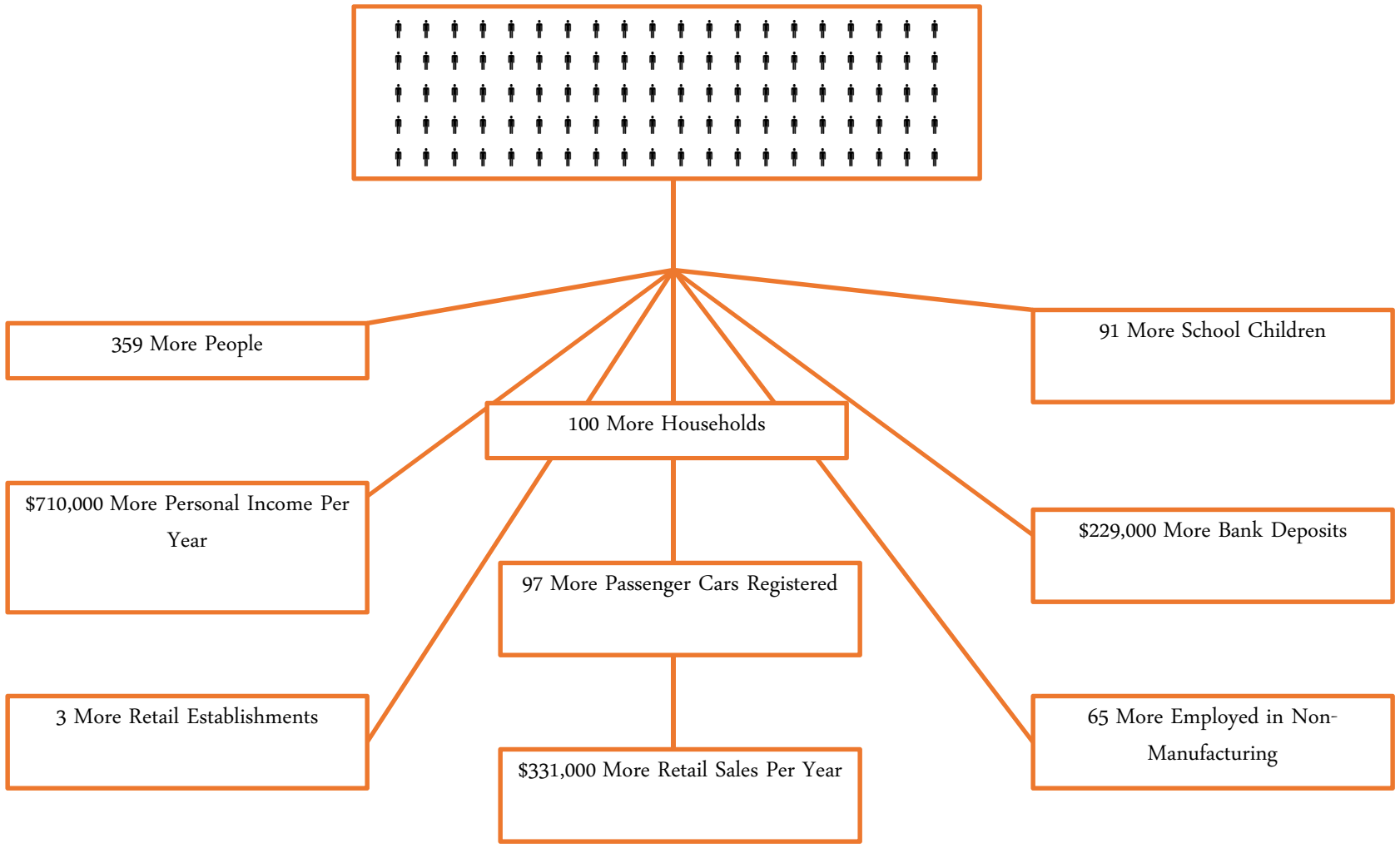
# Statewide Site Selection: What's the Process, What's Expected, and Who Can Help?

# Impact of 100 Manufacturing Jobs

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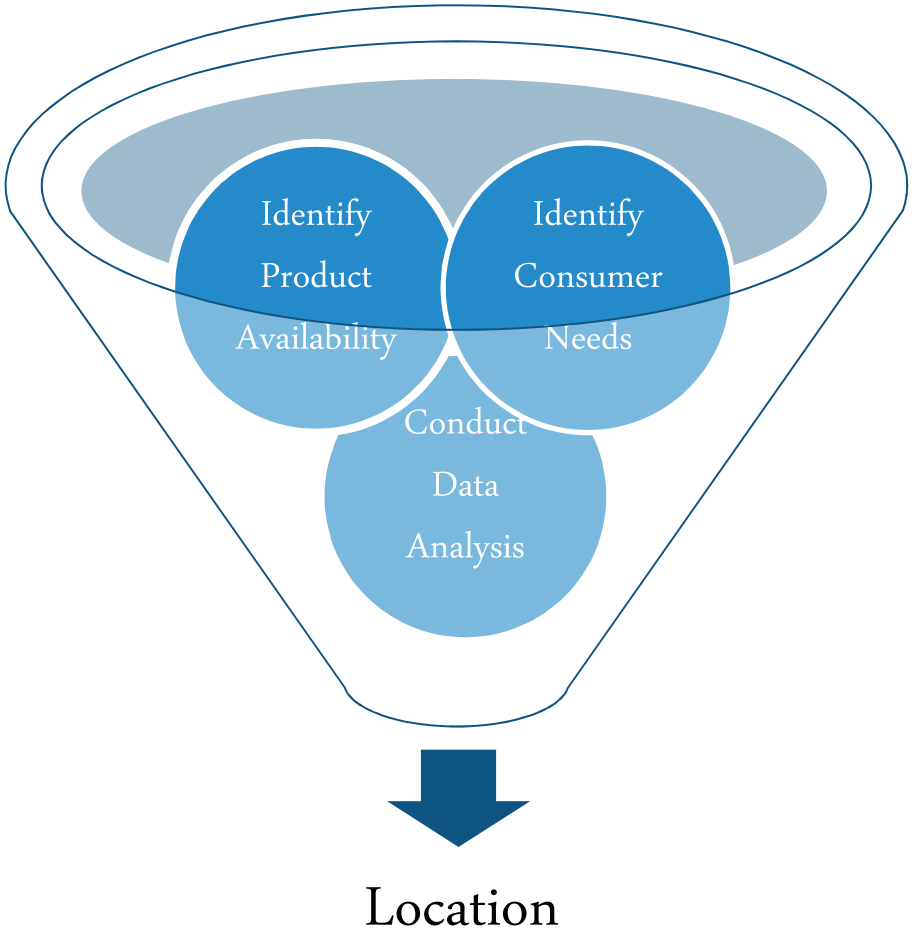
# Economic Development Site Selection Process

