

	Total Deals	Total Points	*PPM
Alabama	62	435	88.7
<p>Second consecutive year being named “State of the Year” — seventh overall, more than any other Southern state — this time a “Co-State of the Year” with Louisiana. Landing Mazda Toyota in Huntsville two years ago helped Alabama’s economy dramatically in 2019, as 27 of the South’s 65 automotive projects meeting or exceeding our thresholds came from one state — Alabama.</p>			
Arkansas	14	95	31.6
<p>Six more big deals compared to last year’s total of eight. A decent points-per-million-residents score. The DXC Technology deal in Conway was huge with 1,200 jobs. Lockheed’s big investment and job deal in East Camden, Ark., was equally as big. Mississippi County, Ark., had an amazing year. That tiny county captured two big steel deals in one of the largest steel-making counties in the country.</p>			
Florida	26	215	9.7
<p>Not sure if Florida’s very poor results are from reporting issues because of the coronavirus or they are taking their unfortunate place as the state in the South that always crashes first in recessions and downturns. Two years ago Florida landed 73 big projects. Last year that dropped to 35. This year it is 26 deals. When things go bad, Florida feels it first.</p>			
Georgia	47	320	29.9
<p>Georgia is sort of in a funk in terms of game-changing deals. These numbers are essentially the same as last year. The fin-tech industry in Atlanta has slowed dramatically when three years ago that sector was one of the leaders in job creation in the entire South.</p>			
Kentucky	34	285	63.3
<p>After capturing “State of the Year” two out of the last six years, Kentucky has earned “Honorable Mention” in two of the last six years, including this year. Not bad. Not as good as last year, but the automotive industry has slowed and that is the leading sector in the Commonwealth.</p>			
Louisiana	60	415	88.0
<p>Two things we want to write about Louisiana: (1) it is “Co-State of the Year” this year and (2) the Lake Charles, La., region was named for the 10th consecutive year as “Small Market of the Year.” Oh, wait, Baton Rouge earned “Major Market of the Year.” Incredible!</p>			
Mississippi	25	170	56.6
<p>Another outstanding year per capita for Mississippi, its second best in 27 years. Six more big deals than last year and a second-straight “Honorable Mention.” Impressive projects all over the state.</p>			
Missouri	24	160	26.0
<p>A good year for Missouri, adding 10 large projects from last year. Next year will probably be better. . .in one week this June, Missouri captured three deals of 1,000 jobs or more.</p>			

	Total Deals	Total Points	*PPM
North Carolina	69	525	50.0
Wow, what a great year for North Carolina! For the first time ever, a state actually tied Texas in points for projects meeting or exceeding 200 jobs and/or \$30 million in investment. Texas has “outpointed” every state in 27 years of the SB&D 100. This year, North Carolina tied Texas with 525 points, earning the state an “Honorable Mention,” with Charlotte earning one, too, in the mega-market category.			
Oklahoma	12	90	22.5
Not a good year for Oklahoma, landing 12 deals compared to 23 last year. The oil and gas industry continues to drag down some state’s economies. Oklahoma is certainly one of those.			
South Carolina	12	105	21.0
Could these totals be a result of the pandemic? The deadline for submission of projects was in April of this year. If that is not the excuse for such a bad year — 12 deals this year compared to 42 deals last year — what is?			
Tennessee	46	270	39.1
Off just three projects from last year, Tennessee had a pretty good year as the economy slowed in 2019 prior to the coronavirus. Capturing the VW electric vehicle line was huge.			
Texas	59	525	17.5
When the economy slows like it did in 2019 prior to the virus, Texas, like Florida, is one of the first states to show it. The South’s largest state landed 98 deals last year. This year that dropped to 59. Yep, things are slowing in one of the nation’s most incredible economies.			
Virginia	12	105	12.2
These totals are dramatically off Virginia’s typical year. Then again, Virginia had no labor in 2019. Unemployment rates were below 3 percent in the Commonwealth last year. Either a reporting error because of the virus, lack of labor, or just a victim of an economy that was poor in 2019, and is now in total retreat.			
West Virginia	4	25	14.7
West Virginia duplicated its project totals from last year’s SB&D 100, which were not very good then and now.			

Methodology

*PPM = Points per million residents is determined by dividing population into the points earned by states for capturing projects of 200 jobs and/or \$30 million or more. Source: SB&D