



ECG

electric cities of georgia

Second Quarter
2016

fyi

GA's Energy Cities At Work

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Finding new energy to engage the community

Pretoria Farms, LLC is bringing an 18,000 square foot micro-brewery facility in downtown Albany and along with it a great deal of excitement for a city eager to revitalize its city core. The microbrewery will create a gathering place to taste specialty beers, learn the crafting process and bring special events to the downtown riverfront area. This project will put downtown Albany amongst a growing list of cities such as Athens, Columbus, Macon, and Savannah, who have embraced the growing trend of locating microbreweries as anchors for their downtown.



"This project has the opportunity to transform our downtown; other restaurants and retail will likely follow," explains Mayor Dorothy Hubbard.

The city will invest \$1.25 million in return for approximately \$4.4 million of private investment and the creation of over 40 jobs.

The synergy continues on numerous fronts. Thirteen miles of a new rail-to-trails route will connect with the city's existing riverfront trail and seven more miles through a county partnership will weave through the larger community. The trail will draw out-

door enthusiasts and families for safe biking and walking.

With a city/private sector partnership, a transformation of the historic Albany Heights into residential downtown living is imminent. The six story structure will be a mixed-use project with living spaces and retail.

"The excitement of revitalizing our downtown is contagious," adds City Manager Sharon Subadan. "From new housing, growing businesses and the trail, it really is a live, work, play renaissance for Albany."

The local economic development commission has its eye on the work component, making sure there is a match on jobs available and a workforce that is trained for that market.

"We have engaged our existing industry to collaborate with the technical college on workforce development strategies. CEOs are talking about necessary skill sets for the future and have ideas ready to launch this year," reports Justin Strickland of the Albany-Dougherty Economic Development Commission.

"Our citizens feel the new energy in Albany; good things will continue to come. Just keep watching," promises Mayor Hubbard.



Dorothy Hubbard
Mayor
City of Albany

ECG Economic Development Summit

Jekyll Island April 13 -15, 2016

Conference Topics

- International Project Opportunities
- The Successful Industrial Park
- Attracting Retail Investment
- Creating a College & Career Academy
- Capable Courageous Communities
- Site Selection Tool Box
- Leading with Integrity & Accountability



"...to make a case for locating a retail prospect provide demographics, traffic flow data and market analytics."



Canada ► GA's largest export partner



Your ECG Staff, l to r: Daryl Ingram, Selma Dogic, Mill Graves, Matt Colvin, Lonnie Smallwood, Rob Newton
Seated: Tenezee Johnson, Michelle Holbrook

Incentive types, in order of importance to an expansion manager

- tax (credits, exemptions, etc)
- land & utility rate subsidies
- financial and grant
- worker training

At the summit

150 attendees representing 61 cities and organizations

"...for international prospects consider metric conversions for measurements in maps and specs."

— In FY2015, 1 in 4 expansion project was in an ECG community —

2016 Middle Georgia ECG & MEAG Power Bus Tour

May 10 & 11, 2016

There is no replacement for economic development project leaders visiting face-to-face in the communities they promote to prospective companies exploring growth opportunities in Georgia. In May, ECG and MEAG Power brought 20 state representatives to middle Georgia ECG cities.

They visited:

Barnesville	Fort Valley	Forsyth	Jackson
Ellaville	Griffin	Hampton	Thomaston

ICSA **May 2016**

ECG staff networked with retailers about their short and long term expansion plans in our markets. Mill Graves is a co-chair for a special interest group on best practices and incentives for public/private partnerships in retail.

Manufacturing News

Number **2,000,000** has rolled off the KIA auto line in West Point

Two GA Manufacturing Pacesetters

Jindal Films Americas LLC (JFA)

Who: JFA, specialty packaging films

Where: LaGrange, Troup County

\$ investment: 180 million

Jobs: 240

Operations: manufacturing, R&D and U.S. headquarters

Did you know? Jindal is an industry leader in specialty oriented polypropylene films used for the packaging and label markets. The products are used to wrap potato chips, candy bars, ice cream, cookies and flexible labels for the wine and household goods markets.



Flexo Converters USA, Inc

Who: Flexo Converters USA, custom and recycled paper bags

Where: Monroe, Walton County

\$ investment: 20 million

Jobs: 100

Operations: manufacturing and distribution

Did you know? Flexo Converters USA, Inc. has used environmentally friendly inks that are 100% water-based in all its products, since its inception in 1994. These inks are safer for the environment and for the people who handle them when compared to solvent inks.



Big Picture - Manufacturing Nationwide productivity vs. jobs



According to *Brookings Tech Tank* June 2016.