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# Critical Site Selection Factors

1. Availability of skilled labor
2. Highway accessibility
3. Quality of life
4. Occupancy of construction costs
5. Available buildings
6. Labor costs
7. Corporate tax rates
8. Proximity to major markets
9. State and local incentives
10. Energy availability and costs
11. Tax exemptions
12. Expedited or “fast-track” permitting
13. Available land
14. Environmental regulations
15. Training programs/technical colleges

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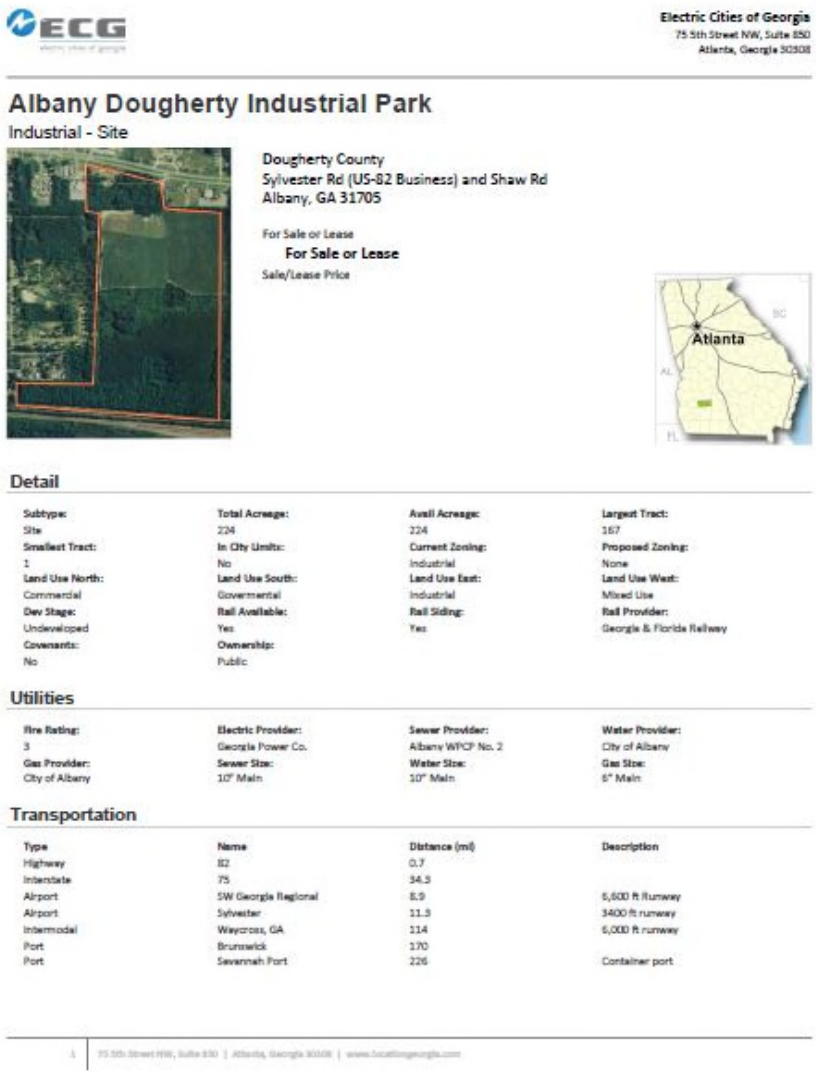
# Property Search & Submission



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Electric Cities of Georgia
75 5th Street NW, Suite 850
Atlanta, Georgia 30308

## Albany Dougherty Industrial Park

Industrial - Site

Dougherty County
Sylvester Rd (US-82 Business) and Shaw Rd
Albany, GA 31705

For Sale or Lease

**For Sale or Lease**

Sale/Lease Price

Atlanta

### Detail

| Subtype: | Total Acreage: | Avail Acreage: | Largest Tract: |
|---|---|---|---|
| Site | 224 | 224 | 167 |
| **Smallest Tract:** | **In City Limits:** | **Current Zoning:** | **Proposed Zoning:** |
| 1 | No | Industrial | None |
| **Land Use North:** | **Land Use South:** | **Land Use East:** | **Land Use West:** |
| Commercial | Governmental | Industrial | Mixed Use |
| **Dev Stage:** | **Rail Available:** | **Rail Siding:** | **Rail Provider:** |
| Undeveloped | Yes | Yes | Georgia & Florida Railway |
| **Covenants:** | **Ownership:** | | |
| No | Public | | |

### Utilities

| Fire Rating: | Electric Provider: | Sewer Provider: | Water Provider: |
|---|---|---|---|
| 3 | Georgia Power Co. | Albany WPCP No. 2 | City of Albany |
| **Gas Provider:** | **Sewer Size:** | **Water Size:** | **Gas Size:** |
| City of Albany | 10" Main | 10" Main | 6" Main |

