

# TBIC Membership Directory 2020

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Community Members,  
Corporate Members  
and Events

TRANSATLANTIC BUSINESS & INVESTMENT COUNCIL  
**YOUR TRANSATLANTIC BUSINESS NETWORK**



**T | B | I | C**  
TRANSATLANTIC BUSINESS & INVESTMENT COUNCIL

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## TBIC in Short

### WHAT WE DO

The Transatlantic Business & Investment Council (TBIC) provides an effective platform and a unique opportunity for companies interested in expanding towards the United States. Through our extensive transatlantic business network, we offer experience and expertise on all relevant levels.

### WHO WE ARE

The TBIC is the official European representative of selected U.S. cities, counties, chambers of commerce and other service providers. It is our mission to promote transatlantic trade and investment. The multilingual and well-connected TBIC Team is ready to boost your success in setting up shop in the United States.

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## Facts and Figures in Winter 2019

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126

Member  
Communities

17

Corporate  
Members

34

U.S. states  
with TBIC activities

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91

European  
multipliers met  
since 09/2016

279

Meetings arranged  
between European  
companies and TBIC  
Member Communities  
since 09/2016

73

Companies located  
in the U.S.  
by our Advisory Council  
since 2010

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6.9

Billion USD of investments  
in the U.S. with involvement  
of the TBIC Advisory Council  
since 2010

14,800

Jobs created in the U.S.  
through projects of the  
TBIC Advisory Council  
since 2010

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## Message from the TBIC President & CEO

Allow me to extend my warmest welcome to everybody involved in the dynamic field of transatlantic investment and economic development in the largest national economy in the world – the United States of America.

Even though we experience turbulent times in the transatlantic business world, it is only natural that from time to time close friends like Europe and the United States encounter challenges in their relationship. While the TBIC is an entirely business-oriented and non-political organization, I would nevertheless say that business relations in general, and Foreign Direct Investment (FDI) flows in particular, have always been a crucial component of the transatlantic partnership. The purchasing power of the growing population in the United States, its business-friendly environment and openness to new technologies as well as products have for centuries been a driving force for European businesses to expand across the Atlantic. Did you know that the share of European investments in the U.S. makes up almost 70 percent of all FDI ever invested in the United States? FDI from Europe has been increasing constantly over the last 50 years – even in the aftermath of the global financial crisis of 2007.

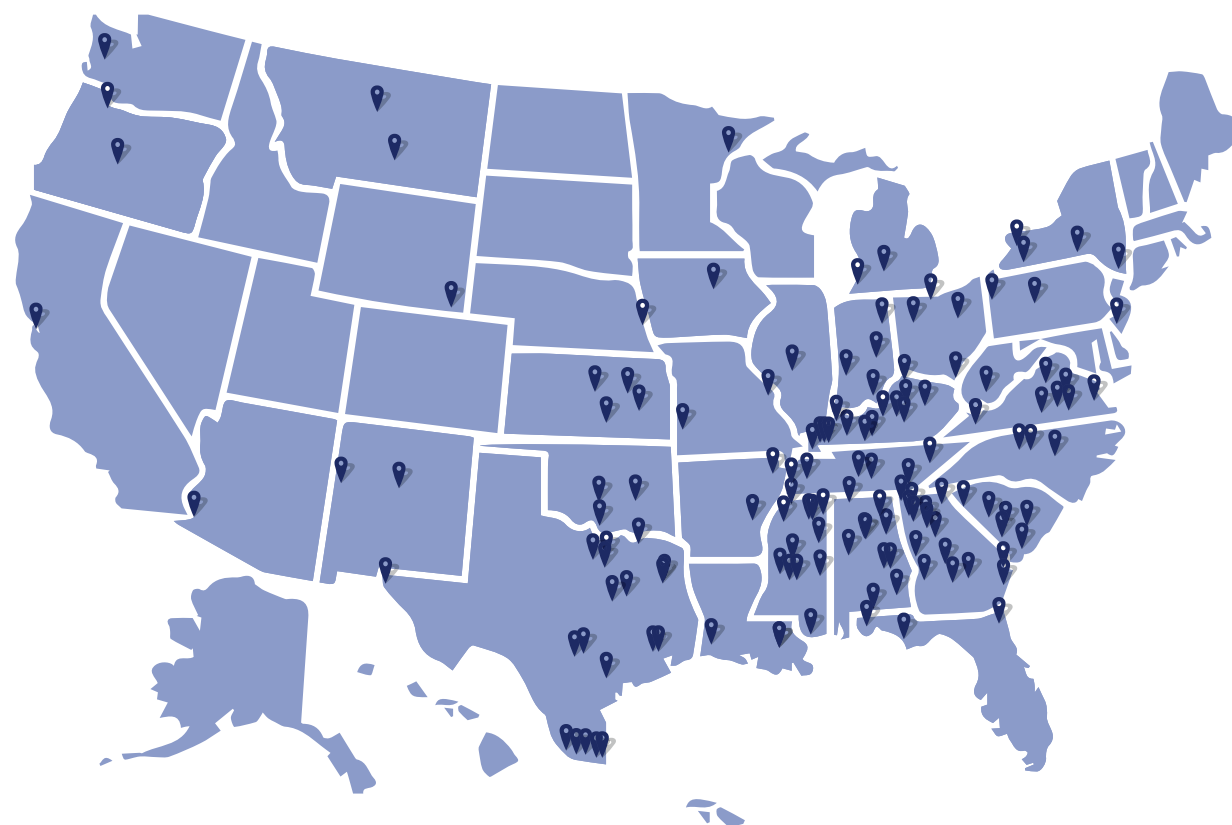
The reasons for these continual investments are the enduring attractiveness and the scope of the U.S. market which enable European companies to grow and become global players. Once their sales volume overseas reaches a certain threshold, European manufacturing companies find themselves confronted with a critical decision: Can you meet U.S. customers' aggregate demand from Europe alone or will you take the next step and set up a sales office or even production in the United States? There are many reasons for the latter: a location in the U.S. provides European companies with a stable legal base and the opportunity to be closer and more visible to U.S. customers who require easy access to your company. Moreover, production costs in the U.S. have become increasingly competitive and can be a decisive comparative advantage over global competitors. Note however that

there are large variations in these costs depending on regional conditions such as electricity prices, labor costs and tax regulations. How and where to find the best location for your company in a country of 50 states with distinct legislation, covering multiple time zones and being home to more than 320 million people thus becomes a crucial question.

Holding in your hands the Membership Directory of the Transatlantic Business & Investment Council (TBIC), you have access to a range of highly relevant data to inform your endeavor of finding the most suitable U.S. location for your company. All our Member Communities and Corporations are specialized in supporting European enterprises in their expansion to the U.S. and are uniquely qualified to help you find strategic partners and customers, set up production and grow your business. The TBIC and its Members receive their financial backing from the United States – we can therefore offer you our support free of charge, including access to seasoned experts in the field of transatlantic investment.

The TBIC welcomes your feedback and is looking forward to helping you find your way into the United States – you can count on us.

Sincerely,  
**Matthias Beier**



# TBIC Benefits

## Challenge

In a globally interconnected world, cross-border investments in general and transatlantic investments in particular have become everyday business. Greenfield investments as well as mergers and acquisitions abroad give companies a competitive advantage through growth prospects in new markets with potentially higher returns. However, to turn your FDI strategy into a success story, professional legal, financial, political and positioning guidance as well as advice on “best practice” management in the host country are of crucial importance.

## Solution

The Transatlantic Business & Investment Council (TBIC) specializes in FDI to the U.S. and assists European companies in expanding their business across the Atlantic. As we receive our funding through our U.S. Community and Corporate Members, our services are free of charge for European companies. We can offer information on a wide range of issues relevant to the U.S. market entry process to provide you with the best possible basis for your decision-making.

### Our services include:

- Providing relevant regional information
- Making contact with potential business partners in the U.S.
- Support in business planning (such as real estate; labor and employment; utilities such as electricity and water; taxes; logistics)
- Regulatory, tax and legal information about the U.S. and assistance with forming a U.S. company
- Site selection support
- Construction support, planning and building of your production facility in the U.S.
- Visa information and support
- Executive Search through our professional network
- Production planning, controlling and logistics support

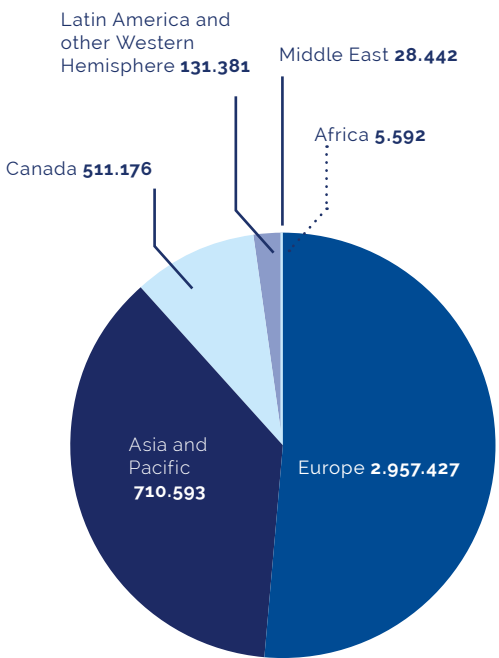
# FDI Background U.S. — Europe

## Foreign Direct Investment in the U.S.

The leading source of FDI in the United States is the European Union, a diverse group of independent nations with distinct legal and tax systems, a region where over 25 languages are spoken and that is home to many of the leading advanced manufacturing companies in the world. In 2018, cumulative European FDI in the U.S. reached a value of approximately USD 3 trillion, which makes Europe by far the most important foreign investor in the U.S.

Seven European countries rank among the ten most important foreign investors in the United States, including the Netherlands, Switzerland, Germany, France and the United Kingdom. Iconic European companies such as Airbus, BMW, Volvo, Rolls-Royce, Siemens, Bayer, Valeo, Fiat, Faurecia, Gestamp, Vestas, Schaeffler and scores of their suppliers have increased their business fortunes by moving across the Atlantic to the United States. FDI is therefore important and valuable – these companies have over decades proven that their products can compete on the world market and are continuously looking for further long-term investments.

The TBIC continues to support European businesses in their endeavor to establish a first foothold or expand their operations in the United States, drawing on our wide-ranging network of pre-screened Community and Corporate Members and distinguished experts in the field of transatlantic FDI.



Region	2017 First Year Expenditures	2017 Current Employment	2018 First Year Expenditures	2018 Current Employment
Belgium	1,692	5-9	3,068	6,1
Denmark	1,106	0.5-0.9	1,726	0,3
Finland	1,322	0,7	(D)	1-2,5
France	22,121	49,3	18,830	13,5
Germany	12,189	15,1	4,983	26,7
Ireland	4,094	9,6	(D)	68,3
Italy	1,159	1,6	1,133	5-9
Netherlands	8,612	50-99	(D)	8,1
Spain	2,195	1,1	(D)	1,3
Sweden	3,275	2,9	990	1,1
Switzerland	8,489	15,1	21,541	12
United Kingdom	49,325	58,5	24,154	68,9
Other	16,633	48,1	(D)	40,6

Top:  
Cumulative Foreign Direct Investment in the U.S. by Region in Millions of USD in 2018.  
Source: U.S. Bureau of Economic Analysis.

Left:  
First-Year Expenditures & Current Employment Associated with Investment Initiated in 2017 & 2018 (Expenditures in Millions of USD; Employment in Thousands of Employees; D – Suppressed to avoid disclosure of data on individual companies).  
Source: U.S. Bureau of Economic Analysis.



# TBIC Team



**Matthias Beier**  
President & CEO

Matt acts as President and CEO of the Transatlantic Business & Investment Council (TBIC) in Atlanta, GA and Berlin, Germany. In his former management function for an international consultancy, he supported European companies of various industries as they entered the U.S. market and is thereby well connected to both the U.S. and European business community. He is the point of contact for new Members and represents the TBIC in the United States.

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**Christopher Huppertz**  
Director European Affairs

Christopher serves as TBIC's Director European Affairs in Berlin, Germany. Previously, he has worked on transatlantic economic relations in various contexts, including an economic development organization, a think tank, and a leading German industry association. Given his background in international relations and economics with a focus on North America, Christopher provides a valuable contribution to our goal of bringing the two sides of the transatlantic market together.

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**Charlotte Nytoft**  
Specialist Nordics

Charlotte Nytoft is the founder and owner of CNR-Consulting, a boutique consulting firm working with European companies entering the U.S. market through direct export, by establishing their own production or through joint venture partners. Charlotte brings experience from 25+ years in international trade and business development and has served as President of the Danish American Chamber of Commerce as well as Deputy Head of Mission at the Trade Council of Denmark in Atlanta where she has worked with 150+ companies to secure successful entry into the U.S. market. Charlotte is TBIC's Specialist for the Nordic countries of Europe and is head of the Nordic TBIC Representation in Copenhagen, Denmark.

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**Valentina Jost**  
Associate

Drawing on an academic background in politics and international affairs as well as extensive professional experience in project management, Valentina supports the TBIC in various projects and research tasks. Before joining our Berlin office, Valentina had lived in Switzerland, Scotland, England and France and thus easily converses and connects with stakeholders from all across Europe.

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**Sandra Metzger**  
Consultant

As Consultant with the TBIC, Sandra supports the team with research tasks, project management and leads FDI Trips to various European destinations. Before moving to Berlin Sandra obtained academic degrees in European Studies and in Governance and Public Policy. Focusing on European and U.S.-American Politics during her studies, she also gained professional experience in national and international politics. Sandra lived in Australia, France and Brussels as well as Washington, D.C. Her knowledge in transatlantic relations and her profound language skills in English, French and Italian contribute greatly to the work of the TBIC team.

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**Hanna Rohde**  
Trainee

Hanna's scope of responsibilities for the TBIC team in Berlin includes research, marketing and project management tasks. Given her work experience in journalism, PR and politics, Hanna contributes to the team with her hands-on experience in networking and relationship management. Having lived in Washington, D.C., the Southwest of the U.S., Israel and Panama, she possesses a high level of cross-cultural competence and is closely connected to the U.S. With her academic background in international relations and her fluency in several languages Hanna is a great asset to our TBIC team.

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**Lara-Louise Kunik**  
Marketing & Administration

Lara-Louise supports the TBIC team with administration and marketing tasks. She obtained her Bachelor of Arts in North American Studies at the Free University of Berlin. She studied abroad at Montana State University focusing on American culture, politics and the economy as well as Native American studies. Due to her language skills and her strong ties to the United States, Lara is a great enrichment to our TBIC team.

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**Marie Steinmann**  
Associate

With an interdisciplinary academic background in American Studies and Design Thinking, Marie supports the TBIC with research and project planning. She studied at the Heidelberg University and the Hasso-Plattner-Institute in Germany, as well as the Willamette University in the United States. Through her studies and frequent travels to the United States, Marie developed a comprehensive understanding for transatlantic exchange in various fields. Due to her interdisciplinary background and her passion for transatlantic relations, Marie is a great asset to our TBIC team in Berlin.

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# TBIC ADVISORY COUNCIL



The Advisory Council (AC) supports the TBIC with its experience, expertise and networks.

It consists of site selectors, legal experts and other advisors who are experienced in working with European investors in the United States.



## COUNCIL PRESIDENT

**Matthias Beier**  
Transatlantic Business & Investment Council (TBIC)

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## COUNCIL MEMBERS

**Adam Murray**  
Tennessee Valley Authority (TVA)

Adam Murray is a target market specialist with TVA Economic Development in Global Business. His primary responsibility is to recruit advanced manufacturing, aerospace and defense industries to the TVA region.

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**Alessia Paolicchi**  
Italy-America Chamber of Commerce

Alessia graduated from University of Pisa Law School, Italy, and later added a Master's degree in Personnel Administration and Human Resources Management from the University of Bologna. Alessia was International Sales Manager and Production planning & scheduling for a large Italian shoe company for two years before becoming Director of Operations for CTT in 1997. CTT, a holding with 1200 employees, is responsible for public transportation services in the north-west area of Tuscany.

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**Alexander Kos**  
The American Dream – US Visa Service

Alexander Kos is CEO of the Berlin based service agency for U.S. visas and U.S. entry. Alex has over 10 years of industry experience and advises companies interested in obtaining an appropriate visa for the United States, for instance when setting up a branch in the United States. Alex studied Law at the Humboldt University of Berlin with a focus on foreign law and loves to travel regularly to the United States since his exchange year in Philadelphia.

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**Aryan Zandieh**  
Head of Sales of Deutsche Messe's U.S. subsidiary Hannover Fairs USA

Aryan Zandieh is the Head of Sales of Deutsche Messe's U.S. subsidiary Hannover Fairs USA. In this role he manages all U.S. sales for domestic and international trade shows with a sales team of eight. Prior to this position, Aryan was in a economic development role as the U.S. Representative of the Germany's Federal State of Niedersachsen.

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**Bernard van der Lande**  
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As a trusted partner for successful executive searches, Bernard van der Lande, Managing Partner of Tula Executive Search, identifies candidates of proven performance who have extensive experience and understand the critical issues of their industry. Tula Executive Search specializes in advanced manufacturing, energy and emerging technologies.

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**Emily J. Tucker**  
American Electric Power

Emily Tucker is a global business attraction manager with American Electric Power, one of the largest energy companies in the U.S. With more than ten years of international business experience, Emily spent seven years in economic development at the state level for both Michigan and Ohio. She is responsible for identifying and assisting internationally-owned businesses seeking to expand or locate in AEP's 11-state footprint.

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**Florian Stamm**  
Smith, Gambrell & Russell LLP

Florian Stamm is a Partner at the law firm of Smith, Gambrell & Russell LLP, where he represents European investors, primarily from Germany, Switzerland and Austria. He focuses his practice on site selection and economic development.

