and background come together.

"Send them to us," he said, instead of sending them back.

What does that tell you about the labor situation in this country? It tells you that companies are essentially begging the government to increase immigration, somehow, some way in a sensible manner so they can continue to grow. It is a statement that immigration reform's time has come in an age of a dearth of labor.

### MORE EXAMPLES OF SPARSE LABOR

With the advent of large scale natural gas mining (fracking) in the U.S. over the last decade, the nation has seen an unprecedented increase in petrochemical, natural gas and LNG plant activity. Hundreds of billions have been spent in the

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In Dallas, a Polish Jewish community gave way to thousands of immigrants fleeing the Mexican Revolution in the 1910s, and “Little Jerusalem” became “El Barrio.” Shown above is a Cinco de Mayo celebration there in 1925.

## DALLAS COUNTY, TEXAS’ IMMIGRANT COMMUNITY

Dallas-Fort Worth is home to one of the largest legal *and* unauthorized immigrant communities in the nation. Few people realize how important immigrants are to local economies. The New American Economy just released a report on immigration in Dallas County stating that without its immigration population, Dallas County would miss out on thousands of jobs and billions of dollars. Here are some facts from the report on immigration — both legal and unauthorized — in Dallas County.

### **New American Economy analyzed data from the U.S. Census Bureau’s American Communities Survey from 2012-2017:**

- Immigrants in Dallas County own about 40 percent of the businesses and have \$13.4 billion in spending power.
- Immigrant households — both legal and unauthorized — earned about \$17.5 billion from 2012-2017.
- Immigrants accounted for 50 percent of the population growth in Dallas County from 2012-2017.
- The Dallas County immigrant community contributed about one-quarter of the county’s gross domestic product.

### **New American Economy also looked at Dallas County’s undocumented immigrant population. It found:**

- The unauthorized immigrant population in Dallas County made up 48 percent of the immigrant population.
- Undocumented immigrants spent \$5.3 billion in the county from 2012-2017.
- Unauthorized immigrants in Dallas County paid \$618 million in local, state and federal taxes.

last 10 years just in the petrochemical and LNG sectors. In fact, there are several LNG export facilities in Texas and Louisiana being built now or that have been approved. In and around Lake Charles, La. — just one market — over \$100 billion has been announced in petrochemical and LNG facilities. Just one LNG export facility can cost upwards of \$25 billion with a need of over 10,000 construction workers.

While there have been an unprecedented number of these facilities built, they are slowing slightly in number. But at the height of the construction of so many petrochemical and LNG facilities during a five-year stretch from about 2012 to 2017, many projects were held up for one reason — not enough workers. So workers, whether they are welders or pipefitters, would have to finish one job before another could be started. In other words, billion-dollar projects would be delayed to wait on another billion-dollar project to be completed so those construction workers could move on to the next site.

## **THE SOUTH: THE OUTLIER IN WORKER REPLACEMENT**

While increasing legal immigration is the solution to replacing the workforce nationwide, it is not the only answer in the South and West, two U.S. regions that see net increases in migration from other U.S. regions each year. But it is the only answer to worker replacement in the Midwest and Northeast, as both regions are seeing net decreases in their workforce from migration within the U.S.

According to the Census Bureau’s latest population survey, the Northeast lost 352,000 residents from domestic migration for fiscal year 2017-2018, with New York and New Jersey leading the way. That figure represents the highest net loss of residents in the Northeast since 2004-2005, and today it is estimated that more than 250,000 people will leave the region this year. Most of those people from the Northeast move to metro areas in the South.

In the Midwest, the out-migration isn't much better. However, the Midwest welcomed far more people from other parts of the country than the Northeast. Last year, the Midwest saw a net loss of just 38,000 people. The Northeast's situation is dire. Of those that relocated out of the region last year, only 8 percent were age 65 and older, meaning 92 percent of the 352,000 migrating out of the region last year were of working age.

The majority of Northeasterners moved to the 15-state American South. Of the 600,000 that left the Northeast last year on a gross basis, 412,000 moved to the South, with Florida and North Carolina the largest recipients of the migrants. A major spike in migration to the South occurred in fiscal 2017-2018. That year, the South saw a net migration that topped 500,000 people, with about 90 percent of those being working age. That is the largest annual total of migration to the South from other U.S. states since the Census' Current Population Survey first published in 1980.