### Transportation

| Type | Name | Distance (mi) | Description |
|---|---|---|---|
| Highway | 82 | 0.7 | |
| Interstate | 75 | 34.3 | |
| Airport | SW Georgia Regional | 8.9 | 6,600 ft Runway |
| Airport | Sylvester | 11.3 | 3400 ft runway |
| Intermodal | Waycross, GA | 114 | 6,000 ft runway |
| Port | Brunswick | 170 | |
| Port | Savannah Port | 226 | Container port |

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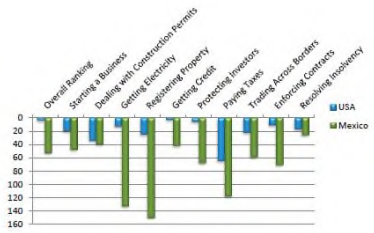
# Market Research

## [Business Cost Comparisons]

### Ease Of Doing Business Rankings

| Ease of Doing Business Ranking<br>*Note: A smaller number indicates a better ranking.<br>*Source: The World Bank, Doing Business Report (2014)* | USA | Mexico |
|---|---|---|
| Overall Ranking | 4 | 53 |
| Starting a Business | 20 | 48 |
| Dealing with Construction Permits | 34 | 40 |
| Getting Electricity | 13 | 133 |
| Registering Property | 25 | 150 |
| Getting Credit | 3 | 42 |
| Protecting Investors | 6 | 68 |
| Paying Taxes | 64 | 118 |
| Trading Across Borders | 22 | 59 |
| Enforcing Contracts | 11 | 71 |
| Resolving Insolvency | 17 | 26 |



**Site Selection Magazine named Georgia the most competitive state in the nation and the state with the best business climate. (2013)**

**CNBC ranked Georgia the best state for business. CNBC also ranked Georgia's workforce number 1. (2014)**

**Forbes ranked Georgia the 10th best state for business and its regulatory environment ranked 4th. (2013)**

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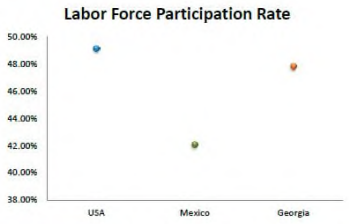
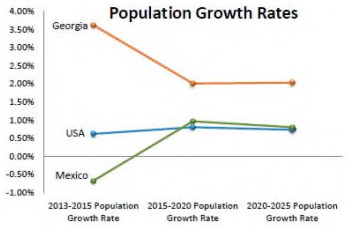
### Demographics – Population & Labor Force

| Population<br>*Sources: GA Department of Labor; The World Bank - Health, Nutrition, and Population Statistics* | USA | Mexico | Georgia |
|---|---|---|---|
| 2013 Estimated Population | 316,128,839 | 122,332,399 | 9,992,167 |
| 2015 Estimated Population | 322,008,000 | 119,874,000 | 11,076,619 |
| 2020 Estimated Population | 334,947,000 | 125,663,000 | 12,189,252 |
| 2025 Estimated Population | 347,258,000 | 130,712,000 | 13,426,590 |
| 2013 Labor Force | 155,400,000 | 51,480,000 | 4,779,387 |
| Unemployment Rate | 7.3% | 4.9% | 7.4% |
| Labor Force Participation Rate | 49.15% | 42.08% | 47.83% |




**Georgia's Labor Force Participation Rate is almost 6% higher than Mexico's rate.**




**Georgia's population is projected to grow at a higher rate than both Mexico's and the US's populations.**

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### Wage Comparison: Georgia vs. North Carolina

**Comparison of Occupational Wages & Employment for Select Project Full Power Occupations**
Source: U.S. Bureau of Labor Statistics, May 2012 Updated As of Second Quarter 2013.

| U.S. Standard Occupational Code | Job Title (Hyperlinked to U.S. BLS Definition) | Metro Area | Employment Estimate | Median Hourly Wage | Entry Hourly Wage (10th% Percentile Wage) |
|---|---|---|---|---|---|
| 51-0000 | Production Occupations | | | | |
| 51-0000 | Manufacturing Industry - Production Occupations (Not Hyperlinked) | Atlanta, GA | 116,330 | $13.88 | $8.45 |
| | | Raleigh, NC | 19,220 | $14.66 | $8.72 |
| 51-1011 | First-Line Supervisors of Production and Operating Workers | Atlanta, GA | 8,130 | $25.32 | $15.54 |
| | | Raleigh, NC | 1,590 | $26.32 | $15.53 |
| 51-2092 | Team Assemblers | Atlanta, GA | 18,420 | $12.93 | $8.35 |
| | | Raleigh, NC | 2,770 | $11.03 | $8.05 |
| 51-4021 | Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic | Atlanta, GA | 1,260 | $16.92 | $11.51 |
| | | Raleigh, NC | 250 | $17.30 | $12.34 |
| 51-4031 | Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic | Atlanta, GA | 2,070 | $13.65 | $9.30 |
| | | Raleigh, NC | 340 | $14.62 | $10.23 |
| 51-4041 | Machinists | Atlanta, GA | 3,850 | $18.51 | $11.71 |
| | | Raleigh, NC | 770 | $19.92 | $14.48 |
| 51-4121 | Welders, Cutters, Solderers, and Brazers | Atlanta, GA | 3,130 | $16.63 | $11.88 |
| | | Raleigh, NC | 570 | $17.14 | $12.24 |
| 51-9041 | Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders | Atlanta, GA | 870 | $15.50 | $10.55 |
| | | Raleigh, NC | None Reported | N/A | N/A |
| 53-0000 | Transportation and Material Moving Occupations | | | | |
| 53-1021 | First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand | Atlanta, GA | 4,010 | $22.50 | $14.12 |
| | | Raleigh, NC | 610 | $18.82 | $11.28 |
| 53-7011 | Conveyor Operators and Tenders (Hyperlinked to a Related, More Detailed Profile) | Atlanta, GA | 650 | $13.88 | $10.11 |
| | | Raleigh, NC | 110 | $17.18 | $15.30 |
| 53-7021 | Crane and Tower Operators | Atlanta, GA | 310 | $18.11 | $12.29 |
| | | Raleigh, NC | 110 | $23.75 | $17.77 |
| 53-7062 | Laborers and Freight, Stock, and Material Movers, Hand | Atlanta, GA | 42,500 | $11.85 | $8.44 |
| | | Raleigh, NC | 7,590 | $11.20 | $8.17 |