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**Gene A. Stinson**  
Southern Economic Development Council (SEDC)

Since March 1998, Gene has served as the President of the Southern Economic Development Council (SEDC). SEDC is a professional association for economic development practitioners and serves 17 states in the American South. In the role of President, Gene is responsible for overall operations of the association and for the implementation of the association's annual program of work.

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**Henning von Gersdorff**  
Commerzbank

Henning von Gersdorff has been a Relationship Manager in the corporate banking business for more than 25 years and has in-depth knowledge of corporate banking between Germany and the USA, having been Head of the International Desk of Commerzbank's New York branch from 2008 to 2014. Today, he is Senior Relationship Manager at Commerzbank AG and covers medium-sized companies in the Kiel branch.

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### Jeff Forsythe Forsythe & Associates

Jeff Forsythe has more than twenty years of experience in location consulting and economic development. As the President of Forsythe & Associates, his experience predominantly includes location consulting throughout North America for manufacturing, distribution, and office projects. He has managed projects that have resulted in more than USD 3 billion in capital investment, 14,000 full-time jobs, and 15 million square feet being developed, and secured greater than USD 1 billion in realizable incentives support for clients.

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### James Blair Navigator Consulting

Founder of Navigator Consulting, a site selection consulting firm with locations in Atlanta (USA) and Dusseldorf (Germany) which has located 18 projects in 4 years representing over 3,100 jobs and \$2.1 billion in capital investment. Blair has 32 years of site selection experience having worked as Director of the State of Georgia's European Office (Brussels) and Managing Director of the Site Selection Group of the German American Chamber of Commerce of the South (Atlanta). Navigator also offers customized FDI strategic planning and intercultural communication workshops for Economic Development organizations.

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### Katharina Strenge HWF Hamburg

Katharina Strenge is a Project Director handling all U.S. related topics for the HWF Hamburg Business Development Corporation. She is an expert in market entry as well as location consulting to investors and companies. Her close relations to the U.S. and various players on both sides of the Atlantic make her an excellent point of contact in connecting Hamburg and the United States.

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### Matthias Oertzen YER

Throughout his career, Matthias has built an impressive network worldwide as a business executive, recruiter and sales consultant. As a trusted advisor, he recommends customizable recruitment solutions allowing his clients to focus on their core competencies rather than expending valuable resources in identifying and recruiting talent. Matthias is a German native with a multicultural and bilingual background, and a true ground-breaker when it comes to matching top American candidates with European companies.

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### Rajesh Balakrishnan Corporate Designers Network

Rajesh Balakrishnan is CEO and Founder of Corporate Designers Network (CDN), an advertising agency based in Germany. As CEO he has more than 15 years of experience in marketing and strategic consulting. Among others he worked with the German American Chambers of Commerce (GACC) and private companies on transatlantic marketing projects.

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### Roberta Marcenaro Lyon IMARK

Roberta is an expert on introducing European companies into the U.S. market. She is adept at managing large, multifaceted projects in complex international business environments and identifying solutions to increase company performance. As co-founder of IMARK, she has provided business management and marketing services to organizations in a wide range of fields: oil & gas, construction, transportation, architecture, healthcare, manufacturing, military, hospitality, and fashion. Published author of the seminal book Mobile City, she serves as the Local Representative in Washington, D.C. and Texas for the American Chamber of Commerce of Italy. She earned her Ph.D. in Urban Planning at the Politecnico of Milan, and her M.S. and B.S. in Marketing.

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### Sabrina Greenman Frenkel & Company

Sabrina Greenman is a Vice President and Manager of Frenkel & Company's International Division. Sabrina has over 10 years of industry experience with expertise in handling a variety of international accounts from high-end retail to large industrial manufacturing companies, originating primarily from Germany, Switzerland, France, and Italy.

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### Sebastian Eich NAVIGO Corp.

Sebastian Eich is Managing Director of NAVIGO Corp., an international market entry consultancy with offices in Atlanta, GA, Miami, FL, and Cologne, Germany. NAVIGO provides site selection and representation services to German, Austrian and Swiss investors. Sebastian's experience and expertise include international site selection and economic development strategy.

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**Stefan Aengenheyster**  
Federal Foreign Office of Germany

Stefan has worked as Director for European Affairs since day one of TBIC. He led the European Office in Berlin for almost three years and played a key role in making TBIC what it is today. In his role as Advisory Council Member he provides assistance to TBIC and European companies. Throughout his career he has supported creating more than 1,000 jobs and over USD 1.6 billion in capital investment through foreign direct investment in the United States. He now serves the Federal Foreign Office of Germany on international cooperation.

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**Taurus Wright**  
Entergy Mississippi

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**Thomas Schwegmann**  
Pons Atlantic Partners

Thomas Schwegmann is President and CEO of the Berlin based transatlantic site selection consulting firm Pons Atlantic Partners. Thomas advises European investors interested in setting up manufacturing operations in the United States and inversely also facilitates European market entry for U.S. investors.

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Rödl & Partner

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**Werner Beermann**  
Gray Construction

Werner was hired as Manager, European Business Development in 2011 to develop Gray's European sales efforts. Having spearheaded the U.S. expansions of several Austrian and German automotive companies prior to joining Gray, Werner possesses a clear understanding of the unique needs of the European business community.

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# TBIC

## Transatlantic Business & Investment Council

TBIC Office Representation  
Getting Closer  
to European Investors

## TBIC Office Representation

Just like foreign prospects who want to expand in the United States need a local representation, the economic development efforts of your organization in Europe benefit tremendously from a permanent European presence. Be even more accessible to your European investors and prospects during local European hours, in European languages and under a local European telephone number and address on your website, your marketing material and your business card!

### Main Areas of Support:

#### Physical Address at a Premium Location in the Heart of Europe

Located on the prestigious Kurfuerstendamm in central Berlin, you or your dedicated representative can receive visitors, prospects and leads in the TBIC conference room. Any mail to your European office will be promptly forwarded to you.

#### A European Telephone Number Ser- viced by a Designated TBIC Employee

During European office hours (9am–5pm) our team responds to all calls on your European landline telephone number, answers initial inquiries of prospects and where necessary forwards these to you.

#### Your EDO's European Representation in Europe

Our multilingual TBIC team will represent your community and additionally during a set number of hours per month provides assistance in following up with prospects, provides support in retention efforts and a range of other areas. Our support is tailored to you and your community and also available on demand.

#### European Sister-City Program

As part of representing your European Office, the TBIC will initiate the process of finding a suitable European Sister-City based on individually defined criteria.

#### Other areas of support

- travel support before and during your trips to Europe
- trade show support in Europe and the U.S.
- retention support by keeping the dialogue with European HQs of foreign companies located in your community
- translation and review services for your website and marketing materials in European languages

#### » Contact information

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# TBIC EVENTS



TBIC Delegation Trips to Europe and our other events offer a unique opportunity to get in direct contact with key FDI stakeholders, multipliers and companies in Europe.

Accompanied by experienced TBIC staff and Members of the Advisory Council, the TBIC brings its Members closer to relevant decision-makers and will continue its efforts throughout the coming year.

For European companies, TBIC Delegations provide a great opportunity to discuss their U.S. expansion strategy with our selected Members from all parts of the United States and to learn from their experience with European projects.

## Past Events

### NOV **ANNUAL TBIC MEETING & CONFERENCE** Richmond, VA, USA, 11-12/11/2019

On November 11<sup>th</sup> & 12<sup>th</sup>, 2019, the entire TBIC community converged on Richmond, VA, for the TBIC Annual Meeting & Conference 2019. The event brought together 90 attendees, including TBIC Community and Corporate Members, Advisory Council experts and distinguished outside guests.

On Monday, November 11<sup>th</sup>, the TBIC Annual Meeting was held as a closed-door meeting for the membership to discuss both the achievements of the past year and the strategic outlook for the organization for the year ahead.

Tuesday, November 12<sup>th</sup>, saw the TBIC Annual Conference, a high-profile event on European Foreign Direct Investment (FDI) in the United States. Opened by representatives of our two gracious hosts the Greater Richmond Partnership (GRP) and the Virginia Economic Development Partnership (VEDP), the event kicked off with the first panel “Transatlantic Economic Relations & FDI Trends” featuring Nancy McLernon, President & CEO of the OFII, Christopher Huppertz, Director European Affairs of TBIC, Yvonne Bendinger-Rothschild, Executive Director of the European American Chamber of Commerce New York, and Dr. Ursina Krumpholz, Minister Counselor, Head of the Economic and Business Section, Embassy of the Federal Republic of Germany. The panel discussed the most important trends in the geopolitical and economic realm globally and their current and future impact on FDI flows to the United States.

The second panel discussed the “Focus Industry: Food Processing” with experts including Christopher D. Lloyd, Senior VP & Director, McGuire Woods, John Smolak, Director of Economic Development, American Electric Power (AEP), Roberta Marcenaro Lyon, CEO, Imark Holdings, and Sandra Metzger,

>



TBIC Annual Meeting & Conference



Consultant with the TBIC. The panelists discussed both recent trends in this crucial industry for FDI in the United States as well as some of the unique challenges European food-processing companies might face when entering the U.S. market.

After the honoring of those TBIC Communities that were certified through the TBIC & Navigator Consulting “FDI-Qualified Community Program” and an extensive networking lunch break, the Conference concluded with two break-out sessions on the impact of cultural differences during site selection for international projects and workforce development, where attendees had the opportunity to debate these two crucial aspects of economic development with participating experts in a more interactive setting.

The TBIC would like to thank all attendees for making the 2019 Annual Meeting & Conference such a success. Moreover, special thanks go out to our great sponsors: Greater Richmond Partnership (GRP), Virginia Economic Development Partnership (VEDP), Smith, Gambrell & Russel (SGR) LLP, BVMW – the German Mittelstand Association, Jesco Construction, and the SWLA Economic Development Alliance!

OCT **FDI TRIP ITALY: FOOD PROCESSING**  
Milan and Parma, Italy, 21-25/10/2019

Our sixth FDI Trip in 2019 led us to Italy, where we travelled from Milan to Parma, from Parma to Bologna, from Bologna to Venice and back to Milan to have excellent meetings with multipliers and companies along the way! Focusing on the food processing industry, we met with a company producing filling and packaging machines for bottling and had great exchanges at the CIBUS TEC trade show – one of the most innovative food technology exhibitions! We also visited companies from the healthcare and automotive sectors.

Participants: Emily Tucker (AEP), Jeff Reed (Virginia’s Growth Alliance), Becca Hardin (Bay County EDA, FL), John Sweatman (City of Opelika Economic Development Department, AL), Alex DiMartini (Clayco), Joey Deason (Madison County EDA, MS), Brian Brown (Halifax Industrial Development Authority, VA), Eric Miller (Memphis, TN) and Sandra Metzger (TBIC).



FDI Trip Italy

SEP **FDI TRIP GERMANY & SCANDINAVIA: MEDTECH, BIOTECH & IT**  
Berlin, Germany and Copenhagen, Malmo and Odense, Denmark, 16-20/09/2019

Only one week after our automotive trip we kicked off FDI Trip Number 5 of 2019. With a special focus on Germany’s and Denmark’s startup ecosystems from the MedTech, BioTech & IT sectors, we can now look back on successful days in Berlin as well as in Odense and Copenhagen, Denmark. The delegation started with a joint meeting between the TBIC and S.I.B.B., the Digital Business Association Berlin-Brandenburg and attending companies. Afterwards TBIC hosted additional meetings and a “Fireside Chat” with support of the Potsdam Chamber of Commerce. From there, the group headed on to more exciting exchanges around Berlin and then in Odense and Copenhagen, Denmark. New insights into Scandinavian FDI to the United States were also gained at the TechBBQ Copenhagen, the last stop on the trip.

The TBIC delegation consisted of: Harry Whalen (Frisco Economic Development Corporation), Charlotte Nytoft (TBIC) and Sandra Metzger (TBIC).

SEP **FDI TRIP GERMANY & IAA TRADE FAIR: AUTOMOTIVE**  
Lower Saxony, Dusseldorf and Frankfurt, Germany, 09-13/09/2019

After a short summer break, our delegation trips continued with our fourth FDI Trip of the year. This trip focused on the automotive industry and included a day at the IAA, Germany’s international automotive trade show.

The delegation started with several company and multiplier meetings in and around Dusseldorf, North Rhine-Westphalia, one of Germany’s strongest economic regions. From there, the delegation headed to Lower Saxony for additional meetings with automotive suppliers and advanced manufacturing companies looking to enter the United States market. From there, the group travelled to Frankfurt am Main to attend a variety of company meetings at the IAA.

The TBIC Delegation consisted of: Brad Campbell (JMWilliams Contractors), Jeff Williams (JMWilliams Contractors), Garrett Wright (Bay EDA Economic Development Alliance, FL), Don Hopper (Calhoun County EDC, AL), Lucas Gockel



FDI Trip Germany & Scandinavia



FDI Trip Germany & IAA Trade Fair

(Calhoun County EDC, AL), Jason Hester (South Central Indiana Economic Development Region, IN), Ralph Garcia (McAllen Economic Development Corporation, TX), Tim Martin (Stephens County Development Authority, GA), Alexander Kos (The American Dream), David Ramsey (Greensboro Chamber of Commerce, NC), and Christopher Huppertz (TBIC).

JUN

**TRADE SHOW VISIT: PARIS INTERNATIONAL AIR SHOW 2019**  
Paris, France, 17-18/06/2019

The TBIC is looking back on an exciting two days at the Paris International Air Show, one of the most important events for the global aerospace and aviation industry. Great exchanges during a variety of company meetings, valuable new contacts for our Members and new insights into this evolving industry marked this event. We are already looking forward to the Farnborough International Air Show next year and will again stand ready to assist in setting up meetings with key decision-makers from leading European aerospace companies.

JUN

**SELECTUSA INVESTMENT SUMMIT 2019**  
Washington, D.C., 10-12/06/2019

Once again, the TBIC attended the SelectUSA Investment Summit 2019 in Washington, D.C., to support Members in their outreach efforts at the show. With over 3,000 attendees, comprised of qualified international companies and investment professionals, the Summit stands as one of the most important events in transatlantic FDI. With our own TBIC booth, close to 30 meetings arranged and several co-exhibitors, we ensured the success of our Members trying to connect with European investors.

MAY

**FDI TRIP SWITZERLAND & ITALY: ADVANCED MANUFACTURING**  
Baden-Wuerttemberg, Germany, Zurich and Bern, Switzerland and Milan, Italy, 20-24/05/2019

The third FDI trip in 2019 focused on the advanced manufacturing sector of three core European source countries for FDI in the United States: Germany, Switzerland and Italy. The delegation trip kicked off with a visit to two compa-



Trade Show Visit:  
Paris Air Show



SelectUSA Investment  
Summit

nies in Baden-Wuerttemberg, Germany's leading industrial state. Thereafter, additional company meetings awaited the group in Switzerland. In cooperation with SelectUSA and the U.S. Embassy, the TBIC hosted an exclusive FDI luncheon with several Swiss companies present on the invitation and in attendance of the U.S. Ambassador to Switzerland, Edward T. McMullen Jr. The trip came to a close after a very productive visit to Italy.

Participants: Alexander Kos (American Dream – US Visa Service), Chris Lemmon (Hampton Roads EDA, VA), Bill Dingus (Lawrence EDC, OH), Steven Dick (Mississippi Power), Michael Münch (TVA), James Blair (Navigator Consulting) and Stefan Aengenheyster (TBIC).

APR

**FDI TRIP HANNOVER MESSE & GERMANY**  
Hanover, Nuremberg Area, Frankfurt Area and Munich, Germany, 01-05/04/2019

The second FDI Trip in 2019 led us to the Hannover Messe Trade Show and several further destinations throughout Germany. The trip began with company visits from a diverse range of sectors at this, the world's largest, industrial fair. From there, the group travelled onwards to the Nuremberg Area to realize appointments with a company from the automotive sector as well as with the IHK Nürnberg für Mittelfranken, the local Chamber of Commerce. Meetings with companies from the automotive and industrial automation industries in and around Frankfurt and Munich followed.

Participants: Sarah Johnson (Duke Energy), Ron Kitchens (Southwest Michigan First, MI), Roger Cook (H&M Corporation), Matt Ruszcak (Rio South Texas Economic Council, TX), Joey Deason (Madison County EDA, MS), Wayne Mansfield (Longview EDC, TX), Rick Clifton (Covington County EDC, AL), Stefan Aengenheyster (TBIC) and Sandra Metzger (TBIC).



FDI Trip Switzerland & Italy



TBIC Booth at Hannover  
Messe



JAN

## FDI TRIP AUSTRIA & BAVARIA

Vienna, Austria and Munich and Nuremberg, Germany,  
28/01-01/02/2019

The first FDI Trip in 2019 led us to Austria and Bavaria, Germany, the heartland of industry in Europe. The trip commenced with a meeting at the Austrian Economic Chambers (WKO/Advantage Austria), where our Members learned more about how the Chamber supports its members in internationalization, before heading to the first company visit with a leading global raw material supplier and processor. Following a visit to a manufacturer of industrial electrical solutions and to the U.S. Embassy in Vienna, the group travelled further to Munich, Germany. The second part of our trip featured company visits from a diverse range of sectors in the Munich and Nuremberg area, including automotive, food processing, pharmaceutical, aviation and machinery.

Participants: Emily Tucker (American Electric Power), Laura Hayes (Hampton Roads EDA, VA), Brad Thomas (Kentucky's Touchstone Energy Cooperatives), Wayne Mansfield (Longview Texas EDC, TX), Lori Huguley (City of Opelika, AL), Christopher Huppertz (TBIC) and Sandra Metzger (TBIC).

