



Fourth Quarter
2016

ECG

electric cities of georgia

fyi

GA's Energy Cities At Work

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Commissioner Wilson on Georgia's Strengths

Georgia won fourth year in a row, Top Business Climate from Site Selection Magazine. What role have the local community economic developers played in earning that designation?

In economic development, we are successful only as a team. Not only is this ranking a testament to Governor Deal's leadership, but it is because of the commitment from our economic development partners such as ECG, our elected officials, communities and Georgia citizens. The four-year designation is indicative of the high level of professionalism and know-how we see in local economic developers. We are extremely grateful for that partnership.

What makes Georgia Allies a good example of a public-private partnership?

Next year is the 20th anniversary of the Georgia Allies. The 15 private companies and the GDEcD, that make up the Allies, can point to billions of dollars in investment and tens of thousands of jobs that have a direct or indirect connection to Allies' sponsored events. This unique public-private partnership is a true, "rising tide floats all boats" mentality. Not only is that a great example of a public-private partnership, there is not another one like it in the United States.

What existing industry initiative seems to resonate the most with Georgia's industry?

One of the greatest assets for our existing industries is our Existing Industry & Regional Recruitment teams

located in 12 regions. These GDEcD team members provide state resources on the ground in every community.

Additionally, Governor Deal is focused on growing the long-term, in-demand workforce needed to keep Georgia industry successful in the 21st Century. I believe this effort to foster new workforce training ideas that actually meet the needs of our existing industry base is transformational long-term and resonates very well with the companies we work with on a daily basis.

Considering the workforce division is now an integral component of GDEcD, how important is this and what are the workforce division priorities?

Governor Deal's decision to align his workforce division with economic development, drove our workforce investment, educational and marketing efforts, and training and retraining programs in the direction of job openings as identified by the business community.

This change in vision for the workforce division has led to the creation of programs for in-demand careers, skilled trades, veterans and work-based learning programs such as apprenticeships, internships, on-the-job training and beyond. With the Technical College System of Georgia, our University System and state and local entities, we are responsive both to the displaced worker, by giving them the chance to retrain and focus on new opportunities, as well as to the business community.



Pat Wilson
Commissioner
Georgia Department of
Economic Development,
GDEcD

A Year of Accolades For ECG Communities

Georgia's Energy Cities At Work

2016 winners

The communities of ECG are well recognized as strong Georgia economic engines. The following is a sample of the cities outstanding examples of public-private initiatives.

Manufacturers of the Year -- Two of the three winners were in ECG communities. Suniva in Norcross an innovator in solar cell technology won in the medium size category. Cives Steel in Thomasville, maker of structural steel from recycled material, won in the small size category.

GEDA Regional Deal of the Year -- In December, Butts and Spalding counties sited a \$85 million investment providing 500 jobs with Dollar General on a site that straddled the counties.

GEDA Volunteer of the Year -- Eric Strickland, CEO of ETS Enterprises of Cartersville/Bartow County was saluted for his work for his community since 2011.

Automotive Supplier of the Year -- Toyo Tires in Cartersville was named Automotive Supplier of the Year for its expansive growth. Since its opening in 2004 the company has doubled its size and employs 1,180.

Automotive Community Impact Award -- Hitachi Automotive Systems in Monroe was chosen for its leadership in F.I.S.H (Faith in Serving Humanity) and Communities in Schools, two key community programs.

Georgia Top Hospitals, Georgia Trend Magazine -- In three of the four categories, ECG Cities were named number one. For large, medium and small hospitals, based on bed count, LaGrange, Sander-ville and Douglas won respectively. The best Teaching Hospital went to Emory in Atlanta.

Business Partner of the Year -- Lt. Governor Casey Cagle's team selected Voestalpine Automotive Components Cartersville Inc. as Business Partner for 2016 for its public - private workforce development strategies.

Georgia Chamber of Commerce 2017 Leadership Class -- Ten of the highly coveted 60 slots in the yearlong leadership class for emerging leaders and their spouses are innovators from ECG Cities.

Georgia Charter System of the Year -- Lt. Governor Casey Cagle named Calhoun City Schools the Charter System of the Year. There are 40 charter systems in Georgia.