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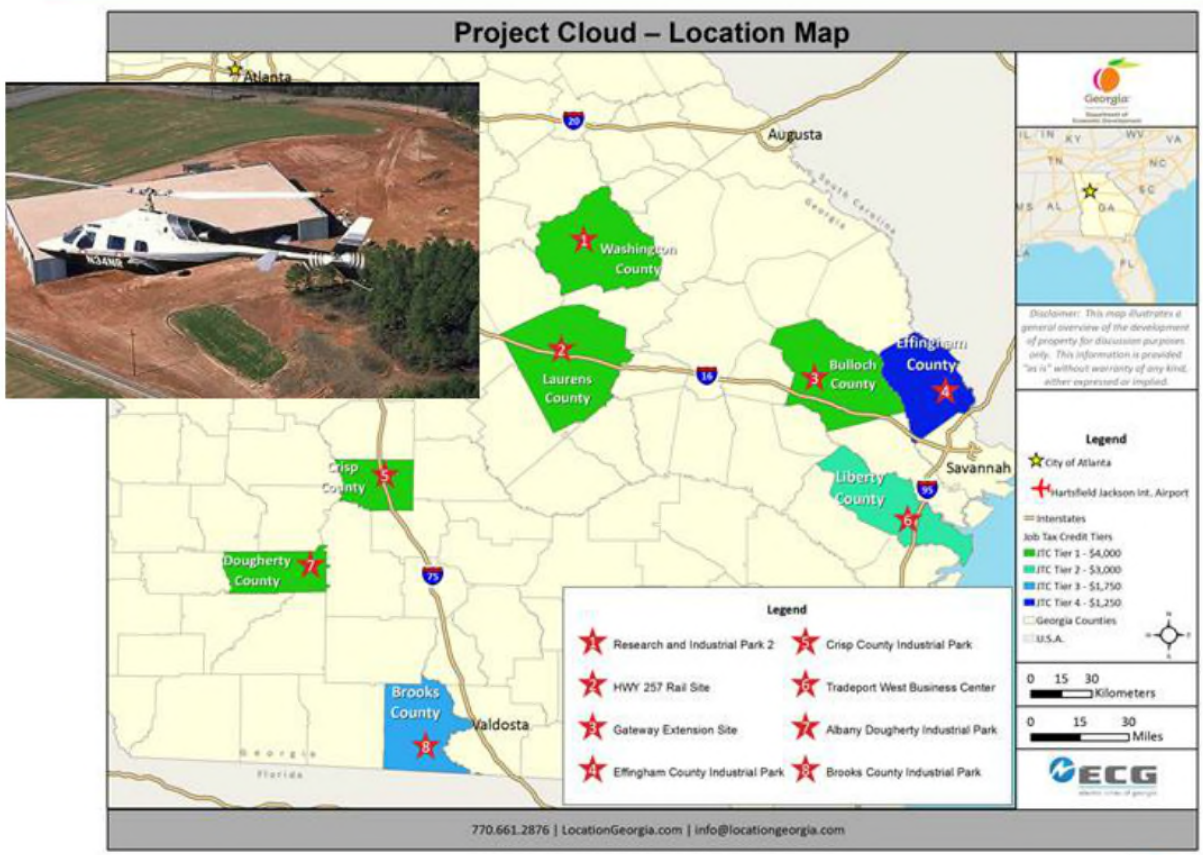
# Location Mapping

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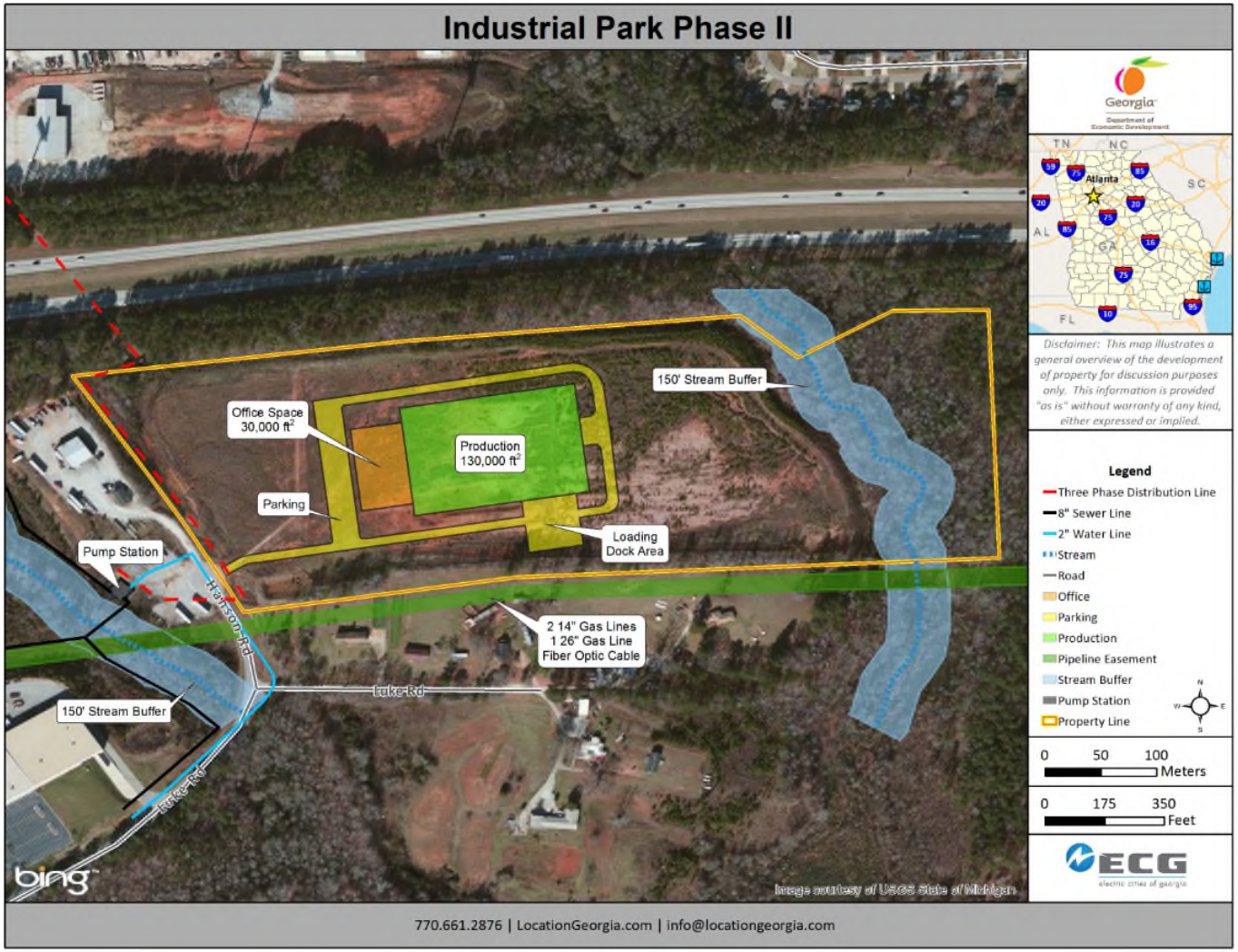
# Site Plans