DEC  
2018

## SPECIAL FDI TRIP

Greater Frankfurt Area, Germany, 03-06/12/2018

The last FDI Trip in 2018 took a delegation of our Members to the greater Frankfurt area in Germany. We launched the trip with two key multiplier visits: first, we visited Advisory Council Member Henning von Gersdorff in the Commerzbank Tower in Frankfurt - the leading bank for the financing needs of German SMEs when they are looking to internationalize. Following this, we met representatives of the American Chamber of Commerce (AmCham) Germany to discuss additional avenues for cooperation, including joint events catered to their member companies to provide advice on U.S. market entry. The first company meeting of the trip took the delegation to a highly innovative leading automotive supplier looking for a suitable location for its first U.S. production site, where the trip participants had the opportunity to pitch their sites in front of key decision-makers. The following day, we visited a family-owned advanced manufacturer and another leading automotive supplier, both in the process of entering the U.S. market for the first time.

>



FDI Trip Austria & Bavaria

Participants: Amy Parkhurst (Hampton Roads EDA, VA), Charles Finkley (Tunica County Chamber & Economic Development Foundation, MS), Craig Nielson (Effingham Regional Growth Alliance, IL), Joey Deason (Madison County EDA, MS), Joshua Lewis (Virginia Industrial Advancement Alliance, VA) and Christopher Huppertz (TBIC).



Special FDI Trip

# TBIC CERTIFICATION PROGRAM

## "The FDI-Qualified Community"

Setting the Standard for  
FDI Project Management



## A New Type of Certification

### The FDI-Qualified Community

The TBIC Certification Program "The FDI-Qualified Community" is a unique certification program that gives communities the ability to verify their international ambitions and market themselves as "FDI-ready" communities. Its goal is to assess your region holistically and highlight specific community strengths in infrastructure, workforce preparedness, community leadership, cultural competence and intercultural communication that are essential to successfully attracting, securing and retaining international investments (FDI).

This certification is more than an outstanding marketing tool for your community: it will help you to better identify strengths and challenges of your community and to define your unique and successful FDI Strategy.

This program has been developed as a joint project between the TBIC and Navigator Consulting. Navigator Consulting is an international consulting firm with locations in the U. S. and Europe.

Their expertise lies in international site selection and strategic consulting for Economic Development Organizations (EDOs) in the United States, Canada and Mexico. With years of expertise in FDI related inbound investment projects from various industries, Navigator Consulting offers clear recommendations to communities seeking a global footprint for their location marketing and business attraction efforts. Being an experienced partner of the TBIC, Navigator Consulting exclusively implements the TBIC Certification Program.

## Certification Stages

- 0 Application for Certification**
- 1 Community Survey**  
Detailed Community Survey to be completed by the applicant community, later analyses by Navigator Consulting and TBIC
- 2 On-site Assessment**  
1,5-day on-site assessment by two consultants including mock-site visit and workshop for your community and all relevant stakeholders
- 3 Leadership Training**  
Leadership Training workshop during the on-site assessment
- 4 Formal Certification/  
Preliminary Certification**  
Awarding of Certification following extensive and in-depth constructive feedback, promotion at the Annual TBIC Conference and on various social media channels

## Timeline



Are you interested in becoming certified as a "FDI-Qualified Community"? Find out more or apply for the certification process: Matthias Beier • [beier@tbic-fdi.com](mailto:beier@tbic-fdi.com)



# Upcoming Events 2020

## 01 January

**19–21 U.S. Trade Show Support: Winter Fancy Food Show, San Francisco, CA**  
Connect with European prospects at one of the premiere shows for specialty foods in the United States featuring 1,400+ exhibitors from around the world.

## 02 February

**10–14 FDI Trip No. 1: Austria & Bavaria**  
Company visits and multiplier meetings to generate new leads for your region.

Austria and Bavaria are known for their strong outward oriented advanced manufacturing sectors like no other region in Europe.

## 03 March

**03–06 U.S. Trade Show Support: Natural Products Expo West, Anaheim, CA**  
Connect with European prospects at Natural Products Expo West, one of the premiere food innovation shows in the United States.

**16–20 FDI Trip No. 2: Italy – Food Processing**  
Company visits and multiplier meetings to generate new leads for your region, with a focus on the advanced manufacturing and food processing industries.

Italy is an important driving force for the international food and beverage industry.

## 04 April

**01–02 U.S. Trade Show Support: Industrial Pack Expo, Atlanta, GA**  
Connect with European prospects at the only event in North America for the industrial, transit, reusable and protective packaging industries.

**20–24 TBIC Joint Booth at Hannover Messe, Germany**  
Join our TBIC booth and get an Exhibitor Pass to the whole Hannover Messe Trade Fair ground. Become our official co-exhibitor, place your marketing materials and join our company meetings to generate new leads.

## 04 April

**20–24 FDI Trip No. 3: Germany & Hannover Messe**  
Company visits and multiplier meetings, networking & 2-day Hannover Messe Trade Fair visit including scheduled meetings to generate new leads for your region.

Hannover Messe has been the world's most important industrial trade show and largest capital goods exhibition for years!

## 05 May

**13–17 Trade Show Visit Europe: ILA Berlin, Germany**  
With roughly 1,000 exhibitors and more than 150,000 visitors, the ILA Berlin stands as one of the most important events in the European aerospace market, next to the Farnborough and Paris Air Shows.

**25–29 FDI Trip No. 4: Advanced Manufacturing in France & Switzerland**  
Company visits and multiplier meetings, networking opportunities & an exclusive investment luncheon with potential leads.

France is not only Europe's third largest economy, but also the sixth largest source of FDI in the United States, followed closely by Switzerland. Despite its relatively small size, Switzerland is the seventh largest source of FDI in the U.S. and a leading global economy for advanced manufacturing.

## 06 June

**01–03 TBIC Joint Booth at SelectUSA Investment Summit 2020, Washington, D.C.**  
Each year, the Summit showcases investment opportunities from every corner of the United States, while high-profile business and government leaders share insights on the latest business trends.

You can become a co-exhibitor at this year's TBIC Booth and have meetings arranged for you.

## 06 June

**16–18 Trade Show Visit Europe: Automotive Interiors Expo Stuttgart, Germany**  
The Automotive Interiors Expo in Stuttgart, in the Southern German state of Baden-Württemberg, one of Germany's leading industrial regions, has become a hallmark of the European automotive industry, with all relevant players in the supply-chain exhibiting at the show.

## 07 July

**20–24 Trade Show Visit Europe: Farnborough Air Show, U.K.**  
With more than 100,000 visitors, the Farnborough International Air Show is the leading European trade show for the aviation and aerospace industry.

## 08 August

**16–18 TBIC FDI Reception @ SEDC Annual Conference, Nashville, TN**  
Informal reception for TBIC Members, Members of the Advisory Council and other interested FDI experts. All TBIC Members are kindly invited.

**31/08–04/09 FDI Trip No. 5: Germany & Israel: MedTech, BioTech & IT in Berlin and Tel Aviv**  
Company visits, multiplier meetings & networking to generate new leads within the high-tech, information and bioscience sectors.

Through their diverse startup ecosystems, Germany and Israel offer a unique combination of highly innovative newcomers and established companies in the IT, BioTech & MedTech sectors.

## 09 September

**14–19 U.S. Trade Show Support: Hannover Messe USA (IMTS), Chicago, IL**  
In 2018, Hannover Messe went to the U.S. for the first time alongside the International Manufacturing Technology (IMTS) Show in Chicago. Use this unique opportunity to connect with European companies exhibiting at one of the leading advanced manufacturing shows in the United States.

## 10 October

**05–09 FDI Trip No. 6: Germany – Automotive (incl. International Automotive Suppliers Fair, IZB)**  
Company visits and multiplier meetings to generate new leads for your region and attendance of the IZB Suppliers trade show in Wolfsburg, Germany – the home of Volkswagen.

With 800 exhibitors from 32 different countries and 49,000 visitors the IZB is the leading European trade show for automotive suppliers!

## 11 November

**02–03 Annual TBIC Meeting & Conference**  
Annual Meeting of TBIC Members, the Advisory Council and external FDI experts with presentations, panel discussions and Q&A. Please contact us for sponsoring opportunities.

**16–19 Trade Show Visit Europe: MEDICA Trade Show, Duesseldorf, Germany**  
With 5,100 exhibitors from 70 countries, MEDICA is the leading European trade show for the medical sector.

## 12 December

**07–11 FDI Trip No. 7: Turkey**  
Company visits and multiplier meetings to generate new leads for your region, networking & 1-day workshop with company prospects.

Turkey stands as one of the fastest growing sources of FDI in the United States.



# TBIC COMMUNITY MEMBERS

## TBIC Community Members

Counties and cities with strong local and regional economic development organizations (EDOs) and agencies (EDAs) eager to connect with companies and multipliers from all over Europe to attract foreign direct investment (FDI) to their region.



# State of ALABAMA



## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

## Calhoun County Economic Development Council

calhouncountyedc.org



## Near Atlanta, near Birmingham, near perfect.

Nestled within the Appalachian Foothills below Alabama's highest peak, Calhoun County sits comfortably between Atlanta and Birmingham along the busy Interstate 20 corridor. With a community history based on manufacturing, particularly metal working, Calhoun County has a rich tradition of crafting and creating. Abundant clean waters, expansive natural beauty, and Alabama's famous blue skies provide a canvas of opportunities for those who find pleasure in the outdoors.

## COMMUNITY PROFILE



**Contact**  
Don Hopper  
Executive Director  
DHopper@CalhounCountyEDC.org  
+1-256-237-3536



**Population**  
115,883



**GPD per Capita**  
\$29,659



**Workforce**  
53,228



**Focus Industries**  
Automotive,  
Defense/Security,  
Fabrication,  
Warehousing/Distribution/Logistics

## List of European companies that have already invested

Name	Industry	No. of Employees
Kronospan (Austria)	Wood Products	360
BAE Systems (United Kingdom)	Defense	360
International Automotive Components (Luxembourg)	Automotive	325
Doncasters Southern Tool (United Kingdom)	Metalworking/Machining	250
Gnutti Carlo (Italy)	Foundry/Machining	120

# City of Auburn

auburnalabama.org



## City of Auburn, the Alabama you need to know.

29 of the 49 industrial companies in Auburn are foreign owned, six of which are German (Berghoff, Borbet, RAPA, Schmidt, Strahle+Hess, Winkelmann). They located in Auburn because of Auburn University and its well-recognized school of engineering (6,258 students), the cosmopolitan feel of a progressive and diverse community, a quality of life including a nationally ranked public school system, the positive demographics (fastest growing city in Alabama and approximately 900,000 people living within a 50 mile radius), an excellent infrastructure including the proximity to the Atlanta International Airport which serves more than 75 international destinations and 150 U.S. destinations. For more info, please visit: [auburnalabama.org/economic-development/auburn-community-profile](http://auburnalabama.org/economic-development/auburn-community-profile).

List of European Companies who have already invested		
Name	Industry	No. of Employees
Aptar CSP Technologies North America, LLC (France)	Consumer Plastics Packaging	327
Borbert Alabama, Inc. (Germany)	Automotive Aluminum Wheels	218
Sodecia Automotive Auburn, L.P. (Portugal)	Automotive Stamped Parts	165
Weidplas North America, LLC (Switzerland)	Automotive Plastics	100
2A USA, Inc. (Italy)	Automotive Aluminum Parts	89

## COMMUNITY PROFILE



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**Population**  
65,738 (City of Auburn)  
163,941 (Lee County)



**GPD per Capita**  
\$43,275 (State of Alabama)



**Workforce**  
448,584 (60 minute drive time)



**Focus Industries**  
Advanced Manufacturing, Automotive, Aviation/Aerospace, Defense/Security, Food/Beverage Processing, Warehousing/Distribution/Logistics

# City of Opelika

State Founding Member Alabama

ChooseOpelika.com



Opelika presents unparalleled opportunities for business, commercial, retail and industrial development, as well as an exceptional quality of life.

Among some of Alabama's fastest growing communities, Opelika is home to several world class companies such as: Baxter, Pharmavite, Mando, Hanwha, Golden State Foods, Afni, Wal-Mart and Jo-Ann Stores.

With a prime location along the Interstate-85 corridor and just a short 75 minute drive to Atlanta's Hartsfield-Jackson International Airport, Opelika provides excellent accessibility for transportation and logistical needs

## COMMUNITY PROFILE



**Contact**  
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CEcD - Director  
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+1-334-705-5114



**Population**  
165,566 (Auburn-Opelika MSA, 2019)



**GDP per Capita**  
\$29,173 (2018)



**Workforce**  
80,479



**Focus Industries**  
Automotive, Aviation/Aerospace, Data/IT, Food/Beverage Processing, Healthcare/Medical Devices/ Life Sciences/Pharma



Covington County

covingtoncountyedc.com



Creating and maintaing jobs in industry and retail and generating wealth in our community.

Covington County, Alabama, USA, is uniquely postioned in Southeast Alabama to provide easy access to major markets throughout the U.S. We have a variety of manufacturing companies that call Covington County home. We are also the home of the headquarters of Southeast Gas, PowerSouth Energy Cooperative and Covington Electric Coop-erative. We have a general aviation airport with a 6,000 foot runway featuring state of the art facilities for aircraft maintainance repair and overhaul. Targeted industries include: aerospace, automotive, manufacturing, distribution/logistics and agribusiness.

Member of the Grow Southeast Alabama regional marketing group: www.growsealabama.com. Grow Southeast Alabama is a group of eight counties working together to market the region for growth and economic development opportunities. The counties are Barbour, Coffee, Covington, Dale, Geneva, Henry, Houston and Pike. This area is often referred to as the “Wiregrass” due to a type of grass that was in great abundance years ago.

Grow SE Alabama has one purpose – to work as a team to help busi-ness and industry expand and/or locate to Southeast Alabama.

List of European companies that have already invested		
Name	Industry	No. of Employees
Huhtamaki (Finland)	Paper Product Manufacturing	98

COMMUNITY PROFILE

Contact  
Rick Clifton  
President & CEO  
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+1-334-488-5757

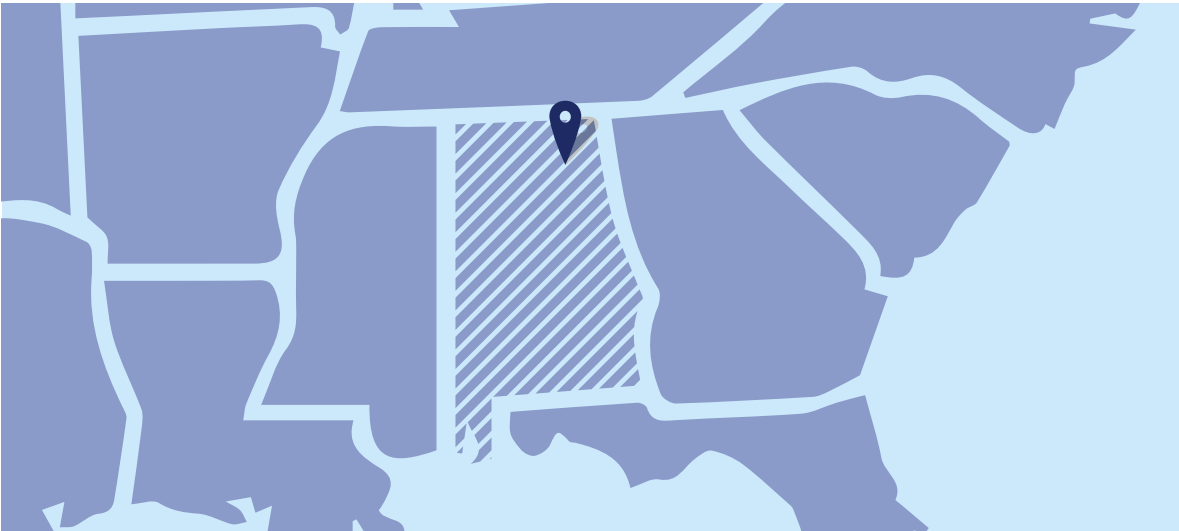
Population  
40,000 (County)  
487,000 (within 50 miles)

Workforce  
16,164 (County)  
200,000+ (Workforce of over 200,000 within 50 miles)

Focus Industries  
Advanced Manufacturing, Agriculture/Agri-Tech/Agribusiness, Automotive, Aerospace/Aviation, Fabrication, Food/Beverage Processing, Warehousing/Distribution/Logistics

Jackson County

jacksoncountyedc.org



Jackson County, Alabama, is located one hour from Chattanooga, Tennessee and 45 minutes from Huntsville, Alabama.

Infrastructure includes three rail services, navigable waterways, easy access to five interstate highways and two international airports, allowing industries to quickly reach customer markets.

The county has two Alabama Advantage Sites – Jackson County Industrial Park and Northeast Alabama Technology Site, which is a TVA Primary Data Center Site.

COMMUNITY PROFILE

Contact  
Shelia Shepard  
President/CEO  
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+1-256-574-1331

Population  
52,419

Workforce  
500,000 (within 50 miles)

Focus Industries  
Automotive, Data/IT, Defense/Security, Warehousing/Distribution/Logistics

List of European Companies who have already invested		
Name	Industry	No. of Employees
KTNA, Inc. (France/Japan)	Automotive – interior carpeting	120
Polyamide High Performance, Inc. (Germany)	Automotive – nylon airbag yarn	88

Ozark – Dale County

odedc.com



Located in southeast Alabama along U.S. Highways 231 and 84, Dale County serves as the economic hub of the region. Dale County is home to the U.S. Army Aviation Center of Excellence, which has an annual direct economic impact of more than \$1.5 Billion, and advanced manufacturing and technology-based employers such as Bell Helicopter, Michelin North America, CSRA, MAHA USA, Brown Manufacturing, E&H Steel and CAE. Its proximity to the Gulf Coast as well as markets in both Georgia and Florida make the region a prime strategic location for doing business.

The mission of the ODEC is to improve the economy of Dale County through the creation and preservation of jobs and wealth. As the lead countywide organization responsible for promoting and marketing the assets of Dale County, ODEC strives to bring in new industrial opportunities while retaining existing industries and assisting in expansion efforts.