After reaching a low point of 11.5 million jobs in 2010, manufacturing employment increased to around 12.3 million in 2016. That still is down from 14.5 million in 2006. However, a recent *New York Times* article found that manufacturing output has achieved a record high in the most recent quarter. Workers now are producing 47 percent more than 20 years ago. Through the development of automation, robotics, and advanced manufacturing, the sector has bounced back along with the overall economy.

What GA Manufacturers Say

Check out the 2016 GA Manufacturers Survey coming this July. See what over 500 manufacturers report since the 2014 survey.

Just a glance back - in 2014 manufacturers said:

- Over 50% reported using technology for: enterprise resource planning, computer aided design, and preventive/predictive maintenance. Plans for investing in new technologies were below 2012 levels.

- Manufacturers who conducted R&D compare well with manufacturers across the country; 27% conducted R&D in-house; only 2% used public loans or grants to pay for R&D; only 16% used R&D tax credits.
- Manufacturers who compete on innovation strategies rather than price, had relatively higher employee wages.

22 years
honoring
manufacturing **GA**

Georgia celebrated its 22nd year of manufacturing excellence with Manufacturing Appreciation Week this spring. The initiative acknowledges manufacturers demonstrating innovation.

Two of the three winners were in ECG communities, **Suniva** in **Norcross**, an innovator in solar cell technology and **Cives Steel** in **Thomasville**, maker of structural steel from recycled material, a partner with clients in LEED construction and an employer that fosters a no-layoff workforce policy.

Helping Manufacturers be Competitive

- Consider the Manufacturing Extension Partnership (MEP). MEP is housed at Georgia Tech and provides information about local, regional, and federal programs, as well as providing access to experienced, subject-matter experts. **Super Lawn Trucks** in **Fort Valley**, a manufacturer of specialized landscaping truck systems, worked with GaMEP to develop prototypes in order to re-engineer products for their clients, as well as design additional products for a new market.
- six innovation centers (116 projects to date)
- research and development tax credits
- manufacturing sales tax exemptions on ten criteria
- inventory tax exemption

Workforce

first in the nation German-style model

Lt. Governor Cagle and Governor Deal continue the out-of-the-box thinking for workforce development. They are creating the policy and funding opportunities for GA community leadership and industry to implement.

on the
job
apprentice

In **Newnan/Coweta County**, eleven students will participate in a German-style apprenticeship initiative – a first in the United States to involve high school students. Enabling legislation passed in 2015 and Coweta County sophomores will begin apprenticeships in fall 2016. In the first year, the school to at-work time ratio is 75 percent to 25 percent. By the senior year, the time allotment is flipped. Students will spend 25 percent of the time in a classroom and 75 percent at-work. Upon completion, a student earns a high-school diploma, an associate degree and a German apprenticeship certificate honored internationally.

More Workforce Innovation

students Great Promise Partnership is an initiative to help at-risk students complete their high school education while gaining real-world job skills. **Beaulieu in Dalton**, working through the local College and Career Academy has moved students from at-risk to at-work.

teachers Governor Deal announced in May seven winners of the “Innovation in K-8 Mathematics and/or K-12 Computer Science/Coding” Professional Learning Grants for educators. **Thomas County** was awarded funding in this second round of grant competition and 50 K-12 teachers will have learning opportunities in mathematics, science and computer science innovation to take back to the classroom.

➤ **GA tied CA for 11th best** K-12 high-speed broadband connectivity in the U.S. Ninety-five percent of our public schools meet bandwidth capacity targets. *Source: EducationSuperHighway*

Infrastructure

energy and fiber optics for the future

Emission-free Power Generation

Fifteen states in the U.S., including GA, produce 70 percent of the nation’s zero-emission power (nuclear, hydro, solar, wind and geothermal). Thanks to nuclear energy, Georgia generates 28.4 percent of its power from zero-emission sources. Individually, MEAG Power generates 57 percent of its output from nuclear.