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# Community Proposals

## [Economic Impact & Business Incentives Analysis]

Economic-Fiscal Impact Analysis Executive Summary:
Project Example Impact on the Selected Georgia Community

**Project Example Fiscal Impact Analysis Results**

**Facility Utility Data:** For the facility's estimated natural gas monthly bill, the LOCI analysis used a "per thousand consumption price per unit" in conjunction with "per thousand consumption figures" for the residential, industrial, commercial, and transportation sectors served by the community's utility department.

**Community Utility Data:** Based on the Economic Impact Group's experience with and access to the typical utility operating cost-to-consumption ratios observed for comparable community utility profiles, the community's natural gas utility sector consumption figures were adjusted to improve the "Ratio of Operating Costs-to-Total Consumption". Natural gas figures were used for the residential, industrial, commercial, & transportation sectors served by Dalton Utilities.

| County Profit & Revenue Fiscal Impact Figures | 13 Year Total |
|---|---|
| **Total Estimated Net Present Value of Project Example**<br>Property Tax Scenario*: 40% Property Tax Abatement Each Year of a 13 Year Period of Analysis<br>Project Example Property Tax Abatement Provided by the<br>County Joint Development Authority | $96,002,757 |
| Estimated Total Revenue | $371,046,308 |
| Sales Tax Revenue | $37,576,381 |
| Property Tax Revenue | $92,947,470 |

| Utility Profit Margins | 13 Year Total |
|---|---|
| Water Revenues | $6,620,489 |
| Water Costs | $5,450,095 |
| Water Utility Profit Margins | $1,170,394 |
| Wastewater Revenues | $9,290,486 |
| Wastewater Costs | $8,937,910 |
| Wastewater Utility Profit Margins | $352,576 |
| Electric Power Revenues | $203,488,284 |
| Electric Power Production Costs | $210,226,808 |
| Electric Power Utility Profit Margins (Negative) | ($6,738,524) |
| Natural Gas Revenues | $18,693,909 |
| Natural Gas Costs | $15,674,612 |
| Natural Gas Utility Profit Margins | $3,019,297 |

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CONFIDENTIAL Project Example Fiscal Impact Analysis Results Table for the Selected Georgia Community