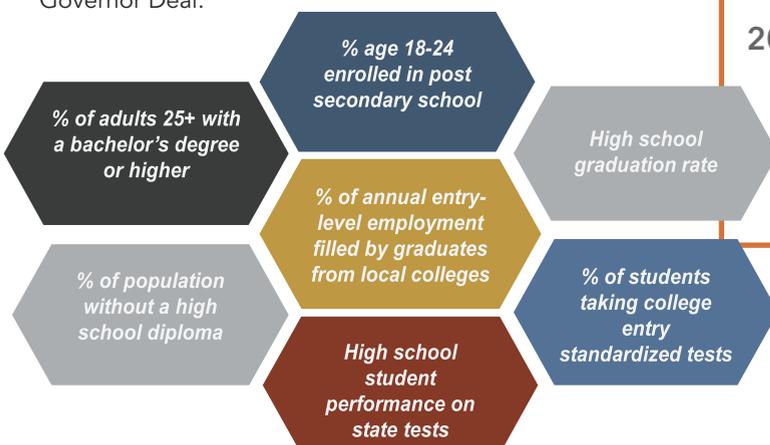
Workforce

- In Sylvester, the Worth County School District is partnering with Southern Regional Technical College to establish its College and Career Academy (CCA).
- The CCAs and the Move on When Ready initiative enabled 17,000 high school students to receive college credits last year through dual enrollment.

"These credits are all being paid for by the state. It cuts down on student debt and accelerates completion of education requirements. That will prove to be one of the most successful things we've done in terms of education reform," says Governor Deal.

Shaping Our Workforce

- 2009** Move on When Ready
legislation fostered high school /college dual enrollment.
- 2011** College & Career Academy
collaboration of schools, industry and colleges; emphasis on private sector involvement and workplace training.
- 2014** High Demand Career Initiative
funding for industry sector-specific workforce development.
- 2016** First German - Style Apprenticeship Training
- 2016** Three new College and Career Academy announcements bring total to 40 academies. The WorkSource Georgia brand consolidates resources for jobseekers.



Check your talent and workforce metrics. How does your community measure up?
Source: Market Street Services.

Industry News

Nathan Deal **Governor**

November 2016, *Site Selection Magazine* interview, "The Gold Standard: How Georgia Wins a Fourth Consecutive Top Billing"

"... If you're creating impediments, they may go somewhere else. That message has gotten out in Georgia. ... More and more local economic developers are very active on their own and in conjunction with the state. ... and it's a good thing. Companies that come here aren't just going to the proverbial place to be. The place to be now is almost anywhere in Georgia."

The Center for Innovation in Manufacturing, in partnership with the Calhoun College and Career Academy, Georgia Manufacturing Extension Program, Floor360, Greater Dalton Chamber of Commerce, Northwest Georgia College and Career Academy and Shaw Industries, hosted an event for high school students in honor of National Manufacturing Day to raise awareness of manufacturing, with a focus on innovation and entrepreneurship.

Four startup companies gave overviews of their technology and engaged student teams to brainstorm solutions to a problem relevant to the company, presented their findings to the group, with the best concepts receiving awards from COI-Manufacturing and Go Build Georgia. Over 100 students participated in the October event.

Georgia Innovation Summit – February 16, 2017: Center for Innovation, the Global Commerce Small Business & Entrepreneurship teams, and the Georgia Mentor Protégé Connection will host the 2nd annual event in Atlanta.

Manufacturers' Multiplier Effect is Stronger Than Other Sectors - \$1.33

Manufacturing is complex and its production processes increase the demand for raw materials, energy, construction, and services from a broad array of supplying industries. It spurs the creation of jobs, investments, and innovations elsewhere in a community's economy.

Every dollar in final sales of manufactured products supports \$1.33 in output from other sectors; this is the largest multiplier of any sector. Agricultural, fishing, hunting and forestry operations are next with a multiplier of \$1.11.

Source: *Manufacturing Institute*

 **Mark Your Calendar**
2017 Summit
April 12-14
Westin Jekyll Island

Hear about redevelopment in Albany and a microbrewery located right downtown.

North American Headquarters

Sentury Tire

Who: Sentury Tire

Where: LaGrange, Troup County

\$ investment: 530 million

Jobs: 500 -1000

Operations: manufacturing, sales and marketing, warehousing, distribution and research and development

Did you know? Sentury Tire is headquartered in Qingdao, Shandong, China and joins 38 existing Chinese operations in Georgia.



Smart factories are the hallmark of Sentury Tire. The company is a world leader in highly intelligent tire manufacturing processes that increase efficiency and minimize production times. Robotics play a crucial role in the production process and they have chosen to build their third smart factory in LaGrange.

