



ABOVE: After winning "State of the Year" last year, Kentucky came in with an "Honorable Mention" this year. Pictured here is the Kentucky Cabinet for Economic Development.

LEFT: Tennessee won its first "State of the Year" since 2010 for its performance in calendar year 2015. Pictured is Tennessee Gov. Bill Haslam at a recent economic development announcement.

**STATE OF THE YEAR  
 TENNESSEE**

525 Points, 82.0 PPM (2nd)

Notable Tennessee Deals:

Company	Jobs	Investment
Community Health	1,500	\$66m
Nissan	1,000	\$160m
Aegis Sciences	740	\$31m
Google	70	\$600m
Advanced Tactical	605	\$553m
Denso	500	\$400m

**HONORABLE MENTION  
 LOUISIANA**

540 Points, 114.9 PPM (1st)

Notable Louisiana Deals:

Company	Jobs	Investment
Formosa Petro	1,200	\$9.4b
G2 LNG	272	\$11b
IBM Application	400	N/A
Brown & Root	550	N/A
SCT&E LNG	N/A	\$9.2b
EPIC Piping	560	\$45m

**HONORABLE MENTION  
 SOUTH CAROLINA**

325 Points, 66.3 PPM (5th)

Notable South Carolina Deals:

Company	Jobs	Investment
Volvo Car Group	2,500	\$500m
Daimler Vans	1,300	\$500m
Kronotex USA	N/A	\$230m
Red Ventures	1,500	\$90m
Movement Mtge	650	N/A

**HONORABLE MENTION  
 ALABAMA**

360 Points, 73.4 PPM (3rd)

Notable Alabama Deals:

Company	Jobs	Investment
Mercedes-Benz	300	\$1.2b
Google	100	\$600m
Polaris	2,000	\$140m
Kamtek	354	\$534m
GE Aviation	300	\$200m
Yorozu	300	\$100m

**HONORABLE MENTION  
 MISSISSIPPI**

210 Points, 70.0 PPM (4th)

Notable Mississippi Deals:

Company	Jobs	Investment
HM Richards	500	\$8m
Winston Plywood	400	\$48m
Sofidel	230	\$120m
Steel Dynamics	40	\$100m
US Foods	240	\$47m

**HONORABLE MENTION  
 KENTUCKY**

290 Points, 66.0 PPM (6th)

Notable Kentucky Deals:

Company	Jobs	Investment
Ford	2,000	\$1.3b
Bowling Green Metal	450	\$261m
Fritz Winter	343	\$193m
General Motors	36	\$483m
Toyota	50	\$124m



Charlotte won "Co-Major Market of the Year" with Nashville in the 2016 SB&D 100. Both earned an impressive 185 points. Pictured is the Charlotte Chamber economic development team (l to r) Jeff Edge, Eileen Cai, Sven Gerzer and Kati Hynes.

# Mega-Markets

(2,500,000-plus population)



Knoxville had an outstanding year in 2015, earning an "Honorable Mention" in the major market category. Pictured is the Knoxville Chamber's economic development team.

Mega-Market of the Year  
DALLAS-FORT WORTH  
245 points

Notable Dallas-Fort Worth Deals:

Company	Jobs	Investment
Liberty Mutual	5,000	\$355m
General Motors	600	\$1.4b
Capital One	1,000	N/A
Amazon	1,000	N/A
CVE Technology	900	\$16m

Mega-Markets  
Honorable Mention  
NORTHERN VIRGINIA  
125 points

Notable Northern Virginia Deals:

Company	Jobs	Investment
Bechtel	700	\$10m
Navy Federal Credit	600	\$114m
IT Federal	600	\$40m
Lidl Dienstleistung	500	\$77m

# Major Markets

(750,000-2,499,000 population)

Co-Major Market of the Year  
NASHVILLE  
185 Points

Notable Nashville Deals:

Company	Jobs	Investment
Aegis Sciences	740	431m
Community Health	1,500	\$66m
CGS Administrators	527	\$5m

Mega-Markets  
Honorable Mention  
ATLANTA  
110 points

Notable Atlanta Deals:

Company	Jobs	Investment
NCR	310	\$108m
Mercedes-Benz	800	\$74m
Kaiser Permanente	900	\$22m
Lincoln Financial	600	\$20m

Mega-Markets  
Honorable Mention  
MIAMI/FORT LAUDERDALE/  
PALM BEACH  
110 points

Notable Miami/Fort Lauderdale/  
Palm Beach Deals:

Company	Jobs	Investment
UTC Building	380	\$115m
Sitel	1,000	N/A
United Technologies	380	\$115m
Hoerbiger	420	\$55m

Performances of Other Mega-Markets  
in the American South:

Houston: 105 points; Tampa/St. Pete/  
Clearwater: 105 points; St. Louis: 45  
points.