| Revenue & Cost Categories | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | 13 Year Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Sales Taxes | $ 566,821 | $ 1,878,421 | $ 1,878,421 | $ 1,878,421 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 3,486,033 | $ 37,576,381 |
| Property Taxes | $ 204 | $ 4,033,292 | $ 5,685,731 | $ 5,651,873 | $ 7,626,021 | $ 9,492,772 | $ 9,363,707 | $ 9,121,400 | $ 8,879,094 | $ 8,636,788 | $ 8,394,482 | $ 8,152,176 | $ 7,909,870 | $ 92,947,470 |
| Franchise Fees | $ 2 | $ 1,016 | $ 2,060 | $ 3,072 | $ 3,960 | $ 4,876 | $ 5,765 | $ 5,765 | $ 5,765 | $ 5,765 | $ 5,765 | $ 5,765 | $ 5,765 | $ 55,341 |
| Business License/Occupation Tax | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Liquor License Revenues | $ - | $ 207 | $ 421 | $ 627 | $ 808 | $ 995 | $ 1,177 | $ 1,177 | $ 1,177 | $ 1,177 | $ 1,177 | $ 1,177 | $ 1,177 | $ 11,297 |
| Alcoholic Beverage Tax Revenues | $ 3 | $ 1,319 | $ 2,674 | $ 3,987 | $ 5,140 | $ 6,329 | $ 7,482 | $ 7,482 | $ 7,482 | $ 7,482 | $ 7,482 | $ 7,482 | $ 7,482 | $ 71,826 |
| Income Tax Revenues | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Revenues from Fines | $ 31 | $ 12,957 | $ 26,272 | $ 39,367 | $ 50,499 | $ 62,175 | $ 73,507 | $ 73,507 | $ 73,507 | $ 73,507 | $ 73,507 | $ 73,507 | $ 73,507 | $ 705,650 |
| Revenues from Permits | $ 2 | $ 903 | $ 1,830 | $ 2,729 | $ 3,518 | $ 4,332 | $ 5,121 | $ 5,121 | $ 5,121 | $ 5,121 | $ 5,121 | $ 5,121 | $ 5,121 | $ 49,161 |
| Miscellaneous Fees | $ 18 | $ 20,204 | $ 57,188 | $ 85,257 | $ 109,924 | $ 135,338 | $ 160,005 | $ 160,005 | $ 160,005 | $ 160,005 | $ 160,005 | $ 160,005 | $ 160,005 | $ 1,536,014 |
| Water Revenues | $ 494,445 | $ 497,977 | $ 501,615 | $ 505,338 | $ 508,235 | $ 511,425 | $ 514,522 | $ 514,522 | $ 514,522 | $ 514,522 | $ 514,522 | $ 514,522 | $ 514,522 | $ 6,620,489 |
| Wastewater Revenues | $ 686,385 | $ 702,261 | $ 706,264 | $ 710,121 | $ 713,519 | $ 717,020 | $ 720,418 | $ 720,418 | $ 720,418 | $ 720,418 | $ 720,418 | $ 720,418 | $ 720,418 | $ 9,290,486 |
| Solid Waste Revenues | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electric Power Revenues | $ 15,600,010 | $ 15,612,638 | $ 15,625,626 | $ 15,638,203 | $ 15,649,256 | $ 15,660,645 | $ 15,671,698 | $ 15,671,698 | $ 15,671,698 | $ 15,671,698 | $ 15,671,698 | $ 15,671,698 | $ 15,671,698 | $ 203,488,284 |
| Natural Gas Revenues | $ 1,430,078 | $ 1,434,247 | $ 1,438,748 | $ 1,443,002 | $ 1,446,744 | $ 1,450,600 | $ 1,454,342 | $ 1,454,342 | $ 1,454,342 | $ 1,454,342 | $ 1,454,342 | $ 1,454,342 | $ 1,454,342 | $ 18,693,909 |
| Other Utility/2 Revenues | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Salvage Value | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Estimated Total Benefits / Revenue | $ 18,780,069 | $ 24,190,542 | $ 25,916,896 | $ 25,951,597 | $ 29,591,657 | $ 31,522,540 | $ 31,453,777 | $ 31,211,470 | $ 30,969,164 | $ 30,726,858 | $ 30,484,552 | $ 30,242,246 | $ 29,999,940 | $ 371,046,308 |
| Support | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Education | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Public Works | $ 96 | $ 39,933 | $ 80,969 | $ 120,709 | $ 155,633 | $ 191,616 | $ 226,540 | $ 226,540 | $ 226,540 | $ 226,540 | $ 226,540 | $ 226,540 | $ 226,540 | $ 2,174,736 |
| Recreation/Libraries | $ 14 | $ 5,655 | $ 11,465 | $ 17,093 | $ 22,038 | $ 27,133 | $ 32,079 | $ 32,079 | $ 32,079 | $ 32,079 | $ 32,079 | $ 32,079 | $ 32,079 | $ 307,953 |
| Court System | $ 45 | $ 18,675 | $ 37,866 | $ 56,452 | $ 72,784 | $ 89,611 | $ 105,945 | $ 105,945 | $ 105,945 | $ 105,945 | $ 105,945 | $ 105,945 | $ 105,945 | $ 1,017,050 |
| General Government | $ 73 | $ 30,561 | $ 61,968 | $ 92,382 | $ 119,110 | $ 146,649 | $ 173,377 | $ 173,377 | $ 173,377 | $ 173,377 | $ 173,377 | $ 173,377 | $ 173,377 | $ 1,664,382 |
| Health Services | $ 56 | $ 23,097 | $ 46,823 | $ 69,819 | $ 90,000 | $ 110,833 | $ 131,033 | $ 131,033 | $ 131,033 | $ 131,033 | $ 131,033 | $ 131,033 | $ 131,033 | $ 1,257,889 |
| Social Welfare | $ 3 | $ 1,362 | $ 2,857 | $ 3,514 | $ 4,530 | $ 5,578 | $ 6,594 | $ 6,594 | $ 6,594 | $ 6,594 | $ 6,594 | $ 6,594 | $ 6,594 | $ 63,302 |
| Public Safety | $ 133 | $ 55,393 | $ 112,317 | $ 167,444 | $ 215,889 | $ 265,803 | $ 314,249 | $ 314,249 | $ 314,249 | $ 314,249 | $ 314,249 | $ 314,249 | $ 314,249 | $ 3,016,722 |
| Other Costs | $ 15 | $ 6,140 | $ 12,449 | $ 18,559 | $ 23,928 | $ 29,461 | $ 34,830 | $ 34,830 | $ 34,830 | $ 34,830 | $ 34,830 | $ 34,830 | $ 34,830 | $ 334,362 |
| Other Visitor Costs | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Water Costs | $ 411,566 | $ 413,394 | $ 415,277 | $ 417,101 | $ 418,703 | $ 420,355 | $ 421,957 | $ 421,957 | $ 421,957 | $ 421,957 | $ 421,957 | $ 421,957 | $ 421,957 | $ 5,450,095 |
| Wastewater Costs | $ 672,804 | $ 676,313 | $ 679,928 | $ 683,429 | $ 686,505 | $ 689,674 | $ 692,751 | $ 692,751 | $ 692,751 | $ 692,751 | $ 692,751 | $ 692,751 | $ 692,751 | $ 8,937,910 |
| Solid Waste Costs | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Electric Power Production Costs | $ 16,133,883 | $ 16,142,797 | $ 16,151,979 | $ 16,160,871 | $ 16,168,685 | $ 16,176,736 | $ 16,184,553 | $ 16,184,553 | $ 16,184,553 | $ 16,184,553 | $ 16,184,553 | $ 16,184,553 | $ 16,184,553 | $ 210,226,808 |
| Natural Gas Costs | $ 1,200,935 | $ 1,202,125 | $ 1,203,290 | $ 1,204,437 | $ 1,205,401 | $ 1,206,430 | $ 1,207,421 | $ 1,207,421 | $ 1,207,421 | $ 1,207,421 | $ 1,207,421 | $ 1,207,421 | $ 1,207,421 | $ 15,674,612 |
| Other Utility/2 Costs | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - | $ - |
| Estimated Total Costs | $ 18,419,683 | $ 18,615,245 | $ 18,816,698 | $ 19,011,793 | $ 19,181,233 | $ 19,350,881 | $ 19,531,327 | $ 19,531,327 | $ 19,531,327 | $ 19,531,327 | $ 19,531,327 | $ 19,531,327 | $ 19,531,327 | $ 250,125,858 |
| Estimated Net Benefits (i.e. Benefits - Costs) | $ 360,386 | $ 5,578,297 | $ 7,100,198 | $ 6,939,807 | $ 12,410,424 | $ 12,162,659 | $ 11,922,450 | $ 11,680,143 | $ 11,437,837 | $ 11,195,531 | $ 10,953,225 | $ 10,710,919 | $ 10,468,613 | $ 120,920,450 |
| Total Estimated Net Present Value of Benefits (County Profit) >>> | | | | | | | | | | | | | | $ 96,002,757 |