List of European Companies who have already invested		
Name	Industry	No. of Employees
Michelin North America (France)	Automobile Tire Manufacturing	584
MAHA USA (Germany)	Automotive Lift Manufacturing	70

COMMUNITY PROFILE



**Contact**  
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President  
vcrock@odedc.com  
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**Population**  
50,251



**Workforce**  
20,078  
160,802 (within a 45 minute commute)



**Focus Industries**  
Advanced Manufacturing, Automotive, Aerospace/Aviation, Defense/Security, Distribution/Logistics, Food/Beverage Processing, Warehousing/Distribution/Logistics

Shoals Economic Development Authority

seda-shoals.com

the Shoals Alabama



Dedicated to Economic Development in Northwest Alabama

The area known as “The Shoals” is located along either side of the Tennessee River in Northwest Alabama. The Florence-Muscle Shoals MSA, including the major cities of Muscle Shoals, Sheffield, Tusculum, and Florence, is quickly becoming one of the trendiest areas in the Southeast, blending a unique mix of culture, heritage, blue collar work ethic, quality of life, and an educated community of lifelong learners. The Shoals has been recognized as one of ten communities in TVA’s Community Livability pilot program, meaning our area possesses the assets that people look for when deciding on a community to make their home. Additionally, the City of Florence received a Valley Sustainable Gold Community Designation for their strides in sustainability efforts. With two hydroelectric dams and two solar farms, join us as we grow into a bright, sustainable future.

List of European Companies who have already invested		
Name	Industry	No. of Employees
Constellium (The Netherlands)	Aluminum Can Metal	1,265
Essity (Sweden)	Commercial Paper	500
Tarkett Alabama, Inc. (France)	Vinyl Flooring	399
Robbins LLC. (Sweden)	Inner Tubes, Tire-Retreading Accessories and Other Rubber Products	59
Valmet, Inc. (Finland)	Equipment for Paper Mills	39

COMMUNITY PROFILE



**Contact**  
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President  
Kevin.jackson@seda-shoals.com  
+1-256-349-5632



**Population**  
148,838 (Florence-Muscle Shoals MSA)  
625,479 (45-mile radius)



**GDP per Capita**  
\$29,557 (Florence-Muscle Shoals MSA)



**Workforce**  
66,557 (Florence-Muscle Shoals MSA)  
272,763 (45-mile radius)



**Focus Industries**  
Advanced Manufacturing, Automotive, Aviation/Aerospace, Data/IT, Energy, Fabrication Warehousing/Distribution/Logistics



# Tuscaloosa County, Alabama

tcida.com



Tuscaloosa County (population just over 200,000) and the City of Tuscaloosa (population: 100,000) are the home of the University of Alabama, Shelton State Community College, and Stillman College. With over 38,000 college students, Tuscaloosa has many unique shops, outstanding local restaurants, great art galleries, and a vibrant nightlife scene featuring live music several nights a week. Tuscaloosa offers great hiking and biking trails, along with several bodies of water for all types of outdoor activities. In today's global economy, Tuscaloosa County has emerged with an international presence and continues to attract investments from some of the world's corporate and quality leaders ... and products manufactured here are sold world-wide. We invite you to be part of our successful business community!

### COMMUNITY PROFILE



**Contact**  
Bryan Chandler  
Interim Executive Director  
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**Population**  
208,911 (2018 Est.)



**Workforce**  
101,300



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace

### List of European Companies who have already invested

Name	Industry	No. of Employees
Mercedes-Benz U.S. International, Inc. (Germany)	Automotive	3,900
ESMP Automotive Systems (Germany)	Automotive	1,107
Brose Tuscaloosa (Germany)	Automotive	645
ZF Chassis Systems (Germany)	Automotive	415
Bolta US (Germany)	Automotive	268



TBIC IMPRESSIONS  
FDI Trip Austria & Bavaria  
January 2019





# State of ARKANSAS

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Jefferson County**  
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**Mississippi County**  
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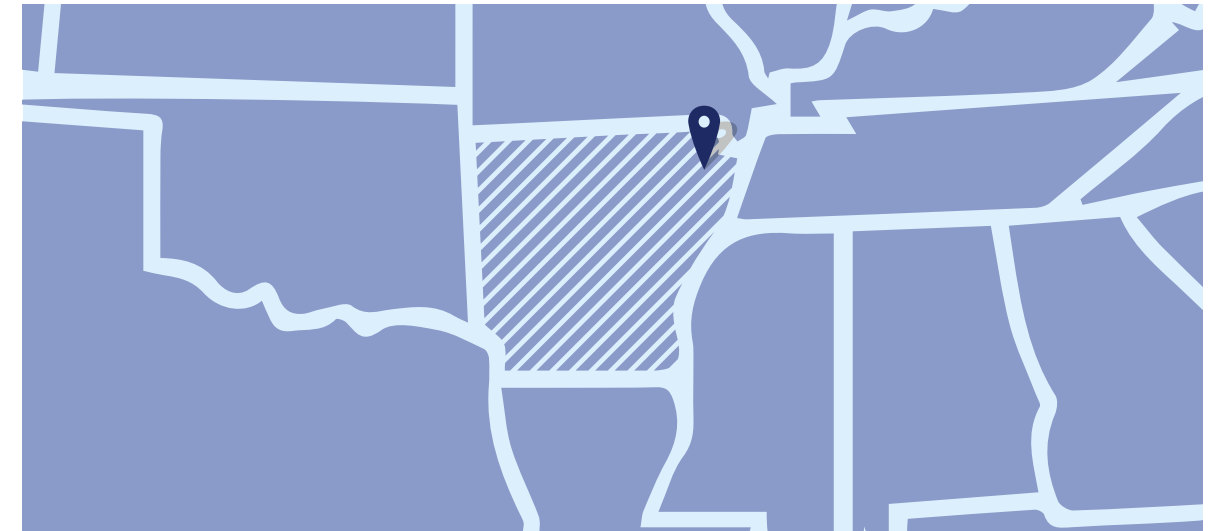
## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

## Mississippi County

State Founding Member Arkansas

misscoeda.com



## Our Greatest Industry is Hard Work

Mississippi County, Arkansas Economic Development was formed in 2002 with a mission to grow existing industry, while attracting new industry to Mississippi County, Arkansas.

Being the first county in Arkansas to pass an economic development tax in 2003, this organization has facilitated the creation of close to 4,000 new, full time, high paying jobs. Companies choose Mississippi County not only for the incentive, but because of the access to a Class 1 rail road mainline, access to low freight cost on the Mississippi River, access to Interstate 55, and Memphis International Airport which connects Mississippi County to 75 % of the U.S. trade market. The first county in Arkansas to be certified as an ACT Work Ready Community, Mississippi County, Arkansas demonstrates a strong partnership of economic development and education.

### List of European companies that have already invested

Name	Industry	No. of Employees
Tenaris (Italy/Luxemburg)	Oil and gas tubing	300
SMS Siemag (Germany)	Steel mill repair and maintenance	100
Evonik CYRO LLC (Germany)	Acrylic plastics, resins & polymers	75
Delta Asphalt of Arkansas, Inc (France)	Hot mix asphalt	10

## COMMUNITY PROFILE



### Contact

Clif Chitwood  
President & County Economic  
Developer  
clifchitwood@yahoo.com  
+1-870-532-6084



### Population

46,480 (Mississippi County, AR)  
301,000 (70 mile radius)



### GDP per Capita

\$19,862 (Mississippi County, AR)



### Workforce

17,800 (Mississippi County, AR)  
200,000 (70 miles radius)



### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive, Aviation/Aerospace,  
Energy, Fabrication, Food/Beverage  
Processing, Warehousing/Distribu-  
tion/Logistics

# Pine Bluff – Jefferson County

jeffersoncountyalliance.com



With a population of 49,083 (2010), Pine Bluff is the county seat of Jefferson County. The second oldest settlement on the Arkansas River, Pine Bluff today is the trade, entertainment, recreation and healthcare center for Southeast Arkansas. Located in the heart of the rich Arkansas River Basin farming area, the community is a leading producer of cotton, soybeans, rice, poultry and timber.

A diverse industrial base also exists in Jefferson County. Principal industries are poultry processing and production of tire cord wire, paper and electric transformers. Rail lines, highways and a port support these industries.

Pine Bluff is known for its people and is widely recognized as a caring community. Residents annually contribute thousands of volunteer hours to charitable, social service, and civic improvement organizations, as well as supporting these organizations financially. The United Way consistently meets its annual goal of more than \$1 million.

## COMMUNITY PROFILE



**Contact**  
Allison J. H. Thompson,  
CEcD, FM, EDFP  
President & CEO  
allison@jeffersoncountyalliance.com  
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**Population**  
70,000 (county)



**Workforce**  
777,000  
(within 60 miles)



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Chemicals/Plastics/Advanced  
Materials,  
Defense/Security,  
Energy,  
Food/Beverage Processing  
Warehouse/Distribution/Logistic

### List of European companies that have already invested

Name	Industry	No. of Employees
Kiswire Co. (previously owned by Arcelor Mittal – Luxemburg)	Industrial applications	324
Mondi Bags – Mondi Group (Austria)	Flexible packaging, bags and pouches	240
Ground Connection (Distributor of Krinner – Germany)	Industrial applications	n/a





# State of ARIZONA

Greater Yuma Economic  
Development Corporation

**Greater Yuma Economic  
Development Corporation**  
State Founding Member Arizona  
greateryuma.org



The Greater Yuma Arizona region is made up of four states and two countries, serving a population of over 1.5 million people. Our unique location and assets allow for easy access to international and southwest markets with the ability to deliver goods to over a billion consumers in a single day truck haul. Our growing defense and aerospace industry thrive in our optimum climate and state of the art infrastructure support for research and development, testing and manufacturing. This region is the epicenter for growing produce, durum wheat and medjool dates along with 95 other crops grown in this arid climate. Growing companies needing a dedicated skilled workforce and easy access to their customers and supply source have found the Greater Yuma Region to be the answer to all their wants and needs.

This region is entering the Space Launch sector due to our enviable controlled airspace and facilities that support the needs of companies launching to lower earth orbit, as well as the companies needing to launch and test ballistics. Growing companies needing a dedicated skilled workforce and easy access to their customers and supply source have found the Greater Yuma Region to be the answer to all their wants and needs.

This region is leading the research and deployment of robotics, drones and laser technology that will change the way our food is grown, harvested and processed, while constantly striving for food safety guidelines that will be the example for the country and the world. The region is second in the nation for leafy green and produce production and is home to the nation's largest food producers.

Many companies chose Yuma County as the place to grow their business. Their success is evidenced by their continued growth in this market. We invite you to visit Yuma and meet the Managers of General Motors, Johnson Controls, Shaw Diversified, Associated Materials, Northwestern Industries, International Paper, Gowan Company, Tanimura and Antle, Dannon/Whitewave, McCormick, Driscoll Foods, Almark Foods, Datepac, Lockheed Martin, Rolls Royce and Pratt Whitney to glean first hand why they are thriving in Yuma County.

Consider all of us at Greater Yuma EDC an extension of your team. We are your arbitrator with all local and state public agencies. We are Grantee of Foreign Trade (FTZ) 219 and will partner with you to obtain FTZ status if applicable. We are prepared for every size project.

## COMMUNITY PROFILE



**Contact**  
Julie Engel  
President & CEO  
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+1-928-782-7774



**Population**  
250,000  
1,5 Billion (60 mile radius)



**Workforce**  
96,055  
170,000 (60 mile radius)



**Focus Industries**  
Advanced Manufacturing  
Agriculture/Agri-Tech/Agribusiness  
Aviation/Aerospace  
Chemicals/Plastics/Advanced Materials  
Defense/Security  
Food and Beverage Processing  
Healthcare/Medical Devices/Life Sciences/Pharma

## Industries

Advanced Manufacturing  
Agriculture/Agri-Tech/Agribusiness  
Aviation/Aerospace  
Chemicals/Plastics/Advanced Materials  
Defense/Security  
Food and Beverage Processing  
Healthcare/Medical Devices/  
Life Sciences/Pharma



# State of FLORIDA

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**Bay County**  
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**Nassau County**  
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## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## Bay County

State Founding Member Florida

[bayeda.com](http://bayeda.com)



The Bay EDA team understands the dynamic nature of the economic development process and the need for confidentiality surrounding the due diligence process. For professional and confidential assistance with your economic development project, contact us.

We look forward to working together with you on your location or expansion project in Bay County, Florida.

## COMMUNITY PROFILE



**Contact**  
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President  
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+1-850-215-9965



**Population**  
184,817



**Workforce**  
91,701



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Fabrication,  
Transportation

## List of European companies that have already invested

Name	Industry	No. of Employees
GKN Aerospace (UK)	Aerospace	—
Butterfly Training (France)	Corporate Headquarter	—

Nassau County

nassauflorida.com



When people first think of Nassau County, Amelia Island and our beautiful beaches come to mind. Look beyond our beaches and you'll see the landscape of our county is as diverse as our residents and businesses.

Nassau County is where tourism intersects with industry, our rail-ways and highways link to over 50 million consumers and the Port of Fernandina unites businesses with the world.

Nassau County is ideally positioned for new industry and expan-sion opportunities with a skilled military workforce, unsurpassed logistics network and over 17 million square feet of entitled heavy industrial and commercial space, ready to welcome you.

COMMUNITY PROFILE

Contact  
Laura DiBella  
Executive Director  
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Population  
84,435

GDP per Capita  
\$36,053

Workforce  
40,050

Focus Industries  
Advanced Manufacturing,  
Aviation/Aerospace,  
Data/IT,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Borregaard LignoTech Florida (Norway/USA)	Wood Pulp Manufacturing	50-70

Santa Rosa County

santarosaedo.com



Santa Rosa County, Florida, is serious about helping you grow your business. And we are ready to help you every step of the way – from site selection, incentives, workforce recruitment, and training, to your grand opening – the Santa Rosa County Economic Development Office is here to expedite and guide you through the process.

Coupled with Florida's stable and highly favorable tax climate, Santa Rosa County provides advantages that make growing with us easy and profitable. With certified sites, modern infrastructure and a trained, educated and experienced workforce, Santa Rosa County offers industries an opportunity to maximize their ROI in a commu-nity dedicated to providing the best to residents and businesses.

COMMUNITY PROFILE

Contact  
Shannon Ogletree  
Director  
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+1-850-623-0174

Population  
178,319 (County)

GDP per Capita  
\$31,767 (MSA)

Workforce  
84,000 (County)  
300,000 (including adjacent counties)

Focus Industries  
Advanced Manufacturing,  
Aviation/Aerospace,  
Data/IT,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Zodiac (France)	Aviation / Defense	8



State of  
GEORGIA

Northwest Georgia  
Joint Development  
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Atlanta,  
Georgia  
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Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced Materials,  
Data/IT,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

Atlanta, Georgia

investatlanta.com



Originally founded in 1847, the City of Atlanta is a vibrant community full of diversity, culture, and opportunity. Today the fast-growing city remains a transportation hub, not just for the country but also for the world: Hartsfield-Jackson Atlanta International Airport is the world's busiest in daily passenger flights.

Direct flights to Europe, South America, and Asia have made metro Atlanta easily accessible to the more than 1,000 international businesses that operate here and the more than 50 countries that have representation in the city through consulates, trade offices, and chambers of commerce.

The city has emerged as a banking center and boasts the third largest concentration of Fortune 500 companies in the country.

COMMUNITY PROFILE

**Contact**  
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Senior Vice President Economic  
Development  
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+01-404-614-8296

**Population**  
420,003 – Median Age: 33. Atlanta has seen unprecedented population growth over the past two decades with the city's population expected to reach 1.3 million by 2050.

**GDP per Capita**  
\$40,595 – Complimented by a low cost of living, Atlanta has been named the #1 Most Affordable Big City in the U.S. by WalletHub in 2018.

**Workforce**  
273,841 – Atlanta boasts a vibrant workforce with 48% of the population 25 years+ holding a bachelor's degree or higher. Additionally, the greater Atlanta Metro area is home to 57 institutions of higher learning.

**Focus Industries**  
Automotive, Aviation/Aerospace, Data/IT, Healthcare/Medical Devices/Life Sciences/Pharma, Transportation, Warehousing/Distribution/Logistics

List of European companies that have already invested

Name	Industry	No. of Employees
Sage Software (United Kingdom)	US Headquarters/ Technology	750
Airbus Ariel (France)	Aviation Technology	75
Daimler (Germany)	Automotive Technology	50
PSA Group (France)	North American Automotive Headquarters	20





Carroll Tomorrow, a non-profit public/private economic development organization, facilitates the growth and well-being of Carroll County, Georgia.

Specifically, the EDO focuses on four key areas: economic development, workforce education and development, community development and leadership development.

COMMUNITY PROFILE



**Contact**  
Daniel Jackson  
President & CEO  
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+1-678-890-2355



**Population**  
116,261



**Workforce**  
53,418  
700,000 (45 mile radius and 8 counties)



**Focus Industries**  
Advanced Manufacturing,  
Data/IT,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

List of European companies that have already invested		
Name	Industry	No. of Employees
Leuco Tool Company (Germany)	Woodworking Tools	50
GMT Int'l Corp (Germany)	Engine Mounts	25
Agribusiness Int'l, Inc. (UK)	Agriculture Equip	17
Key Tech Corporation (UK)	Liquid Adhesives	8
AF USA (Belgium)	Compressed Air	8



Dalton-Whitfield County in Northwest Georgia is a prime location for business expansion, relocation and economic development. Located in the heart of the Southern Automotive and Advanced Manufacturing Corridors on Interstate 75 and just 25 miles south of Chattanooga and 85 miles north of Atlanta, the area is within a day's drive of half the country's population. Dalton is home to the Carpet and Floor Covering Industry and also home to automotive, solar panel, chemical and plastics manufacturing companies as well. Dalton invests in it's talent pipeline to provide a skilled workforce. In Dalton, people do and make great things.