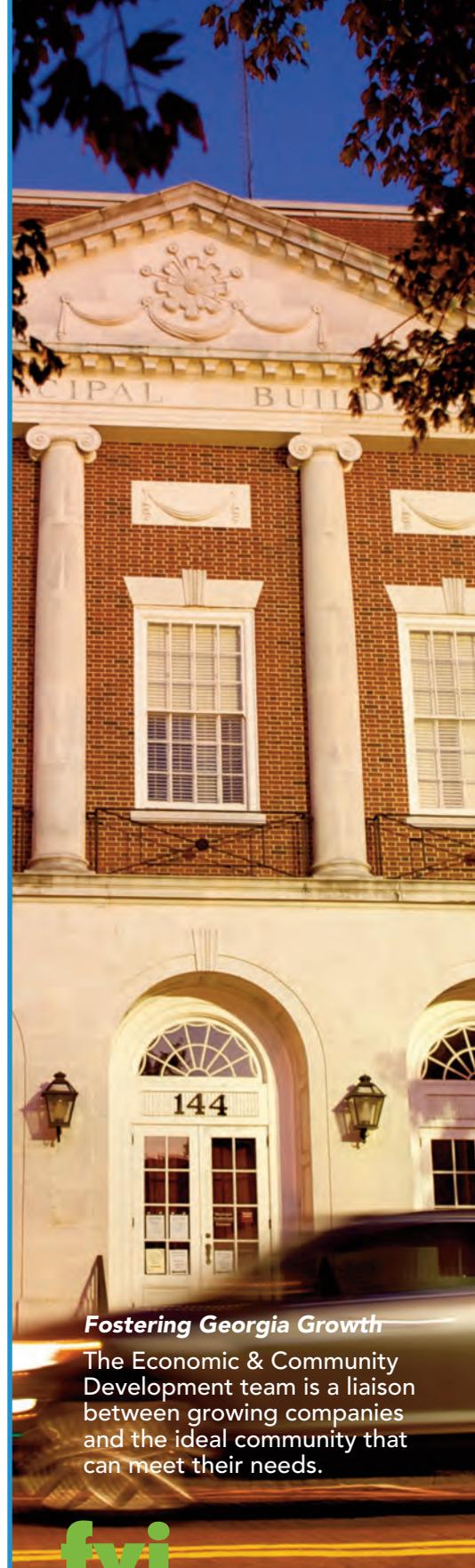


Elimination of emissions into the atmosphere assists in combatting climate change. *Source: Energy Information Administration.*

Fiber Optic Connectivity for the Internet of Things

Telecommunication infrastructure forms the foundation of the Internet of things, a growing technology for business operations, homes and smart cities. High-speed and high-capacity communication networks are essential for the functioning of connected devices via the Internet. For example, without this connectivity a smart city cannot exist. Connected parking lots will not be able to relay information on available spaces to smart cars; the cameras in city parks won’t be able to relay security incidents in real time.

The installed base of the Internet of things will be approximately 212 billion “things” globally by the end of 2020.



Fostering Georgia Growth

The Economic & Community Development team is a liaison between growing companies and the ideal community that can meet their needs.

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Product Watch

available land & buildings

Thomasville/Thomas County Americold Building

Refrigerated Distribution Center
For lease

Size: 205,307 sq ft
Office space: 13,840 sq ft
Freezer/cooler: 134,610 sq ft
Cool Docks: 44,266 sq ft
Rail: CSX/Omni
Dock Doors: 32



Fitzgerald/Ben Hill County Perry House Road Industrial Park

Size: 106 acres
Existing rail spur with CSX service
8 inch water line
10 inch sewer main with excess

Adjacent to Fitzgerald Municipal Airport



ECG Selfie

LaGrange



T. Scott Malone, President, Development Authority of LaGrange

First Certified ED Program

The GA Certified Economic Developer (GCED) program, created in partnership with the Carl Vinson Institute and the Georgia Economic Developers Association, offers economic development professionals Georgia-specific training. Requirements includes 60 hours of course work and a portfolio project. www.cviog.uga.edu/gced

International Biz

The state maintained its national ranking as the 11th-largest exporting state and 7th-largest importing state in 2015. This past year, Georgia exports topped \$38.5 billion and reached 217 countries and territories.

The 2015 GLOBE winners contributed to Georgia's successful export numbers. GLOBE recognized 26 companies who expanded into new international markets. Two of the 26 are in ECG communities.

SASCO Chemical Group, Inc - Albany - a manufacturer of environmentally friendly specialty chemicals and chemical control products. Sasco is a third generation family business, a research and manufacturing company.

Poriferous LLC - Newnan - a manufacturer of surgical appliances and supplies. Among the products are surgical implants made from a porous linear high-density polyethylene (HDPE), used in augmentation or reconstruction of the craniofacial skeleton.

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► It's good for you. For the second year, the "Georgia Pecan Association and Schwinn Bicycle Sweepstakes" remind you to eat nutritious peanuts and ride your bike. This year, a single grand prize winner won four mountain bikes. Next spring enter at www.georgiapecan.org for your new bike. Georgia is the #1 pecan state in the U.S.

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GA's Energy Cities At Work

HALSTEAD

Halstead in Calhoun

- Luxury vinyl tile manufacturer
- Opened customer design center built to LEED standards
- Committed to responsible sourcing, saving water & energy, & recycling

METROFLOR
DESIGN & INNOVATION CENTER

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