| Utility Profit Margins | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 | Year 12 | Year 13 | 13 Year Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Water Utility Profit Margins | $ 82,879 | $ 84,583 | $ 86,338 | $ 88,037 | $ 89,532 | $ 91,070 | $ 92,565 | $ 92,565 | $ 92,565 | $ 92,565 | $ 92,565 | $ 92,565 | $ 92,565 | $ 1,170,394 |
| Wastewater Utility Profit Margins | $ 25,581 | $ 25,948 | $ 26,326 | $ 26,692 | $ 27,014 | $ 27,346 | $ 27,667 | $ 27,667 | $ 27,667 | $ 27,667 | $ 27,667 | $ 27,667 | $ 27,667 | $ 352,576 |
| Electric Power Utility Profit Margins | $ (533,853) | $ (530,159) | $ (526,353) | $ (522,668) | $ (519,429) | $ (516,091) | $ (512,853) | $ (512,853) | $ (512,853) | $ (512,853) | $ (512,853) | $ (512,853) | $ (512,853) | $ (6,738,524) |
| Natural Gas Utility Profit Margins | $ 219,013 | $ 222,222 | $ 225,454 | $ 228,585 | $ 231,236 | $ 234,170 | $ 236,921 | $ 236,921 | $ 236,921 | $ 236,921 | $ 236,921 | $ 236,921 | $ 236,921 | $ 3,019,297 |
| Total Utility Profit Margins >>> | $ (206,310) | $ (197,406) | $ (188,235) | $ (179,354) | $ (171,647) | $ (163,505) | $ (155,700) | $ (155,700) | $ (155,700) | $ (155,700) | $ (155,700) | $ (155,700) | $ (155,700) | $ (2,196,257) |

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Community Utility Data Note/Disclaimer: The estimated community utility revenue, expenditure, customer, and consumption quantity data for electricity, water, wastewater, and natural gas services were provided by the community's utility department. Based on the Economic Impact Group's experience with and access to the typical utility operating cost-to-consumption ratios observed for comparable community utility profiles, the community's natural gas utility sector consumption figures were adjusted. Natural gas figures were used for the residential, industrial, commercial, & transportation sectors served by the community's utility department.

Facility Utility Data Note/Disclaimer: The estimated monthly electricity, water, waste-water, and natural gas bills for the prospective facility/operation were provided by the community's utility department.

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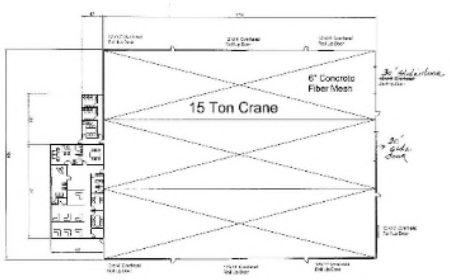
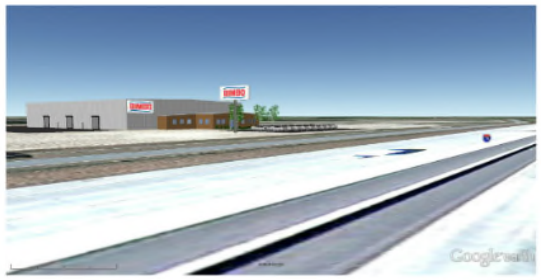
# 3D Conceptual Rendering