COMMUNITY PROFILE



**Contact**  
Carl Campbell  
Executive Director  
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+1-706-712-0958



**Population**  
33,315 (Dalton)  
104,589 (Whitfield County)



**GDP per Capita**  
\$57,466 (United States)



**Workforce**  
143,904 (Dalton MSA)  
1,159,195 (50-mile drive)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Energy,  
Fabrication,  
Transportation  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Tandus Centiva, Inc., Tarkett Company (France)	Carpet and Rug, Floorcovering	1,182
IVC U.S., Inc. (Belgium)	Vinyl Flooring	446
U.S. Floors, Inc. (Belgium)	Flooring	341
Old Castle Industrial Materials, Inc. (Ireland)	Asphalt Paving Mixture and Block Manufacturing	154
Arkema (France)	Adhesives	55

Dublin, Laurens County

dlcda.com



The Business Heart of Georgia

Laurens County and the City of Dublin believe in three basic tenets: location, leadership, and livability.

Between Laurens County’s location in the Business Heart of Georgia, passionate people and refreshing lifestyle, the “Three L’s” evolve into more than just a talking point.

List of European companies that have already invested		
Name	Industry	No. of Employees
P-D Valmiera Glass, U.S. (Latvia)	Glass Fiber, Needle Mat	112
Erdrich USA, Inc. (Germany)	Automotive-Punched and Stamped Autoparts	108
Dinex Emission, Inc. (Denmark)	Automotive-Exhaust Systems, Mufflers	72
AWEBA Group (Germany)	Tool and Die Manufacturing	20

COMMUNITY PROFILE



**Contact**  
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President/CEO  
rwaldrep@dlcda.com  
+1-404-877-8406



**Population**  
55,000



**GDP per Capita**  
\$41,000



**Workforce**  
300,000



**Focus Industries**  
Automotive,  
Aviation/Aerospace,  
Warehousing/Distribution/Logistics

Henry County

choosehenry.com



Connecting Business in Atlanta's New South

Henry County, Georgia, located only 20 miles southeast of Atlanta’s business core, is positioned to serve as Metro Atlanta’s connector for global logistics and advanced manufacturing. Henry County is less than two hours away by air and two days by truck to 80 percent of the United States population. The county is minutes from the City of Atlanta and Hartsfield-Jackson International Airport, has direct rail service from Norfolk Southern Railroad, and has the region’s best access to the Port of Savannah.

Henry County’s connections also include access to Metro Atlanta’s diverse talent pool and abundant higher education opportunities. Life in Georgia is grand, and in Henry County your family and your business get the best of both worlds including high quality and affordable housing, top-rated schools, and modern business parks.

List of European companies that have already invested		
Name	Industry	No. of Employees
Luxottica (Italy)	Advanced Manufacturing	2,000
Geodis (France)	Logistics	255
ALPLA (Austria)	Advanced Manufacturing	200
Kuehne & Nagel. (Switzerland)	Logistics	113
HEGLA Corp. (Germany)	Manufacturing	50

COMMUNITY PROFILE



**Contact**  
F. J. „Josh“ Fenn  
Executive Director  
jfenn@choosehenry.com



**Population**  
234,800 (County)  
4,555,900 (Metro Atlanta Region)



**GDP per Capita**  
\$45,925 (State of Georgia)



**Workforce**  
112,204 (County)  
2,400,212 (Metro Atlanta Region)



**Focus Industries**  
Advanced Manufacturing,  
Automotive, Aviation/Aerospace,  
Data/IT, Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics



Houston County

houstoncountygga.net



Be Houston.

Houston County, Georgia, offers today’s businesses the critical assets required to achieve success. Once your company and your family are located in Houston County, you will find that you are truly at home. Houston County, Georgia, offers an excellent quality of life, a dynamic economy, and a low cost of living. Houston County and its incorporated cities of Centerville, Perry and Warner Robins make us one of the fastest growing communities in the state.

Houston County covers approximately 400 square miles and enjoys a close proximity to interstates, highways, airports and has rail access. The county lies directly along Interstate 75 and is within a short distance of Interstate 16. The county is also located 75 miles south of Hartsfield-Jackson Atlanta International Airport and 165 miles west of the port of Savannah.

We are proud to be a significant contributor to the economy of Georgia, which has been recognized as the “Top State for Doing Business” by Site Selection magazine in 2013, 2014, 2015 and 2016. We pride ourselves in offering solutions for success. We want you to experience all we have to offer ... We want you to Be Houston!

List of European companies that have already invested

Name	Industry	No. of Employees
Sandler Nonwoven (Germany)	Textiles, Nonwovens	40

COMMUNITY PROFILE



**Contact**  
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Executive Director  
gheesling@houstoncountygga.net  
+1-478-923-5470



**Population**  
152,000



**GDP per Capita**  
\$32,262



**Workforce**  
176,000



**Focus Industries**  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

LaGrange, Troup County

lagrangedevelopment.com



DEVELOPMENT AUTHORITY OF  
LAGRANGE



City Inspired

Located less than an hour from the world's busiest airport in Atlanta, conveniently located off Interstate 85 and 185, our city is a regional hub for advance manufacturing with a great job base. Our city is home to a wide variety of manufacturing and service business with abundant infrastructure of water, sewer, natural gas and electricity to support growth expansion needs.

COMMUNITY PROFILE



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**Population**  
30,771 (LaGrange)  
67,044 (Troup County)



**GDP per Capita**  
\$33,501



**Workforce**  
412,000



**Focus Industries**  
Advanced Manufacturing,  
Aviation/Aerospace,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

List of European companies that have already invested

Name	Industry	No. of Employees
Freudenberg-Nok (Germany/Japan)	Sealing technologies	261
Fokker-Aerotron (United Kingdom)	Aerospace	85
Henkel (Germany)	Adhesive, beauty, laundry and home care	50
Nesper International (Germany)	Rivets, stamped parts, joining technologies	20



Liberty County

lcca.com



Come Grow Globally!

Located 30 minutes south of Savannah, Liberty County is strategically positioned on the East Coast’s north-south artery highway, Interstate 95 with proximity to Interstate 16. The county is just 56 km from Savannah’s port and within 161 km of three other major ports that face Europe.

With large, master-planned industrial parks, available sites and buildings, an abundant workforce, significant incentives and a robust existing industry base, Liberty is a prime location for manufacturing and distribution companies looking to expand or relocate.

Companies, both foreign and domestic, have found our piece of the coast to be a place where they can grow globally.

List of European companies that have already invested		
Name	Industry	No. of Employees
SNF (France)	Chemical	1,500
DS Smith Riceboro Paper Mill/ Newport Timber (England)	Linerboard Mill & Saw Mill	344
Hugo Boss (Germany)	Clothing Distribution Center	160
IG Design Group (England)	Gift Wrap Manufacturer	50
Balta Home USA (Belgium)	Home Furnishings Distribution Center	NR (not reporting)

COMMUNITY PROFILE



**Contact**  
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**Population**  
62,120 (County)  
826,551 (50-mile radius)



**GDP per Capita**  
\$56,804 (County)



**Workforce**  
25,434 (County)  
399,254 (45-mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced  
Materials,  
Defense/Security,  
Fabrication,  
Transportation, Warehousing/  
Distribution/Logistics

Northwest Georgia  
Joint Development Authority

northwestgeorgia.us



Access the Southeast through Northwest Georgia

We cover the four-county region of Catoosa, Chattooga, Dade, and Walker counties in the state of Georgia. We are a part of the Chattanooga, TN-GA Metropolitan Statistical Area. Our region is in the middle of the Nashville, Knoxville, Atlanta, and Birmingham markets. We are an hour away from the new Appalachian Regional Port which is a inland port providing direct access to the coastal ports of Georgia. 40% of our workforce commutes out of region for work every day.

COMMUNITY PROFILE



**Contact**  
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President and CEO  
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+1-706-375-5793



**Population**  
178,663 (2018, ESRI)



**GDP per Capita**  
\$38,951 (2017)



**Workforce**  
84,502 (2018, ESRI)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
BJB Electric (Germany)	Light packs for appliances	50

# Rome, Floyd County

State Founding Member Georgia  
rome.ga.com

Rome, Floyd County  
Development Authority



In this idyllic place, an enviable quality of life and healthy economy thrive. We celebrate the old along with the new: Historical homes and public buildings carefully preserved for generations to come, and cutting-edge technology as progressive new headquarters and industries locate and prosper in Greater Rome. Here you'll find exceptional schools, state-of-the-art healthcare, cultural and recreational amenities and a house to fit all needs and desires.

Add to this exceptional economic opportunities unique to this area and you have an unmatched environment in which to live, play, work and conduct business.

List of European companies that have already invested		
Name	Industry	No. of Employees
Pirelli Tire (Italy)	Tires	280
Bekaert Corporation (Belgium)	Bead Wire Rope	178
Carlson Precision Manufacturing Canada (France)	Hinges	160
Suhner Manufacturing (Switzerland)	Flexible Cables, Shafts	133
General Shale Brick (Austria)	Masonry	55

## COMMUNITY PROFILE



**Contact**  
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Project Manager  
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**Population**  
97,000



**Workforce**  
42,700



**Focus Industries**  
Advanced Manufacturing,  
Data/IT,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

# Savannah & Chatham County

seda.org



## Propelling Business

Savannah exhibits a diverse industry mix with five traditional pillars of economic growth which include manufacturing, port logistics, healthcare, academic/military/government and tourism. Advanced manufacturing is critical to the Savannah economy, home to over 280 manufacturing companies and the headquarters for Gulfstream Aerospace. Savannah is home to the fastest growing port in the Nation. The Port of Savannah is the single largest container port in North America, with 2 Class I railroads on terminal and 9 deep-water berths the Port of Savannah is the most efficient port in the county. Savannah's talent pipeline is diverse, young and highly skilled. Among those contributing to Savannah's workforce are graduates of the area's colleges and universities, and the more than 4,000 servicemen and women who transition out of the local military each year.

List of European companies that have already invested		
Name	Industry	No. of Employees
JCB, Inc. (United Kingdom)	Manufacturing	600
Imperial Sugar (Netherlands)	Manufacturing	380
Kerry Ingredients & Flavours (Ireland)	Manufacturing	260
Johnson Matthey (England)	Manufacturing	180
IKEA (Sweden)	Warehouse & Distribution	150

## COMMUNITY PROFILE



**Contact**  
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Vice President of Business Development  
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**Population**  
290,501 (Chatham County)  
387,543 (Savannah MSA which includes Chatham, Bryan and Effingham Counties in Georgia)



**GDP per Capita**  
\$40,388 (Savannah MSA)



**Workforce**  
150,948 (Chatham County)  
448,000 (60 mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Pharma,  
Data/IT,  
Energy,  
Food/Beverage Processing



Toccoa, Stephens County

scda.biz



Toccoa-Stephens County is situated along the North Georgia I-85 corridor with quick access to Atlanta (90 minutes), Greenville, South Carolina (60 minutes), and Charlotte, North Carolina (160 minutes). Outdoor activities add to the quality of life as Lake Hartwell and Currahee Mountain attract visitors from around the globe.

In 2007, the large master-planned Hayestone Brady Business Park was constructed to provide 425 acres of business ready, Georgia Ready for Accelerated Development certified land to prospective industries. Stephens County is home to many types of industries, both domestic and international, who are continually succeeding. Stephens County, the City of Toccoa, and the State of Georgia work in conjunction with the Stephens County Development Authority to provide business incentives that promote growth and success within the community.

COMMUNITY PROFILE



Contact  
Tim Martin  
Executive Director  
tim@scda.biz  
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Population  
25,586



GDP per Capita  
\$44,723



Workforce  
49,026



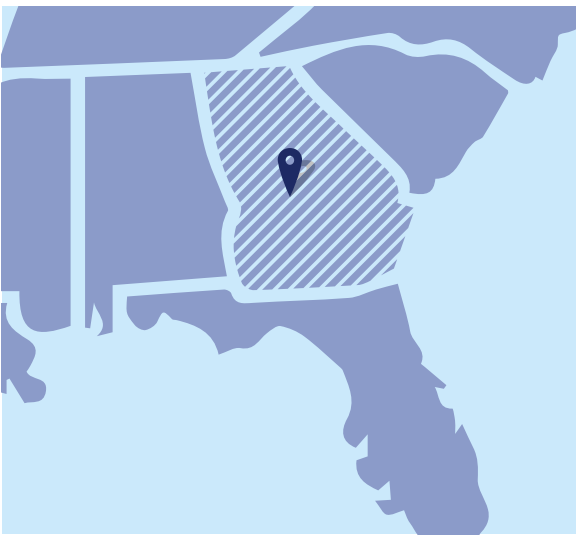
Focus Industries  
Advanced Manufacturing,  
Automotive,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

List of European companies that have already invested

Name	Industry	No. of Employees
Nifco KTW (Germany)	Automotive Parts Supplier	350
Dewtex (United Kingdom)	Industrial Reinforcement Solutions	80
Sark Wire (Turkey)	Copper Wire Production	50

Walton County

choosewalton.com



East Atlanta — Where Industry Thrives

Located 40 miles east of Atlanta, Georgia, USA, Walton County is an excellent location offering a favorable business climate, quality labor force, and an excellent quality of life.

Walton County international companies include Shire, Hitachi, Walmart, and others. Less than an hour away is Hartsfield-Jackson Atlanta International Airport with direct and connecting flights all around the world.

Walton County offers a favorable tax climate with no inventory tax, job tax credits, child care credits, sales tax exemption, and taxable and non-taxable industrial bond financing.

To complement our business environment, Walton County has one of Georgia's best Technical Colleges, Athens Technical College, and is home to Georgia's BioScience Training Center.

COMMUNITY PROFILE



Contact  
Shane Short  
Executive Director  
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Population  
90,000



GDP per Capita  
\$52,178



Workforce  
3,400,000



Focus Industries  
Advanced Manufacturing,  
Automotive,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

List of European companies that have already invested

Name	Industry	No. of Employees
Shire (Ireland)	Pharmaceutical	1,200

# State of IOWA



Waterloo/Cedar Falls

## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Data/IT,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

## Waterloo/Cedar Falls, Iowa MSA

State Founding Member Iowa

growcedarvalley.com



### Elevate the economic vitality of our business and communities.

The Cedar Valley Region of Iowa's population totals nearly 236,038 and is located in northeast Iowa with a potential labor force draw of 394,944 people from the 7 surrounding counties and outlying areas that have significant commutation to work in the Metro and Cedar Valley Region.

The Cedar Valley is within a day drive of all major Midwest markets, only 180 miles south of the Twin Cities, 265 miles west of Chicago and 315 miles northeast of Kansas City.

#### COMMUNITY PROFILE



##### Contact

Lisa Skubal, CECD  
Vice President of Economic  
Development  
lisa@growcedarvalley.com  
+1-319-232-1156



##### Population

236,038 (Cedar Valley Region,  
50 mile radius)



##### GDP per Capita

\$51,912 (State of Iowa)



##### Workforce

394,944 (Cedar Valley Region,  
50 mile radius)



##### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace, Data/IT,  
Fabrication, Food/  
Beverage Processing,  
Warehousing/Distribution/Logistics

#### List of European companies that have already invested

Name	Industry	No. of Employees
Ferguson Enterprises – division of Ferguson plc (Switzerland)	Distribution of Plumbing Parts and Accessories	160
Bossard (Switzerland)	Distribution of Fasteners	110
Laforge, LLC (France)	Advanced Manufacturing	15
D. LaPorte (Germany)	Advanced Manufacturing	13
Zuidberg Front Line Systems (Netherlands)	Advanced Manufacturing	10



# State of ILLINOIS

Greater Peoria

## Industries

### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Chemicals/Plastics/Advanced Materials,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

## Greater Peoria

State Founding Member Illinois

[greaterpeoriaedc.org](http://greaterpeoriaedc.org)



## Greater Possibilities in Greater Peoria

Greater Peoria, Illinois is a long term partner providing resources to make it easier to grow your business and industry. Our region is located in the middle of everywhere – three hours from Chicago, St. Louis and Indianapolis and within a day's drive of half the country's population. Greater Peoria is an intermodal hub, offering easy access to the country and the world via road, river, rail and air. As a leader in manufacturing, healthcare, logistics and agribusiness, we know what it takes to achieve industry success. With a growing entrepreneurial ecosystem and skilled workforce, we are preparing our region to lead in the industries of the future. As a mid-size region, the cost of doing business is much lower than larger cities and provides a low cost of living. It is easy to grow here, with one-on-one support every step of the way.

## COMMUNITY PROFILE



### Contact

Lenora Fisher  
Director of Business Attraction  
[lfisher@greaterpeoriaedc.org](mailto:lfisher@greaterpeoriaedc.org)  
+1-309-253-6010



### Population

393,902



### Workforce

194,106



### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Chemicals/Plastics/Advanced  
Materials,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Evonik – RAG Stiftung (Germany)	Industrial Chemicals	250
Nestle (Switzerland)	Agriculture/Food	200
Lonza Group (Switzerland)	Pharma/Bio	95
4B Components (United Kingdom)	Agriculture manufacturing	40
ThyssenKrupp (Germany)	Elevator manufacturing	15

# State of INDIANA

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## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced Materials,  
Data/IT,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Device/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## East Central Indiana Regional Partnership

ecirp.org



### Moving the Future of Business. Together.

The centrally located region of East Central Indiana is the ideal location for your business. Our counties Blackford, Delaware, Fayette, Grant, Henry, Jay, Madison, Randolph, Rush and Wayne all boast a high quality of life and a history of strength in the advanced manufacturing, agribusiness and logistics industries. With a population of more than half a million, East Central Indiana has a total workforce of close to 250,000. Bolstered by the region's excellent transportation network, strong workforce and abundant commodities, East Central Indiana has attracted a number of nationally recognized companies in a variety of fields, including 3M, Blue Buffalo Pet Products, General Motors, Boar's Head, Tyson, Nestle, Berry Global and Progress Rail. From rural living to small towns and moderately sized cities, East Central Indiana offers something for everyone. Wherever you choose to live, you'll find a family-friendly and hard-working community with great schools and recreational opportunities.

