



NO.

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# MOST COMPETITIVE STATE

EXPANSIONS

RELOCATIONS

JOB

WORKFORCE

BUSINESS CLIMATE

SITE  
Selection  
Magazine

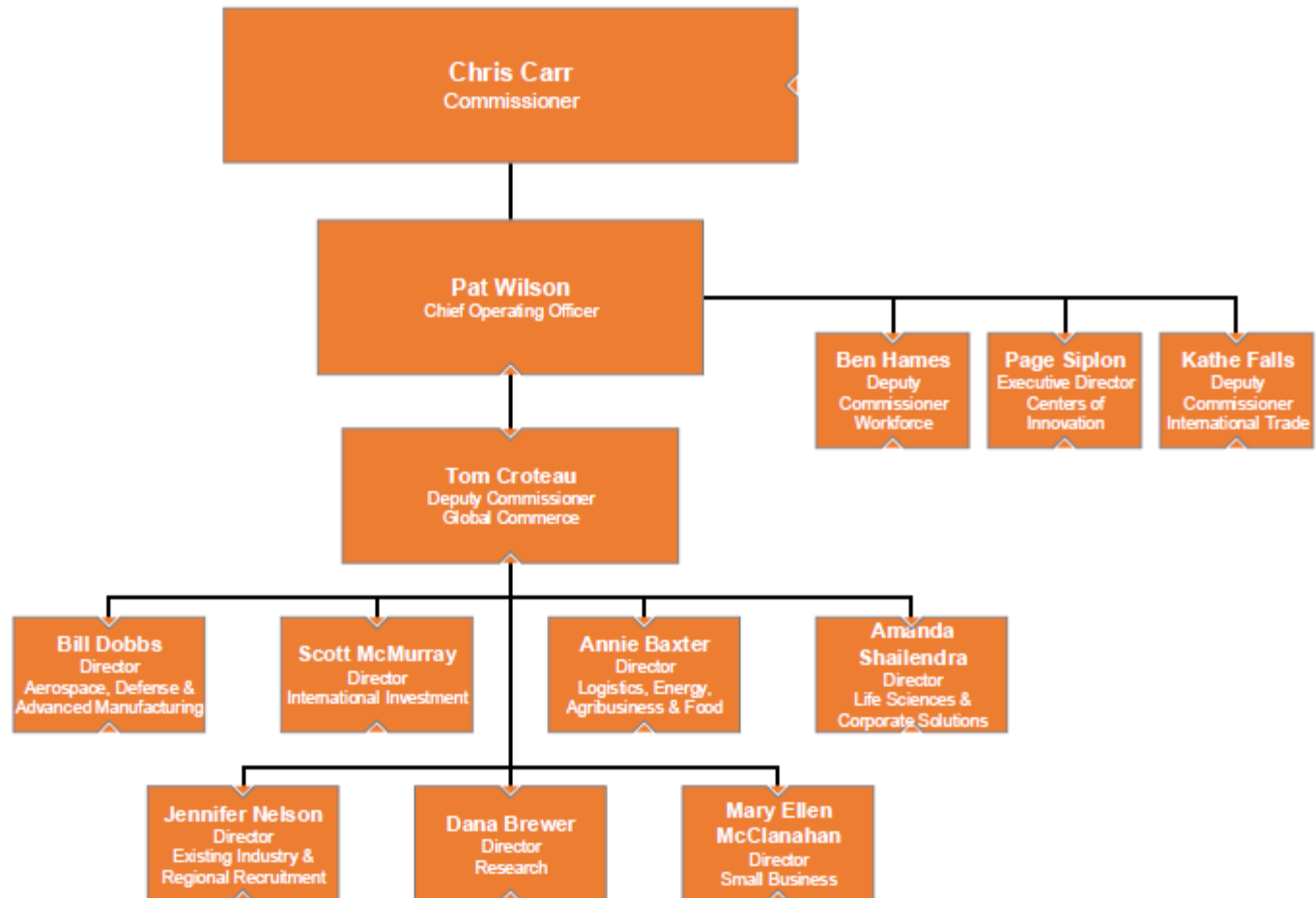
# WHY DO WE DIVERSIFY?