Notable Mega-Market Sub-Markets:  
Fairfax County, Va.: 60 points (Northern  
Virginia); Plano, Texas: 50 points (Dal-  
las/Fort Worth); Fort Worth, Texas: 50  
points (Dallas/Fort Worth).

Ascension Parish helped Baton Rouge  
earn an "Honorable Mention" in the major  
market category. Pictured is the team from  
the Ascension EDC: Lisa Laws, Mike Eades,  
President & CEO and Misty Taillon.



Major Markets  
Honorable  
Mention  
BATON ROUGE  
45 points

Notable Baton Rouge  
Deals:

Company	Jobs	Investment
Brown & Root	550	N/A
Shintech Louisiana	N/A	\$1.4b
Exxon Mobil	N/A	\$271b

Major Markets  
Honorable Mention  
KNOXVILLE  
100 points

Notable Knoxville Deals:

Company	Jobs	Investment
Advance Tactical	605	\$553m
Denso	500	\$400m
Lifetime Products	500	\$115

Notable Major Market Sub-Markets

St. James Parish, La.: 75 points (New Orleans); East  
Baton Rouge Parish: 50 points (Baton Rouge); St.  
Charles Parish, La.: 50 points (New Orleans); As-  
cension Parish, La.: 40 points (Baton Rouge).

Performances of Other Major Markets in  
the American South

Orlando, Fla.: 85 points; Kansas City, Mo.: 70  
points; Birmingham, Ala.: 65 points; Greenville/  
Spartanburg, S.C.: 60 points; Louisville, Ky.:  
50 points; Oklahoma City, Okla.: 50 points;  
Columbia, S.C.: 45 points; Raleigh, N.C.: 45  
points; San Antonio, Texas: 45 points; Jackson-  
ville, Fla.: 45 points; Greensboro/Winston-Sa-  
lem/High Point, N.C.: 35 points; Memphis,  
Tenn.: 35 points ; Richmond, Va.: 35 points;  
Tulsa, Okla.: 35 points.



Corpus Christi earned an "Honorable  
Mention" in the mid-market category.  
Pictured are the members of the Corpus  
Christi Regional EDC.

Co-Major Market of the Year  
CHARLOTTE  
185 Points

Notable Charlotte Deals:

Company	Jobs	Investment
Wal-Mart	1,000	\$18m
Corning Optical	650	\$38m
Republic Services	520	\$9m

Major Markets  
Honorable Mention  
NEW ORLEANS  
175 points

Notable New Orleans Deals:

Company	Jobs	Investment
Formosa Petro	1,200	\$9.4b
Monsanto	N/A	\$1.0b
Textron	250	N/A

# Mid-Markets

(250,000-749,000 population)

Mid-Market of the Year  
PALM BAY/MELBOURNE/  
TITUSVILLE, FLA.  
70 points

Notable Palm Bay/Melbourne/  
Titusville Deals:

Company	Jobs	Investment
Blue Origin	330	\$205m
Northrop Grumman	1,500	N/A
Merritt Boat Works	380	\$16m

Mid-Markets  
Honorable Mention  
HUNTSVILLE/DECATUR, ALA.  
65 points

Notable Huntsville Deals:

Company	Jobs	Investment
Polaris	2,000	\$140m
RUAG Aerospace	150	\$30m
GE Aviation	300	\$200m

Mid-Markets  
Honorable Mention  
CHARLESTON/  
NORTH CHARLESTON, S.C.  
55 points

Notable Charleston/North Charleston  
Deals:

Company	Jobs	Investment
Volvo Car Group	2,500	\$500m
Daimler Vans	1,300	\$500m
Alkane Truck	300	N/A

Mid-Markets  
Honorable Mention  
CHATTANOOGA, TENN.  
55 points

Notable Chattanooga Deals:

Company	Jobs	Investment
Gestamp	510	\$180m
McKee Foods	50	\$102m
Yanfeng USA	325	\$55m

Mid-Markets  
Honorable Mention  
CORPUS CHRISTI, TEXAS  
45 points

Notable Corpus Christi Deals:

Company	Jobs	Investment
Castleton Commodities	45	\$400m
Magellan Midstream	105	\$400m
Flint Hills	0	\$600m

Mid-Markets  
Honorable Mention  
TRI-CITIES, TENN.  
45 points

Notable Tri-Cities Deals:

Company	Jobs	Investment
Sykes Enterprises	456	\$3m
Royal Building	328	\$48m
Pure Foods	273	\$32m

Notable Mid-Market Sub-Markets  
Berkeley County, S.C.: 25 points  
(Charleston); Kershaw County, S.C.:  
20 points (Columbia); Lexington  
County, S.C.: 20 points (Columbia).

Performances of Other Mid-Markets  
in the American South

Beaumont/Port Arthur, Texas: 40  
points; Columbia, S.C.: 40 points;  
Mobile, Ala.: 40 points; Lakeland,  
Fla.: 40 points; Montgomery, Ala.: 35  
points; Durham/Chapel Hill, N.C.: 30  
points; Pensacola, Fla.: 25 points.



Lexington County, S.C., helped Columbia,  
S.C., earn 40 points in the mid-market  
category. Pictured is the Lexington County  
economic development team.





# Small Markets

(100,000-249,000 population)

Small Market of the Year  
LAKE CHARLES, LA.  
115 points

Notable Lake Charles Deals:

Company	Jobs	Investment
G2 LNG	272	\$11b
LACC	215	\$3b
Dongsung FinTec	250	N/A

The Lake Charles region earned its sixth straight "Small Market of the Year" in the 2016 SB&D 100. Pictured is the Southwest Louisiana Economic Development Alliance team. First row (l to r): Avon Knowlton, CEO George Swift, Michelle McGinnis and Adrian Wallace. 2nd row: Eric Cormier, Morgan Turpin, R.B. Smith and Danielle Trahan. Not pictured: Daphne Richard.

Small Markets  
Honorable Mention  
TUSCALOOSA, ALA.  
40 points

Notable Tuscaloosa Deals:

Company	Jobs	Investment
Mercedes-Benz	300	\$1.2b
SMP Automotive	650	\$153m
Airgas Merchant	28	\$64m

Small Markets  
Honorable Mention  
NORTHERN KENTUCKY  
35 points

Notable Northern Kentucky Deals:

Company	Jobs	Investment
Citicorp Credit	430	\$14
DHL	81	\$108m
Robert Bosch	212	\$84m

Performances of Other Small Markets  
in the American South

Fayetteville/Lumberton/Laurinburg, N.C.: 30 points; Bowling Green, Ky.: 30 points; Muscle Shoals/Florence: Ala.: 25 points; Augusta, Ga.: 25 points; Houma/Bayou Cane/Thibodaux, La.: 20 points.

# Rural Markets

(fewer than 100,000 population)

Co-Rural Market of the Year  
DURANT, OKLA.  
20 points

Notable Durant Deals:

Company	Jobs	Investment
Champagne Metals	300	\$250m
BrucePac Meat	300	N/A

Rural Markets  
Co-Rural Market of the Year  
HARTSVILLE, TENN.  
20 points

Notable Hartsville Deals:

Company	Jobs	Investment
Corrections Corp.	408	\$140m

Rural Markets  
Co-Rural Market of the Year  
NOTTOWAY COUNTY, VA.  
20 points

Notable Nottoway County Deals:

Company	Jobs	Investment
Foreign Affairs Sec	574	\$461m

Rural Markets  
Co-Rural Market of the Year  
PULASKI, TENN.  
20 points

Notable Pulaski Deals:

Company	Jobs	Investment
Automotive Lighting	NA450	\$70m
Valley Packaging	75	\$48m

Performances of Other Rural Markets  
in the American South

Martinsville/Henry County, Va.: 15 points; Franklin, Ky.: 15 points; Barnwell, S.C.: 15 points; Hartwell, Ga.: 15 points; Jackson County, Ala.: 15 points; Laurens County, S.C.: 15 points; Lincoln Parish, La.: 15 points; Russellville, Ky. 15 points.