#### List of European companies that have already invested

Name	Industry	No. of Employees
Ardagh Group (Luxembourg)	Glass Manufacturing	867
Nestle USA (Switzerland)	Beverage Manufacturing	790
Huhtamaki (Finland)	Disposable Plateware Manufac.	170
Muncie Power Products (Italy)	Truck Equipment & Mobile Power	125
Holland Colours Americas Inc. (Netherlands)	Colors & Pigments Manufacturing	78

#### COMMUNITY PROFILE



**Contact**  
Mindy Kenworthy  
President/CEO  
mkenworthy@ecirp.org  
+1-765-254-1420



**Population**  
527,530



**GDP per Capita**  
\$31,037



**Workforce**  
248,091

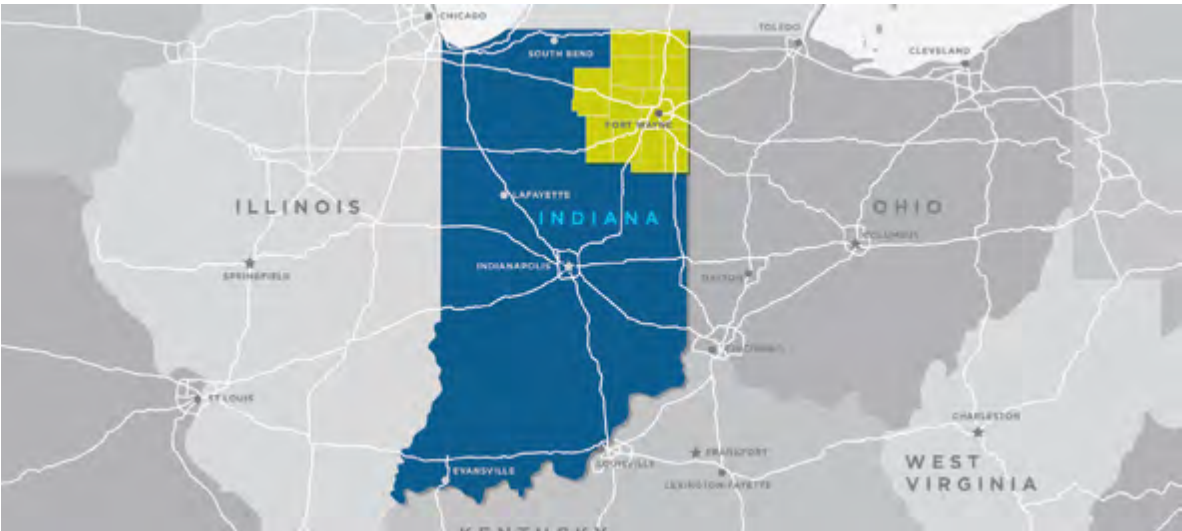


**Focus Industries**  
Advanced Manufacturing,  
Data/IT,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics



Northeast Indiana  
Regional Partnership

neindiana.com



Northeast Indiana is an 11-county region that leverages partnerships by working together to increase business investment and attract and retain talent. Our region is made up of Adams, Allen, DeKalb, Huntington, Kosciusko, LaGrange, Noble, Steuben, Wabash, Wells, and Whitley counties.

Northeast Indiana is rich with diversity. Our intention is to collaborate, improve on what we have, and build new opportunities – together. Today, we have a total population of 783,409 and we welcome more than 60 global businesses.

In 2018, Chief Executive Magazine named our state the No. 1 place to do business in the Midwest and No. 5 nationwide. In Northeast Indiana, the American dream is still alive. Whether you are looking to buy your first home or grow your family, you can do that, and more.

List of European companies that have already invested	
Name	Industry
BF Goodrich, owned by Michelin (USA/France)	Automotive
Bosch Corporation (Germany)	Technology
Irish Acres (Ireland)	Food & Beverage
Coram USA LLC (Italy)	Advanced Manufacturing
Autoliv (Sweden)	Automotive

COMMUNITY PROFILE



**Contact**  
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Senior VP of Economic Development and COO  
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+1-260-469-3462



**Population**  
783,409



**GDP per Capita**  
\$50,338 (Regional)



**Workforce**  
397,191



**Focus Industries**  
Automotive,  
Data/IT,  
Food/Beverage Processing,  
Healthcare/Medical Device/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

South Central Indiana  
Economic Development Region

southcentralindiana.com



We're #readytowork

In this unique area of Indiana, you can blend the excitement of innovation with the sense of tradition. In addition to the region's strategic location, the area offers a highly-productive labor force with tremendous work ethic. The South Central Indiana region and our central location is accented by:

- Major Interstate accessibility
- Easily accessible International Airports at Indianapolis, Louisville, and Cincinnati
- Major railroad providers and a River Port
- Proximity to large auto and appliance manufacturers
- Quality workforce that can help your company prosper and grow

South Central Indiana's diverse and expanding business base is comprised of ten counties and River Ridge Commerce Center. Our Team is dedicated to the growth and prosperity of South Central Indiana, USA and is prepared to assist you in your business' growth or relocation.

List of European companies that have already invested		
Name	Industry	No. of Employees
Valeo Lighting (France)	Automotive Lighting	1,650
Faurecia (France)	Manufacturing – Automotive Emission Controls	1,635
Valeo Engine Cooling (France)	Engine Cooling Manufacturing	1,200
GKN Sinter Metals (United Kingdom)	Powder Metal Components	455
Freudenberg Medical MIS, Inc (Germany)	Medical Devices and Surgical Equipment	380

COMMUNITY PROFILE



**Contact**  
Darrell Voelker  
President  
dvoelker@hcedcindiana.org  
+1-812-786-1176



**Population**  
500,789



**GDP per Capita**  
\$43,584



**Workforce**  
264,637

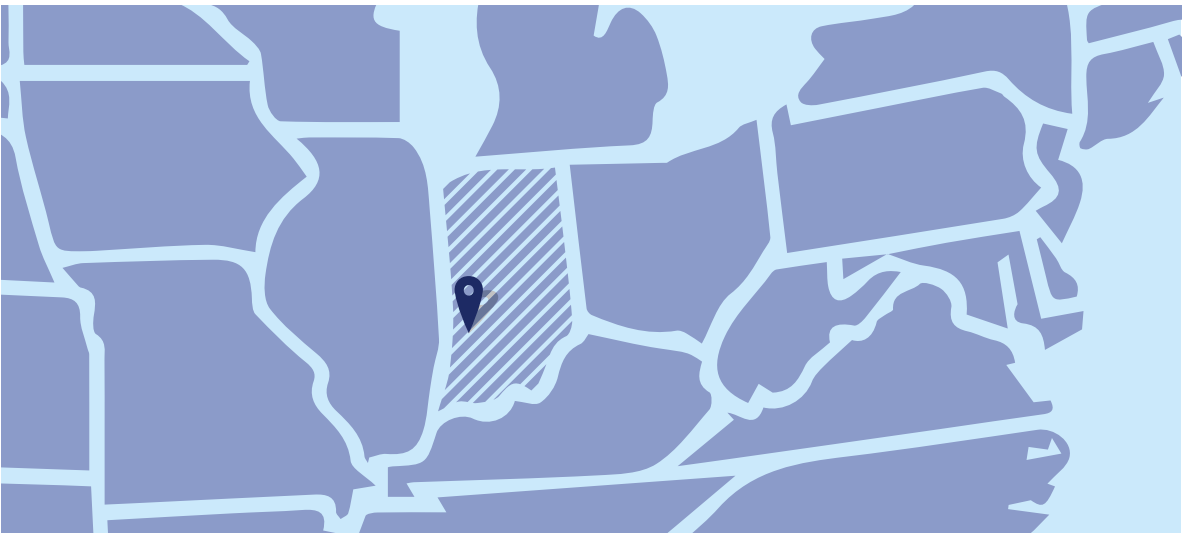


**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Defense/Security,  
Transportation,  
Warehousing/Distribution/Logistics

# Terre Haute, Vigo County

State Founding Member Indiana

terrehauteedc.com



## Terre Haute – We Can't Wait to Meet You

In Terre Haute, Indiana we're simply living our lives to the fullest, all at a lower cost than many of our coast-to-coast counterparts. Yes, our business climate is competitive, but for everything else we have to offer – from arts and culture, recreation and wellness – takes living and working in Terre Haute to a new level. We're a growing diverse community with the „we can do this“ attitude for progress and vision for our future. With numerous public and private centers of support including professional organizations and educational and training centers you will be in good company as you establish a career here. And did we mention quality of life? Contrary to popular belief, Indiana isn't all snowy winters and hot summers.

Terre Haute's stronger character point is the people who live, work and play here. An average commute time is 20 minutes which gives you more time to meet friends at the newest brewery or winery, squeeze in a run or do a quick power shop at a local boutique. We offer a place for businesses and families to grow big and strong. From a top pre-K program to prestigious universities we have the foundation to ensure a seamless workforce delivery system.

### List of European companies that have already invested

Name	Industry	No. of Employees
ThyssenKrupp Presta AG (Liechtenstein)	Mfg. Steering Columns	430
Pyrolyx USA Indiana (Germany)	Extraction of Carbon Black from end-of-life Tires	55 (2019)

### COMMUNITY PROFILE



**Contact**  
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President  
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+1-812-234-2524



**Population**  
107,000 (Vigo County)  
224,500 (within a 50 mile radius)



**GDP per Capita**  
\$28,988 (as of 2008)



**Workforce**  
49,500  
102,500 (Indiana's Economic Growth Region -EGR)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Defense/Security, Energy,  
Transportation,  
Warehousing/Distribution/Logistics





# State of KANSAS

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Saline County**  
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**Junction City,  
Geary County**  
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**Emporia RDA,  
Regional Development Association  
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**Wichita,  
Sedgwick County**  
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## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Energy,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## Emporia RDA, Regional Development Association of East Central Kansas

State Founding Member Kansas

[emporiarda.org](http://emporiarda.org)



Emporia is strategically located at the nexus of I-35, I-335, U.S. Highway 50, and Burlington Northern Santa Fe (BNSF) rail road in East Central Kansas.

Global and national companies with operations located here are Bunge, CAMSO (Michelin), Cargill, Detroit Reman (Daimler), Hostess Brands and Morgan Advanced Materials.

Our comparative advantage is provided by our educational Emporia State University and the Flint Hills Technical College providing an educated workforce. Many support businesses add to the high productivity work environment. Both Simmons Pet Food and Hostess Brands refer to their Emporia facilities as their “flag ship” operations.

### COMMUNITY PROFILE



#### Contact

Kent Heermann  
CEcD – President  
[kheermann@emporiarda.org](mailto:kheermann@emporiarda.org)  
+1-620-343-8860



**Population**  
24,916



**GDP per Capita**  
\$45,000



**Workforce**  
17,138



#### Focus Industries

Advanced Manufacturing,  
Food/Beverage Processing

### List of European companies that have already invested

Name	Industry	No. of Employees
CAMSO Michelin (France)	Rubber tracks for large equipment	170
Daimler — Detroit Reman (Germany)	Manufacturing: Remanufactured Transmissions	133
Morgan Advanced Materials — Thermal Ceramics (United Kingdom)	Manufacturing: Refractory Ceramic	36

# Junction City, Geary County

jcged.com



**To promote community and ensure a thriving environment in the Junction City Region.**

Located in the heart of Kansas, Junction City offers plenty of small-town atmosphere, big city amenities and rural pleasures. A 2000 All-American City finalist, Junction City is a community where the people are friendly, the atmosphere is inviting and the lifestyle is ethnically diversified. Just minutes from Fort Riley, an active duty post known as the birthplace of the 7<sup>th</sup> Cavalry, Junction City is surrounded by history. Play to your heart's content at Milford Lake, Kansas' largest lake or just kick it back and enjoy the scenic Flint Hills. Whether it is a half day, a full day or a lifetime ... Junction City is the perfect place to find adventure, history, and a bright future.

COMMUNITY PROFILE

»

Contact

Mickey Fornaro-Dean  
Economic Development Director  
mickey.dean@jcacc.org  
+1-785-762-1976

👤

Population

36,818 (County)  
48,068 (Neighboring Fort Riley)

💰

GDP per Capita

\$45,243 (County)

👥

Workforce

27,136 (City and County)  
11,000 (Neighboring Fort Riley)

🏭

Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Defense/Security,  
Fabrication,  
Transportation,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
UPU Industries (Ireland)	Agricultural	60
CAMSO (France, formally Canada)	Manufacturing	41

# Salina, Saline County

salinaedo.org



Being located near the geographic center of the United States has a lot of advantages for business. Nestled at the crossroads of I-70 and I-135, businesses here enjoy outstanding connectivity and endless shipping options.

Salina enjoys a diverse economy that includes several manufacturing interests both large and small, a strong agricultural economy that supplies local food processors and beverage makers and creates strong demand for industries such as agricultural equipment manufacturing.

Kansas is also poised to become a leader in alternative energies, particularly solar and wind. Salina is ready to support new businesses in these and other sectors with a business-friendly environment and attractive incentives that offer significant cost savings.

COMMUNITY PROFILE

»

Contact

D. Mitch Robinson  
CEcD – Executive Director  
mrobinson@salinaedo.org  
+1-785-404-3131

👤

Population

47,366

👥

Workforce

> 213,000 (within a 90-minute drive)

🏭

Focus Industries

Aviation/Aerospace,  
Fabrication,  
Food/Beverage Processing,  
Transportation

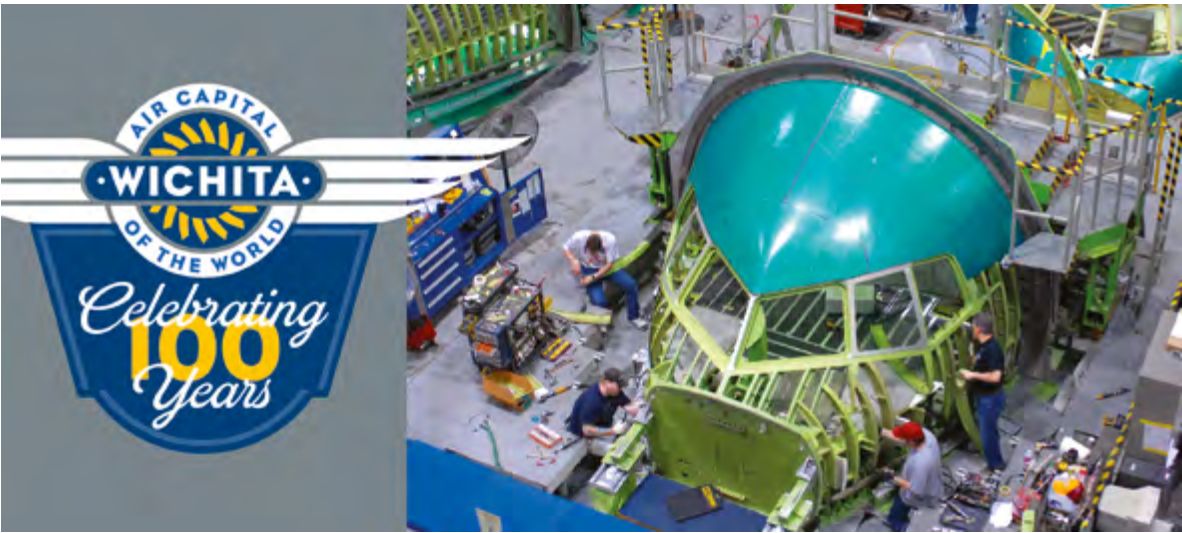


Wichita, Sedgwick County

greaterwichtapartnership.org



Greater Wichita  
Partnership



Wichita, KS — the Air Capital of the World

The Greater Wichita Partnership works to cultivate the environment for businesses to succeed and grow in order to fast forward economic growth in the greater Wichita region, also known as the Air Capital of the World. Let us connect you to resources in a region with a pro-aviation business environment and the highest concentration of skilled aerospace manufacturing employees in the USA. Grow your business alongside Airbus, Bombardier Learjet, Spirit AeroSystems and Textron Aviation along with over 300 of the industry's top suppliers. There's no better place for aviation investment. The Greater Wichita Partnership also serves as the region's economic steward – cultivating a rich and innovative environment to grow local businesses and industries. Together we are: Growing primary jobs, Empowering an entrepreneurial ecosystem, Developing the workforce of tomorrow, Attracting and recruiting talent, Enhancing perceptions, Strengthening our region's urban core.

List of European companies that have already invested		
Name	Industry	No. of Employees
Siemens Wind Power (Germany)	Wind Turbine Components	365
Airbus North America Engineering (Multinational)	Aerospace	350
Cobham AvComm (England)	Communications Test Equipment	300
Viega North America (Germany)	Plumbing and Heating Fixtures	300
Figeac Aero North America (France)	Aerospace	200

COMMUNITY PROFILE



**Contact**  
Andrew Nave  
Executive Vice President of  
Economic Development  
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+1-316-500-6650



**Population**  
790,250



**GDP per Capita**  
\$48,826



**Workforce**  
388,655



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Data/IT,  
Energy,  
Fabrication,  
Transportation,  
Warehousing/Distribution/Logistics





# State of KENTUCKY



## Industries

Advanced Manufacturing, Agriculture/Agri-Tech/Agribusiness, Automotive, Aviation/Aerospace, Chemicals/Plastics/Advanced Materials, Data/IT, Defense/Security, Energy, Fabrication, Food/Beverage Processing, Healthcare/Medical Device/Life Sciences/Pharma, Transportation, Warehousing/Distribution/Logistics

## Bowling Green Area, KY

bgchamber.com



The Bowling Green Area Chamber of Commerce is the driving force for South Central Kentucky's thriving business community. Representing a 10-county region in the heart of America's manufacturing corridor, we pride ourselves on providing an environment that helps companies and their people thrive. We're the fastest growing community in one of America's best states for business, producing automobiles, cheese cakes and pretty much everything else in between.