County	Residential	Agricultural	Commercial	Industrial	Utilities	Mobile Homes	Millage Rate
Bryan	71.97%	3.33%	13.04%	.58%	2.05%	.34%	23.68
Bulloch	43.35%	7.28%	24.04%	8.54%	2.61%	.99%	22.89
Camden	68.68%	3.93%	14.76%	1.46%	2.26%	.47%	26.95
Chatham	51.37%	.10%	25.43%	16.15%	1.73%	.17%	30.43
Effingham	56.11%	3.48%	10.46%	5.35%	8.79%	1.08%	28.11
Glynn	68.42%	.09%	15.53%	9.40%	1.65%	.45%	21.15
Liberty	56.90%	2.90%	16.36%	10.25%	4.24%	.86%	32.98
Long	51.07%	13.14%	5.96%	0.01%	4.05%	2.57%	29.46
McIntosh	70.01%	6.91%	9.76%	0.01%	2.92%	1.03%	26.55
Screven	30.38%	12.86%	7.90%	3.68%	7.98%	.87%	26.04
Region AVG	56.83%	5.4%	14.32%	5.54%	3.83%	.88%	26.92

# GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT:

- ▶ **WHO WE ARE:** The Georgia Department of Economic Development (GDEcD) is the marketing and sales arm of the State of Georgia
- ▶ **WHAT WE DO:** Strategically deliver economic development throughout the state by:
  - ▶ Attracting new business investment
  - ▶ Supporting the expansion of existing industry and small businesses
  - ▶ Locating new markets for Georgia products
  - ▶ Attracting tourists from within and outside the state
  - ▶ Promoting Georgia as a desirable location for entertainment businesses and projects

# GDECD: GLOBAL COMMERCE DIVISION



# SO...WHERE DO PROSPECTS COME FROM?

- ▶ Regional Project Managers work with Existing Industries and Communities to identify:
  - ▶ Expansion Opportunities
  - ▶ New Locations for Targeted Suppliers and Customers
- ▶ Industry Team Members attend Trade Shows throughout the US developing contacts and leads
- ▶ Georgia's 11 International Offices work with companies located in their region to encourage new locations in Georgia
- ▶ Site Selectors/Consultants
- ▶ And some just “walk in the door”

# PARTNERSHIPS ARE KEY



- ▶ Existing industries
- ▶ Communities
- ▶ State agencies
- ▶ Utilities and railroads
- ▶ Education community
- ▶ Business community
- ▶ Federal agencies

# IMPROVING COMPETITIVENESS

## Workforce Development

- ▶ Governor's Office of Workforce Development has moved to GDEcD
- ▶ Governor's High Demand Career Initiative
  - ▶ Listening sessions across the state allow workforce leaders to hear firsthand the employment and skills needs of area employers.
  - ▶ This process involves the Board of Regents, Technical College System of Georgia and other partners to ensure Georgia has a skilled workforce for future generations of Georgia companies.
- ▶ "Go Build Georgia"
  - ▶ Promotes skilled trades occupations to High School Students and their Parents.

# IMPROVING COMPETITIVENESS

- ▶ Exemption of Sales Tax on Energy
  - ▶ Includes energy used directly or indirectly in a manufacturing facility.
  - ▶ The exemption will be implemented over four years, with 25% phased-in each year beginning on January 1, 2013, and reaching 100% on January 1, 2016.
- ▶ Improvements to Georgia's Open Records Laws
  - ▶ Limits information that is required to be released for **ACTIVE** and **COMPETITIVE** projects.
  - ▶ Allows Georgia to compete with neighboring states for projects.



# NEW & EXPANDED INDUSTRY ANNOUNCEMENTS

Fiscal Year	2009	2010	2011	2012	2013	2014
Announcements	327	335	360	403	389	374
Investment	\$2.55 billion	\$3.74 billion	\$4.39 billion	\$5.98 billion	\$6.07 billion	\$5.0 billion
Jobs	17,467	19,462	22,022	28,776	31,656	28,404

# REGION 12 INVESTMENT AND NEW JOBS

New Investment: \$327,575,000

New Jobs: 1,658

Ranking:

#5 in New Investment

#4 in New Job Creation