"With the extremely high-tech factory floor, many of the jobs for this operation are in engineering, support, sales and marketing. Additionally, about 100 of the jobs are in research and development," explains Scott Malone, President of the Development Authority of LaGrange.

Sentury's first two factories are in China and Thailand and together have the capacity to produce 27 million tires; the LaGrange facility will have a capacity similar to Thailand, 12 million.

Visit youtube, Sentury Tire Thailand to see the high-tech factory that will be constructed in LaGrange.

<https://www.youtube.com/watch?v=WZ4mLBGwxV4>

Small is Big in February

The communities of ECG are home to many successful small businesses. While small businesses may not generate as much economic buzz as large corporations, they are a critical component to the strength of local economies. Small businesses present new employment opportunities and often serve as the building blocks of Georgia's larger corporations.

Two tools to help small business

Infill/Small Scale Development

The small-scale commercial or mixed-use building is flexible, functional and can add value to a city's tax base on a small amount of land, and ultimately offer affordable space for a small business.



Yet very few of these buildings are being built new today and existing ones are in duress. These buildings can be the platform for local small business – local merchants, restaurateurs and other entrepreneurs – who are the cornerstones to the overall economic health of our communities. Talk to your community planner about fostering infill development.

Crowdsourcing

Early-stage funding is critical to the survival of innovative startups. Venture capital markets are a primary source of early-stage funding, but they are moving away from financing new startups. However, crowdfunding offers startups unique fundraising opportunities. In addition to raising capital, crowdfunding can establish an audience for a product or service.

► Case in Point

Replantable, an Atlanta-based indoor agriculture company, received significant support from the Centers of Innovations through product development and promotion that led to major articles in *Forbes* and *Fast Company* magazines which allowed them to raise more than \$60,000 in their Kickstarter campaign that was completed this fall.

website

Infill Score

Developing vacant or under-utilized parcels in areas with existing infrastructure and public services help local governments save money. Visit www.infillscore.com to assess your community's potential for infill development and to create an action plan for sustainable growth.

February 20-24, 2017 Georgia Small Business Week

Small Business Development Centers – opportunities throughout February

The 17 Small Business Development Centers provide training, learning opportunities and other services for small businesses and entrepreneurs. View the website, georgiasbdc.org, for dates and times for activities.

Small Business ROCK STARS Awards Luncheon is in March. With over 130 nominations this year for small business top performers, the winners will indeed be small business megahits.

CHECK OUT The interactive GIS mapping portal on LaGrange's economic development website. Print out your map selection as a PDF format. Go to lagrangedevelopment.com. Click on Data Center.



Fostering Georgia Growth

ECG's Office of 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

Washington/Wilkes County SCT Building

- Size: 120,864 sq ft; 36.09 acres
- Masonry
- 10 trailer spaces
- 129 dock doors
- 15 - 18 ft' ceiling height
- formerly used for textiles (Fiberglass)
- On GA Highway 47, 15 miles to Interstate 20

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Quitman/Brooks County Industrial Park

- Size: 250 acres, expandable to 471
- GRAD designated site
- On GA Highway 333, 24 miles from Interstate 10
- 14 miles from Interstate 75

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ECG Selfie



Elizabeth Elliot, Main Street Director, City of Washington
Check out the new main street website, downtownwashingtonga.com.

Moultrie, Ag Mecca

Sunbelt Ag Expo: October 2016

Spence Field annually hosts weekend lifestyle-farmers and large acreage production farmers to the latest in farming technology at the premier Georgia trade show.

600 acre farm
80,000 visitors
1200 vendors

Ellaville's Enhanced Gateway

Two Georgia Department of Transportation (GDOT) grants supported new signage and landscaping to invite travelers into the community. Ellaville received a GDOT Gateway grant for the sign and a GDOT Roadside Enhancement Beautification Grant to create a sense of place and say welcome. First impressions do matter.



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► Over the past year, only the state of Utah has a higher growth in personal income than Georgia. Utah's increase is 4% and Georgia is 3.7%. Our neighbor states of Florida, South Carolina, Tennessee and North Carolina registered 3.2%, 2.9%, 2.6% and 3.0%, respectively. *Source: The Pew Charitable Trusts*



GA's Energy Cities At Work

Conagra Foods, Peter Pan Peanut Butter City of Sylvester

- 232 jars every 10 minutes
- all product is made in Sylvester
- in production since 1928 under Peter Pan brand