Thanks in large part to the 56 international companies from 18 different countries located in South Central Kentucky, we understand the need to focus on innovation and values to position ourselves and our partners for the future. Whether through nationally recognized workforce development initiatives or customer-focused business development programs, we are committed to meeting the needs of your business for today and tomorrow.

### List of European companies that have already invested

Name	Industry	No. of Employees
Henkel (Germany)	Household Cleaning Products Manuf.	835
Bendix (Germany/ USA)	Air Brake Manufacturing	427
Dana Corp (Germany)	Machining of axles for heavy trucks	170
Constellium – UACJ (France/Netherlands)	Aluminum Manufacturing	159
Essity (Sweden/Japan)	Sanitary Paper Products Manufact.	150

### COMMUNITY PROFILE



#### Contact

Jason Lemle  
Project Manager  
jason@bgchamber.com  
+1-270-901-4753



**Population**  
303,000



**GDP per Capita**  
\$37,541



**Workforce**  
138,000



#### Focus Industries

Advanced Manufacturing, Automotive, Fabrication, Food/Beverage Processing, Transportation, Warehousing/Distribution/Logistics



Danville – Boyle County, KY

DevelopDanville.com



Historically Bold

Develop Danville, Inc., is the Danville-Boyle County Economic Development Partnership, an alliance of the Boyle County Industrial Foundation, Danville-Boyle County Chamber of Commerce, Danville-Boyle County Convention & Visitors Bureau, Heart of Danville Main Street Program, Main Street Perryville, and the local governments of Boyle County, Kentucky, and its Cities of Danville, Junction City, and Perryville.

COMMUNITY PROFILE



**Contact**  
Jody Lassiter  
President/CEO  
jody@developdanville.com  
+1-859-319-8068



**Population**  
29,924 (County)  
54,380 (Micropolitan Statistical Area)



**GDP per Capita**  
\$ 38,985 (Commonwealth of Kentucky)



**Workforce**  
324,512 (13-county labor market)



**Focus Industries**  
Advanced Manufacturing, Agriculture/Agri-Tech/Agribusiness, Automotive, Aviation/Aerospace Food/Beverage Processing, Healthcare/Medical Devices/ Life Sciences/Pharma, Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Meggitt Aircraft Braking Systems Kentucky Corporation (United Kingdom)	Manufacturing and assembly of carbon disc brakes for airplanes	285
TransNav Groupe Plastivaloire Technologies, Kentucky (France)	Plastic injection molding of automotive and consumer products	158
Essity North America, Inc. (Sweden)	Distribution of paper towels and tissue products	45

Franklin-Simpson County

f-industry.com



Franklin and Simpson County is an idyllic town located on the Kentucky/Tennessee border directly on Interstate 65. The community is located just 35 miles north of Nashville, Tennessee. It is one of the fastest growing areas in Kentucky and is home to over forty industries and service companies. Four different international countries have manufacturing facilities in Franklin. Within a thirty-mile area of Franklin, there is a population of 442,000 people that provide an ample labor force for the community.

Franklin has an active downtown area with a variety of shops and galleries as well as concerts and festivals held throughout the year. Franklin offers a number of sports activities, gyms, dance classes, and theater arts productions. There are also numerous shopping areas, commercial developments, and restaurants throughout the city making Franklin a very attractive area for industries and individuals looking for a quality life style.

COMMUNITY PROFILE



**Contact**  
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Executive Director  
fsindustry@bellsouth.net  
+1-270-586-4477



**Population**  
19,075



**GDP per Capita**  
\$34,342



**Workforce**  
9,100



**Focus Industries**  
Automotive, Fabrication, Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Fritz Winter North America (Germany)	Brake discs/rotors	270
RKW-North America (Germany)	Polyethylene Films	150
Virtus Precision Tube – formerly Luvata (United Kingdom)	Copper Tubing	120
Smiley-Monroe (Northern Ireland)	Conveyor Belts	30



Fulton-Hickman Counties

westkyeconomic.com



Fulton-Hickman Counties Economic Development partnership fosters a dual county effort in West Kentucky to provide a business-friendly climate for growth and opportunity. Both counties boast a reputation of diversified industry and a region with flexible workforce from which to draw.

Logistic factors are key for any industry and this area is served by an array of major highways, railroads and slack water river port on the Mississippi River. Consider Fulton and Hickman Counties for your next location or expansion project.

COMMUNITY PROFILE



Contact  
Wendy Puckett  
Executive Director  
wpuckett@westky.org  
+1-270-970-2170



Population  
10,850



GDP per Capita  
\$37,168



Workforce  
139,356



Focus Industries  
Chemicals/Plastics/Advanced Materials,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Letica Corporation (United Kingdom)	Plastics Containers & Logistics	155
Kayser Automotive Industries (Germany)	Plastics Injection Molding	81

Henderson-Henderson County  
Economic Development Corporation

kyndle.us



You CAN get there from here!

Henderson County Kentucky is a single-county EDO located on the Ohio River, is part of the Evansville Indiana Metropolitan Statistical Area and adjacent to the Owensboro Kentucky MSA. Together we enjoy a laborshed of more than 450,000 population, a civilian labor force of more than 220,00 with a labor participation rate of 62 % and a median household income of \$48,886.

Henderson County was once the home of John James Audubon, an American ornithologist, naturalist and painter. He is most noted for his extensive studies documenting all types of American birds and for his detailed illustrations that depicted the birds in their natural habitats.

COMMUNITY PROFILE



Contact  
Tony Iriti  
CEO  
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+1-270-577-4246



Population  
46,252 (Henderson County; median age 40.4)



GDP per Capita  
\$48,056 (Henderson County GDP)



Workforce  
21,991 (Henderson County)  
222,625 (Laborshed)



Focus Industries  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Chemicals/Plastics/Advanced Materials,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Brenntag (Germany)	Chemical Manufacturing	305
Hydro Aluminium (Germany)	Aluminium /Metals	52



Lebanon, Marion County

marioncountky.com



Located in Kentucky's Bluegrass Region, Marion County is equidistant from Louisville, Lexington, and Frankfort. Lebanon, the county seat, is within one day's traveling distance of two-thirds of the nation's population.

In recent years, Lebanon has established itself as a center of trade, commerce, and industry in Central Kentucky. Our housing and residential opportunities are readily available and we have very modest tax rates as well as utility costs.

COMMUNITY PROFILE



**Contact**  
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Economic Development  
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+1-270-692-6002



**Population**  
19,205



**Workforce**  
9,566



**Focus Industries**  
Automotive,  
Food/Beverage Processing

List of European companies that have already invested		
Name	Industry	No. of Employees
Canton Cooperage Company (France)	Wine barrels	43

Mayfield-Graves County

gravescountyed.com



Attract, Create & Retain

Located in West Kentucky on Interstate 69, our dynamic community is experiencing growth at a historical rate. This comes from leaders who have a vision, a community that believes in the opportunities before them and a team that has created momentum through quick, decisive action to do what is right for our employers and our citizens.

We also understand that you cannot continue to grow without having product available that meets the needs of expanding businesses. We are aggressively expanding our portfolio to offer a variety of properties to companies in our focus industries.

- 100,000 sq. ft. manufacturing spec building under construction with expected completion in April 2020 (expandable to 400,000 sq. ft./see photo above)
- 30,000 sq. ft. manufacturing spec building under construction with expected completion in December 2019 (expandable to 60,000 sq. ft.)
- 30,000 sq. ft. existing manufacturing building with multiple cranes (expandable to 100,000+ sq. ft.)
- 200 acres under long-term option with rail access and all major utilities onsite including gigabit fiber. Only one mile from Interstate 69 with direct access to US HWY 45.
- 85 acres in the Hickory Industrial Park with all utilities in place including a 60,000 sq. ft. regional training center and an onsite medical facility and pharmacy coming in 2020.
- To view a live feed of construction on our large spec building, please scan the QR code.



COMMUNITY PROFILE



**Contact**  
Ryan Drane  
President  
ryan@gravescountyed.com  
+1-270-804-1617



**Population**  
37,121 (Graves County)  
336,183 (60 mile radius)



**GDP per Capita**  
\$34,476 (State of Kentucky)



**Workforce**  
336,183 (60 mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics

Murray, Calloway County

State Founding Member Kentucky  
thinkmurray.com



Murray, Kentucky is a growing community with a small town atmosphere and excellent quality of life. In addition to a central geographic location located within a one day drive of 60% of the total U.S., Murray has very low crime, excellent schools and very good outdoor recreational qualities. We are home to Murray State University which has high quality programs in engineering, engineering technology, business and occupational safety.

Leading industries in Murray include Iwis Engine Systems of Munich as well as Briggs&Stratton small gasoline engines, Pella Windows and more. We have excellent support for industries especially in the tool and die sector.

More than anything else, you will find Murray to be an excellent location for manufacturing with tremendous service and support.

COMMUNITY PROFILE

Contact  
Mark Manning  
President  
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+1-270-762-3789

Population  
38,343

GDP per Capita  
\$ 41,443

Workforce  
88,655

Focus Industries  
Advanced Manufacturing,  
Chemicals/Plastics/Advanced  
Materials,  
Fabrication,  
Food/Beverage Processing

List of European companies that have already invested		
Name	Industry	No. of Employees
Iwis Engine Systems (Germany)	Auto Supply, Timing Systems	75

Northern Kentucky (Tri-ED)  
Boone, Campbell & Kenton Counties

northernkentuckyusa.com



Northern Kentucky is centrally located where the north meets the south, and the Midwest meets the Southeast. We are a key part of the 15-county Greater Cincinnati region – a thriving metro with 2.1 million people and the #1 location for population served within one day’s drive with three major interstates, the busiest inland water port in the U.S., two Class I railroads and a top five regional world airport. We boast more Fortune 500 headquarters per capita than New York, Chicago or L.A. and household names like Procter&Gamble, The Kroger Co., Macy’s, Inc. Ashland and General Cable call our region home. Other major companies like ADM, Fidelity Investments, Citi, Mubea, Mazak and Robert Bosch Automotive Steering have chosen Northern Kentucky specifically for the ability to operate at a low cost of business while retaining access to big city amenities and a talent workforce.

COMMUNITY PROFILE

Contact  
Dan Tobergte  
President & CEO  
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+1-888-874-3365

Population  
385,000 (Northern Kentucky)  
2,100,000 (Greater Cincinnati)

Workforce  
1,100,000 (45-minute drive-time)

Focus Industries  
Automotive,  
Aviation/Aerospace,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Robert Bosch Automotive — Steering (Germany)	Manufacturing: Vehicle Parts & Components	1,050
Fives Machining Systems, Inc. (France)	Manufacturing: Machine Tool	325
Johnson Controls, Inc. (Ireland)	Mfg.: Chemicals, Plastics & Composites	194
Aircraft Service International, Inc. (England)	Aviation/Aerospace: Commercial	60
Bonfiglioli USA (Italy)	Mfg.: Vehicle parts and components	81



# Paducah, McCracken County

epaducah.com



Paducah, Kentucky is located at the confluence on the Mississippi, Ohio, Tennessee and Cumberland Rivers – our history is built around the river and logistics industries. Today, Paducah serves as a regional hub for healthcare, retail and industry.

Greater Paducah Economic Development is the economic development agency for Paducah – McCracken County, KY. It is a public/private partnership formed to attract and grow jobs and investment through assisting existing business with expansion projects and recruiting new businesses. Greater Paducah Economic Development owns or controls three separate business/industrial parks, totaling more than 1,000 acres in Paducah/McCracken County. The parks are all different in nature featuring an office park, distribution park and river site with dual rail access.

## COMMUNITY PROFILE



**Contact**  
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Project Manager  
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+1-270-408-4825



**Population**  
24,941 (City of Paducah)  
65,385 (McCracken County)



**GDP per Capita**  
\$58,584



**Workforce**  
271,833



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Data/IT,  
Healthcare/Medical Devices/Life  
Sciences/Pharma,  
Warehousing/Distribution/Logistics

# Rowan County

edc-mmrc.com



Rowan County, nestled in central east Kentucky, is a logistically ideal location within a six hour drive to over 50 % of the nation's population. Home to a variety of industries including timber, agriculture (both high-tech and traditional), manufacturing, distribution, healthcare and education among others. Morehead-Rowan County serves as a regional hub for 260,000 people within a 50 mile radius for work, education and recreation. Home to the beautiful Cave Run Lake and Licking River where you can enjoy fishing, boating, kayaking and camping. Take a hike through your choice of hundreds of miles of trails, as Morehead is a certified trail town. Morehead State University is located conveniently in the center of downtown Morehead.

Ranked as one of the top 20 regional public universities in the south, MSU also boasts a Master of Science in Space Systems Engineering degree through their \$16.4 million Space Science Center where students work under NASA contracts. The facility includes a 21-meter space tracking antenna which is only one of four in the nation as well as the only antenna of this caliber that NASA utilizes but does not own themselves. In addition to the university, we are proud to have the Maysville Community and Technical College Rowan Campus ideally located within our MMRC Regional Industrial Park where students are trained in advanced manufacturing, robotics, a variety of trades as well as nursing.

Our industrial park has over 300 acres of level, flood-free land with truck accessibility and industrial infrastructure ready for development. The park is 1.5 miles from interstate 64 and 2.3 miles from our regional airport. Rowan County is a certified Work Ready community with a highly skilled workforce, development availability, a wealth of outdoor recreation and high quality education.

## COMMUNITY PROFILE



**Contact**  
Bob Helton  
Executive Director  
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+1-606-784-5874



**Population**  
26,000 (Rowan County)  
260,000 (Region – 50 mile radius)



**GDP per Capita**  
\$38,985 (State of Kentucky)



**Workforce**  
240,000 (50 mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Defense/Security,  
Fabrication,  
Warehousing/Distribution/Logistics





**Go SWK!**

Adventure, history and mystery await around every corner as you explore our great community. Located in the South Western Kentucky region make up the three counties Christian, Todd and Trigg communities that is rich with history, agricultural heritage and diverse culture.

Our region is unique due it's international industry base and our neighborly military installation as well as being deeply rooted in agriculture. We call it the Trifecta where agriculture, industry and the military make up our region's economy.

Each sector plays a vital role in employment and the lifestyle of local residents. Adaptability and hospitality are engrained in the fabric of what makes our region who we are. The people are friendly, the land is breathtaking and the local flavors of unique foods make us a place to bring your family to live and enjoy each and every day a new experience.

**List of European companies that have already invested**

Name	Industry	No. of Employees
Grupo Antolin (Spain)	Automobile headliners	480
Danfoss (Denmark)	Hydraulic Motors	220
Freudenberg (Germany)	Air Filters Automotive	210
Huhtamaki (Finland)	Packaging	195
Comefri (Italy)	HVAC & Industrial Fans	80

**COMMUNITY PROFILE**



**Contact**  
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Executive Director  
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+1-270-839-0310



**Population**  
75,258 (Christian County)  
292,000 (TN-KY Metropolitan Statistical Area)



**GDP per Capita**  
\$36,136



**Workforce**  
167,451 (8 county labor market area)  
29,486 (Stationed at Ft. Campbell Kentucky Military Base. 400 - 600 Soldiers each month exit the military looking for civilian employment.)



**Focus Industries**  
Advanced Manufacturing, Agriculture/Agri-Tech/Agribusiness, Automotive, Chemicals/Plastics/Advanced Materials, Food and Beverage Processing, Transportation, Warehousing/Distribution/Logistics





# State of LOUISIANA

**Southwest Louisiana  
Economic Development  
Alliance**  
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**Ascension  
Parish**  
Page 99

## Industries

Advanced Manufacturing,  
Automotive,  
Chemicals/Plastics/Advanced Materials,  
Data/IT,  
Fabrication,  
Transportation,  
Warehousing/Distribution/Logistics

## Ascension Parish

State Founding Member Louisiana

[ascensionedc.com](http://ascensionedc.com)



## Experience the Ascension Advantage

Strategic location on the US Gulf Coast with barge/dock access on the Mississippi River, 3 Class 1 railroads, highways, an interstate, feedstock pipelines, and an existing trained labor force all in a high population growth area located between the major metropolitan areas of New Orleans and Baton Rouge, Louisiana – Come experience the Ascension Advantage.

### COMMUNITY PROFILE



#### Contact

Kate MacArthur  
President & CEO  
[kmacarthur@ascensionedc.com](mailto:kmacarthur@ascensionedc.com)  
+1-225-675-1750



#### Population

122,948 (15% Population growth  
from 2010 to 2017)  
835,175 (Baton Rouge MSA Region  
Population)



#### GDP per Capita

\$44,451 (State of Louisiana)



#### Workforce

63,297 (Ascension Parish)  
422,029 (Ascension Parish Region)



#### Focus Industries

Advanced Manufacturing,  
Automotive,  
Chemicals/Plastics/  
Advanced Materials,  
Data/IT,  
Fabrication,  
Transportation,  
Warehousing/Distribution/Logistics

### List of European companies that have already invested

Name	Industry	No. of Employees
BASF (Germany)	Specialty Chemicals	1,195
Shell Chemical (Netherlands)	Petrochemical	636
Huntsman/Rubicon (Netherlands)	Chemicals	420
LaLumina (Germany)	Alumina	290
Air Liquide (France)	Chemicals	120
Veolia (France)	Chemicals	36
Mauser (Germany)	Container Manufacturer	26



Welcome to Opportunity

A unique blend of deep-south tradition and French-Acadian, English and Native American heritage, Southwest Louisiana offers a multitude of activities, opportunities and experiences making the region a great place to live and work. An upward trend continues to be seen in the area’s economy with employment figures, total wages paid, taxable retail sales, and other economic indicators on the rise while residents enjoy a lower cost of living than the national average.