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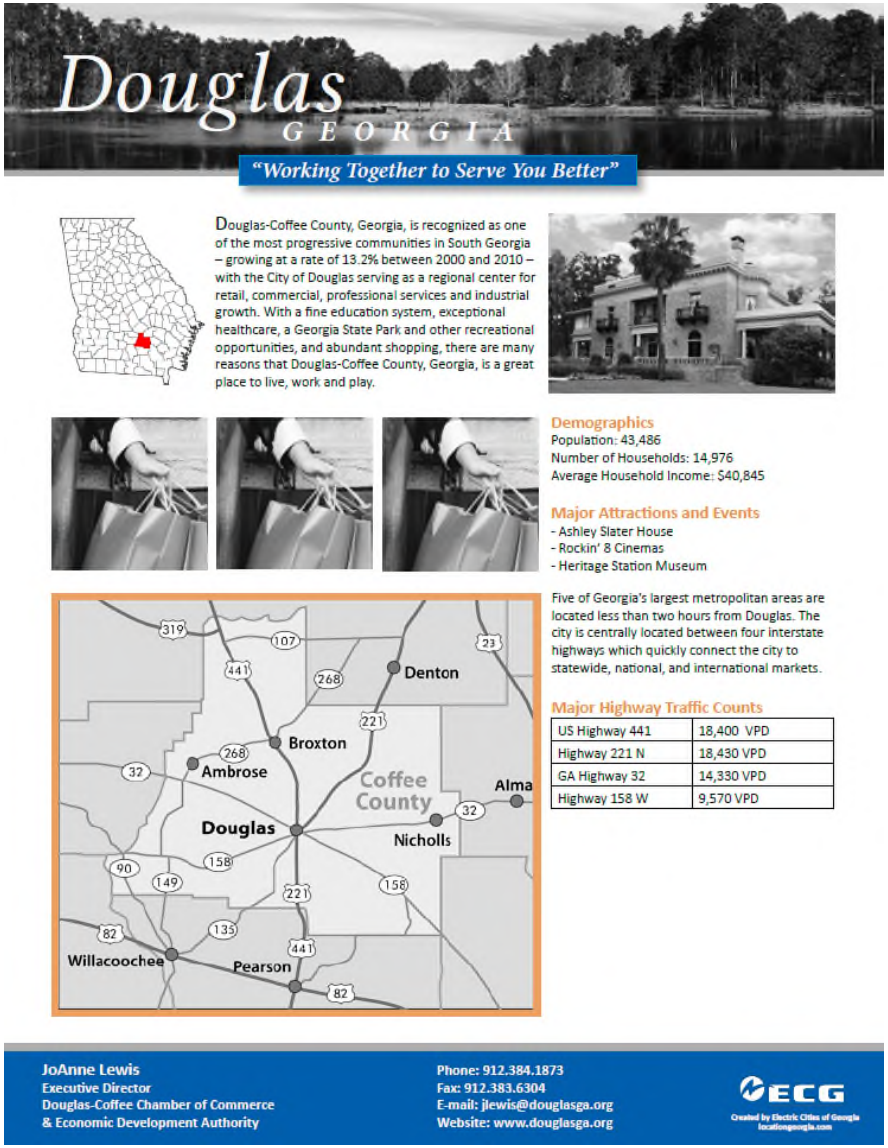
# GIS | Marketing | Research




ECG
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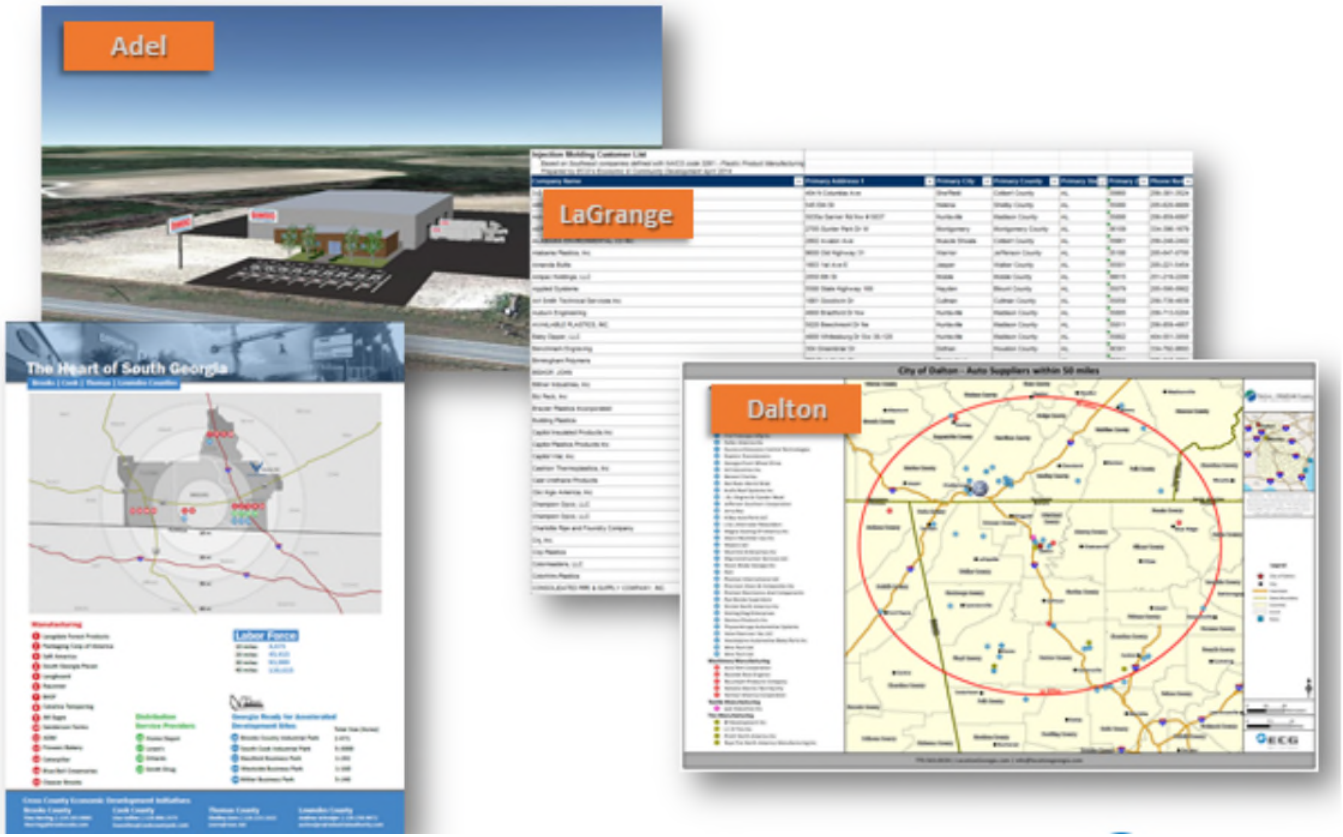


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# Georgia Allies Members & ECG Partners

Marketing Initiatives:

- IAMC- Industrial Asset Management Council
- Targeted Industry Trade Shows
- Target Consultants Events
- Targeted International Industry Events

Public/Private Marketing Organizations

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