### CONCLUSION

We have plenty of issues in this country that need our attention. A top priority should be the fact that our population is not growing, which poses tremendous challenges to not only our workforce, but also employers all across the country.

The Great Recession wiped out nearly 9 million jobs and \$19 trillion in wealth from households throughout the United States. Is the lowest fertility rate in the nation's history a factor of the Great Recession? The worker replacement rate started exactly 10 years ago. That deficit has occurred every year in the last 10 years, so it must be an issue that started during the Great Recession.

In the summer, the U.S. recorded the longest economic expansion in the nation's history and it continues today. We have now gone more than 10 years without a contraction in the economy. Yet, as employment stabilized and wages rose,

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fertility did not. In recent history, recoveries tend to boost fertility rates, not reduce them.

The nation today is in new territory demographically. There have been few times in U.S. history (never for 10 consecutive years) when we could not replace our current workforce, and never has there been a time when so many are

aging out and retiring. Unless legal immigration is increased three-fold — the only solution to our waning workforce — I guess we will know our fate over the next two decades. We might have a happy ending, but deep down, I believe the situation could result in a broad swath of unfunded social services programs that we, as a nation, have relied on for decades. ☹️

# TOP DEALS

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



## ANNOUNCEMENTS MADE IN THE SUMMER 2019 QUARTER

Development	Jobs	Investment*	N/E/R**	Location	Description
1. Uber	3,000	\$75	N	Dallas, Texas	Ride sharing
2. Amazon	2,000	N/A	N	Memphis, Tenn.	Distribution
3. Simmons Foods	1,500	\$300	N	Siloam Springs, Ark.	Poultry
4. AvidXchange	1,220	\$41	N	Charlotte, N.C.	Headquarters
5. Quapaw Nation	1,000	\$350	N	Pine Bluff, Ark.	Casino
6. Amazon	1,000	\$200	N	Atlanta, Ga.	Distribution
7. H-E-B	1,000	N/A	N	San Antonio, Texas	Tech center
8. Aisin AW	900	\$400	N	Guadalupe Co., Texas	Auto parts
9. Stitch Fix	900	N/A	N	Lithia Springs, Ga.	Distribution
10. Trane	700	N/A	N	Columbia, S.C.	HVAC

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

Source: RandleReport.com

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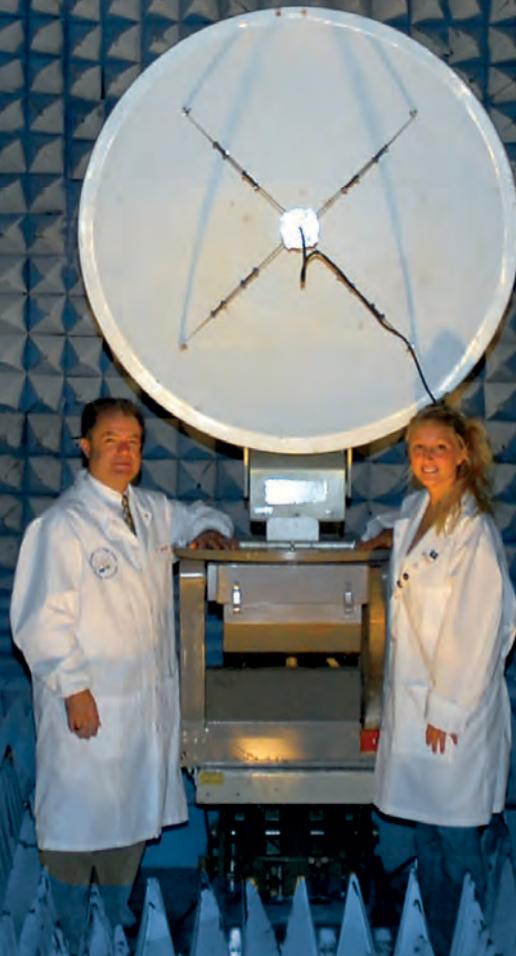
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