Southwest Louisiana has emerged as one of the state’s economic leaders. The strength of the area can be felt in the strengthening pulse of the business, professional and industrial sectors. A hard-working labor force, excellent transportation network, abundant raw materials and land for commercial and industrial prospects make Southwest Louisiana an ideal place for business.

List of European companies that have already invested

Name	Industry	No. of Employees
LyondellBasell (Netherlands)	Petrochemical	190
Calcasieu Refining (Netherlands)	Chemicals	130
Lonza (Switzerland)	Chemicals	16
Air Liquide American Corporation (France)	Chemicals	3

COMMUNITY PROFILE



Contact  
George Swift  
President & CEO  
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+1-337-433-3632, ext.: -1201



Population  
306,192



GDP per Capita  
\$65,030



Workforce  
147,131



Focus Industries  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Chemicals/Plastics/  
Advanced Materials,  
Energy,  
Healthcare/Medical Devices/  
Life Sciences/Pharma  
Transportation





# State of MICHIGAN



**Battle Creek**  
Page 103

**Berrien County,  
Southwest Michigan**  
Page 104

## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics

## Battle Creek

State Founding Member Michigan

[bcunlimited.org](http://bcunlimited.org)



## Development Done Right!

Battle Creek Unlimited (BCU), a private, nonprofit corporation, has received international acclaim for its role as the economic development arm for the city of Battle Creek.

BCU is an enduring alliance of public, private and community leaders, guiding the nation's first and most successful base conversion into Michigan's largest modern industrial park – the 3,000-acre Fort Custer Industrial Park. Today the Fort Custer Industrial Park is home to more than 80 companies, employing more than 13,600 people.

BCU is unique in its ability to provide generous local investment incentives, which are independent from those provided by the State of Michigan. In 2018, BCU adopted a new strategic plan which identifies five key growth sectors: automotive; aviation & defense; food & beverage; logistics; and energy storage.

### List of European Companies who have already invested

Name	Industry	No. of Employees
Rosler Metal Finishing USA LLC (Germany)	Metal finishing equipment & accessories	103
Bleistahl North America (Germany)	Automotive Industry	63
Geislinger Corporation (Austria)	Manufacturer of couplings and dampers	37
BASF Toda America Inc (Germany)	Cathode materials for Li-ion batteries	35
C.A. Picard, Inc. (Germany)	Steel plates/wear parts	25

## COMMUNITY PROFILE



### Contact

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Robert Corder  
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+1-269-441-1679



### Population

134,386 (Calhoun County)  
51,262 (Battle Creek)



**GDP per Capita**  
\$ 39,475 (2018)



### Workforce

63,302 (Calhoun County)  
23,638 (Battle Creek)



### Focus Industries

Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Defense/Security,  
Energy,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

Berrien County, Southwest Michigan

GoMichigan.com



Rob Cleveland  
President & CEO  
Cornerstone Alliance



Greg Vaughn  
Chief Operating Officer  
Cornerstone Alliance

Berrien County's lead economic development agency

Located less than 90 minutes from Chicago and Grand Rapids, Southwest Michigan is the premiere destination for a perfect balance of live, work and play.

COMMUNITY PROFILE



**Contact**  
Rob Cleveland  
President & CEO  
rcleveland@cstonealliance.org  
+1-269-363-8910



**Population**  
156,000 (County)



**Workforce**  
85,000



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics

List of European companies that have already invested

Name	Industry	No. of Employees
Bosch (Germany)	Advanced Manufacturing	600





# State of MINNESOTA

APEX: Area Partnership  
for Economic Expansion

## Industries

Advanced Manufacturing,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced Materials,  
Data/IT,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation

## APEX: Area Partnership for Economic Expansion – NE Minnesota & NW Wisconsin

State Founding Member Minnesota

[apexgetsbusiness.com](http://apexgetsbusiness.com)



## APEX Gets Business

APEX prepares the compelling business case required for senior management to cost-justify the decision to locate, expand or stay in northeast Minnesota and northwest Wisconsin.

APEX is a private sector-led business development engine established to promote sustainable growth in the APEX region. APEX investor-members represent many of the largest and most influential organizations in the region with a vested interest in business attraction, expansion and retention.

APEX business and economic development efforts focus on areas including aviation, technology, manufacturing, professional services and next generation forest products. Since 2003, the organization has impacted over 4,340 jobs in the region, resulting in a regional payroll of over \$177.9 million and contributing to over \$24.5 million annually in state and local taxes.

List of European companies that have already invested		
Name	Industry	No. of Employees
ArcelorMittal (Luxembourg)	Mining	362
UPM (Finland)	Agriculture	250
Tate & Lyle (UK)	Food/Beverage Processing	43
Victorinox (Switzerland)	Advanced Manufacturing	43
Lonza (Switzerland)	Chemicals	20

## COMMUNITY PROFILE



### Contact

Brian Hanson  
President & CEO  
[Brian@ApexGetsBusiness.com](mailto:Brian@ApexGetsBusiness.com)  
+1-218-740-3667



### Population

278,782 (Duluth-Superior MSA)



### GDP per Capita

\$ 39,877 (Duluth-Superior MSA)



### Workforce

144,455 (Duluth-Superior MSA)



### Focus Industries

Advanced Manufacturing,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced  
Materials,  
Data/IT,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation

# State of MISSOURI

The Joplin Regional  
Partnership



## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Data/IT,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## The Joplin Regional Partnership

State Founding Member Missouri

[joplinregionalpartnership.com](http://joplinregionalpartnership.com)



## The Heart of Work

The Joplin Regional Partnership is a regional economic development alliance encompassing 7 counties in 3 states; Kansas, Missouri, and Oklahoma. The Joplin region is located near the geographic and population centers of the United States. Interstate 44 & Interstate 49 along with US Hwy. 69 create connections to every region in the country and to Mexico and Canada as well. Three Class 1 railroads and two regional short-line railroads are important parts of the transportation system.

Wages are approximately 80–85% of U.S. averages, depending on employment sector. The Joplin Region is still 18 % manufacturing and the number of machinists and machine shops in the region is 4 times the national average. The Joplin Region also has numerous food processing companies (both human and animal) along with numerous poultry processing facilities.

### List of companies that have already invested

Name	Industry	No. of Employees
Schaeffler Group (Germany)	Advanced Manufacturing	600
Ajinimoto (Japan)	Food Processing	425
Trouw Nutrition (The Netherlands)	Nutritional additives	200
Evonik Jayhawk (Germany)	Chemicals	145
Umicore (Belgium)	Electro-optic materials	110

## COMMUNITY PROFILE



### Contact

Kevin Welch  
Director of Attraction & Retention  
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+1-417-624-4150



### Population

179,000 (Joplin MSA)  
500,000 (Seven County Region)



### Workforce

132,000 (Joplin MSA)  
230,000 (Seven County Region)



### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics



# State of MISSISSIPPI



## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced Materials,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## Canton, Madison County

[madisoncountyyeda.com](http://madisoncountyyeda.com)



## Where Success Comes Naturally

Located in Mississippi's largest MSA, Madison County is the second fastest growing county in the state, with an 8.1% population growth over the past 5 years. Madison County has a diverse yet complementary group of communities, from historic City of Canton, to rapidly growing lifestyle and residential areas of Ridgeland, Madison and Gluckstadt, to Livingston and Flora with their refreshing reinvention of what an old-fashioned town can be. Each area with its own identity and its own appeal, but all with a dedication to quality.

Madison County purchased 325 additional acres to complement their existing portfolio of 975 acres owned and optioned property. Infrastructure is existing or adjacent to the new property and a new access road is under construction and expected to be complete by 2019.

## COMMUNITY PROFILE



**Contact**  
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Executive Director  
[jdeason@madisoncountyyeda.com](mailto:jdeason@madisoncountyyeda.com)  
+1-601-605-0368



**Population**  
107,968 (Madison County, MS)  
580,000 (Greater Jackson, MS MSA)



**Workforce**  
58,097 (Madison County, MS)  
275,000 (Greater Jackson, MS MSA)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

## List of European companies that have already invested

Name	Industry	No. of Employees
Marelli (Italy)	Automotive Components	600
Faurecia (France)	Automotive Seat Manufacturing	480
Eaton Aerospace (Ireland)	Aerospace Manufacturing	465
Siemens (Germany)	Electrical Equipment	300
Valeo (France)	Electrical Components	30

DeSoto County

desotocounty.com



DeSoto County is the fastest growing county in the State of Mississippi and Memphis MSA. Home to over 200 manufacturers and distributors, our economic base was established in the mid 1950's with the consolidation of our public schools (now the largest and highly rated in the State), county wide land use controls and industrial recruitment.

This commitment to providing a safe, secure, pro-business environment has not wavered, anchored in large part by our focus on a unique, unified approach to our economic development efforts among all public and business partners. Our annual average is 12 new industrial locations and 15 industrial expansions. The only new speculative industrial space constructed in the Memphis MSA over the past 10 years has solely occurred in DeSoto County and presently we have over 6 million square feet built and under construction.

List of European companies that have already invested		
Name	Industry	No. of Employees
Siemens (Germany)	Electronic parts	300
Syncreon (Germany)	3 PL	220
Ardagh (Ireland)	Aluminum beverage cans	116
Krone (Germany)	Agricultural equipment	90
Evercompounds S.p.A. (Italy)	Rubber gaskets	45

COMMUNITY PROFILE

Contact  
Jim Flanagan  
President & CEO  
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+1-662-429-4414

Population  
180,000

GDP per Capita  
\$25,000

Workforce  
87,970

Focus Industries  
Automotive,  
Energy,  
Healthcare/Medical Devices/Life  
Sciences/Pharma,  
Warehousing/Distribution/Logistics

Golden Triangle Region

gtrlink.org



The Golden Triangle references a region in North Mississippi encompassing Columbus, Starkville and West Point. The region's industrial and retail development is represented by the Golden Triangle Development LINK. A multi-modal destination, the region boasts heavy-duty water, rail, road and air methods for product and source movement.

The Golden Triangle Regional Airport is Mississippi's third largest commercial airport and local highways connect to I-20, I-22 Corridor and I-55. Three ports provide direct access to the Port of Mobile to the South and Ohio River Valley to the North. Three industrial parks located in Columbus and West Point are served by Kansas City Southern Railway's connectivity to the East and West Coasts, Canada and Mexico. The region boasts three Tennessee Valley Authority-certified mega sites, two-shovel-ready industrial parks in Clay and Lowndes counties and one new park under development in Oktibbeha County. The Golden Triangle has the most robust and redundant power in North Mississippi.

List of European companies that have already invested		
Name	Industry	No. of Employees
PACCAR (United Kingdom)	Automotive	500
Baldor – ABB Group (United Kingdom)	Electric Motors	309
Airbus (France)	Aerospace	215
AkzoNobel — Eka Chemicals (Netherlands)	Chemicals	100
Valmet (Finland)	Pulp & Paper	50

COMMUNITY PROFILE

Contact  
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Director of Accounting & Existing  
Industry  
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+1-662-322-3331

Population  
120,000

GDP per Capita  
\$31,504 (2015)

Workforce  
400,000  
(60-mile labor draw)

Focus Industries  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Defense/Security,  
Fabrication



# Greater Jackson Alliance

greaterjacksonms.com



## Greater Jackson Alliance Region – Hinds, Madison, Rankin and Warren Counties

The Greater Jackson Alliance is a regional economic development alliance focused on marketing the region to domestic and global corporate partners. Strategically located between Atlanta and Dallas, the Greater Jackson metropolitan area is home to the state’s largest commercial airport, two Interstate Highways and two Class I railroads, which together provide a significant logistical advantage to local companies. Access to a skilled workforce and workforce training by the areas two community colleges ensures companies are able to meet current and future workforce demands.

List of European companies that have already invested		
Name	Industry	No. of Employees
Continental Tire (Germany)	Automotive	2,500 (by 2029)
Faurecia (France)	Automotive	450
Siemens Power Transmission & Distribution (Germany)	Energy	275
Voith Fabrics Florence Inc. (Germany)	Manufacturing	110
ISA Tantec (Germany)	Manufacturing	94

### COMMUNITY PROFILE



**Contact**  
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**Population**  
579,229 (Jackson MS Metropolitan Area)  
543,711 (GJA Region)



**Workforce**  
275,263 (Jackson MS Metropolitan Area)  
263,333 (GJA Region)



**Focus Industries**  
Advanced Manufacturing, Agriculture/Agri-Tech/Agribusiness, Automotive, Aviation/Aerospace, Chemicals/Plastics/Advanced Materials, Defense/Security, Energy, Healthcare/Medical Devices/Life Sciences/Pharma, Warehousing/Distribution/Logistics

# Itawamba, Pontotoc and Union Counties

trpdd.com



Itawamba, Pontotoc and Union Counties are situated in Northeast Mississippi’s hill country. The three counties have long standing traditions in manufacturing. Manufacturings make up of the total workforce hovers above 30 %. The region is home to a diverse composition of manufacturers today including automotive and automotive components, steel and metal products, and furniture and other wood products. Recreational opportunities are abundant with water related activities along the Tenn Tom Waterway in Itawamba County and running and biking excursions along the Tanglefoot Trail in Pontotoc and Union Counties.

### COMMUNITY PROFILE



**Contact**  
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Director, Industrial Development Division  
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**Population**  
82,716 (Three County Total; Population total per county: Itawamba County – 23,439; Pontotoc County – 31,075; Union County – 28,202)  
532,152 (45 minute commute)



**GDP per Capita**  
\$20,266 (Average in the three counties; Itawamba County: \$20,859; Pontotoc County – \$20,421; Union County – \$19,518)



**Workforce**  
37,210 (Itawamba, Pontotoc and Union Counties Total)  
237,304 (45 minute commute)



**Focus Industries**  
Advanced Manufacturing, Agriculture, Automotive, Chemicals/Pharma, Energy, Fabrication, Food/Beverage Processing, Transportation, Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Ferguson Enterprises, Inc – Ferguson PLC (United Kingdom)	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers	45
Veolia Water North American Operating Services – Veolia Environmental (France)	Sewer Treatment Systems	13



Jackson, Hinds County

selecthinds.com



A World of Difference

Located halfway between the burgeoning southeastern U.S. cities of Atlanta and Dallas and the southern transportation hubs of Memphis and New Orleans rests Hinds County, Mississippi.

Hinds County is the most populous county in the state of Mississippi and serves as an integral component of the largest metropolitan region within the state. It is also the location of the newest commercial vehicle tire manufacturing facility for Continental Tire the Americas.

If access to major U.S. markets and America's largest ports are important to you, then Hinds County is a viable location for your next facility.

COMMUNITY PROFILE

Contact  
Blake Wallace  
Executive Director  
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Population  
243,000

GDP per Capita  
\$45,390 (regional GDP)

Workforce  
110,000

Focus Industries  
Advanced Manufacturing,  
Automotive,  
Fabrication,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Continental AG (Germany)	Automotive	2,500
Eaton (Sweden)	Aerospace Components	460

Meridian, Lauderdale County

embdc.org



Meridian, Lauderdale County is located in East Central Mississippi. Meridian is known for its easy access to all parts of the country via two Interstate highways, I-20 and I-59 that cross through Meridian. There are also two Class-1 railroads that service Meridian, Norfolk Southern Rail and Kansas City Southern Rail.

Within 60 miles of Meridian there are 330,000 people. Major industries include healthcare (6,600 employees), manufacturing (4,200 employees), military installations (Navy Air Station-Meridian 3,500 employees/Air National Guard 1,000 Employees) and Retail/Restaurants (8,000 employees).

Meridian is also home to the State of Mississippi Arts & Entertainment Museum, the Mississippi State University Riley Performing Arts Center and soon to be Meridian Children's Museum. Meridian's downtown is both historic and vibrant consisting of 90 city blocks.

COMMUNITY PROFILE

Contact  
Bill Hannah  
President/CEO  
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Population  
76,155 (Lauderdale County)  
330,000 (60-mile radius)

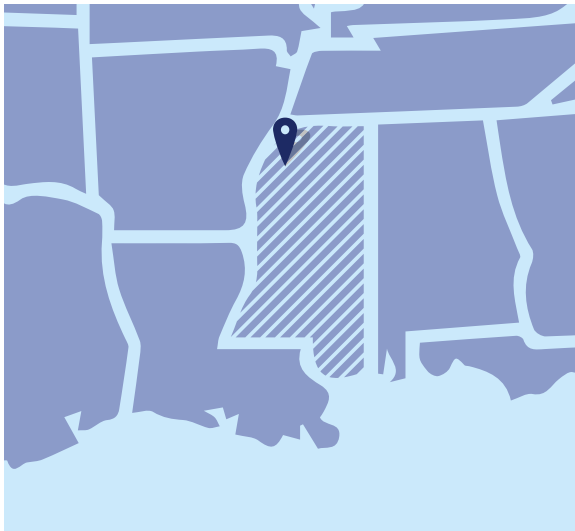
Workforce  
33,376 (Lauderdale County)  
119,711 (60-mile radius)

Focus Industries  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics



# Tunica County

tunicachamber.com



Tunica County, Mississippi is strategically located within proximity to the second-busiest airport in the world by cargo traffic (Memphis International Airport), the fifth-busiest inland port in the U.S., five of the six Class I railroads, easy access to six interstate highways and more than twenty colleges and universities. The county is also home to an active Foreign-Trade Zone and provides numerous incentive offerings to help offset investment and operational costs.

Tunica is the southernmost county in the Memphis, TN-MS-AR Metropolitan Area and the northernmost county fully located within the Mississippi River Delta region of the U.S. Although the county is mainly rural due to the large presence of agriculture, the county serves as an employment center for the region and, since 2010, there has been approximately \$500 million in Foreign Direct Investment within the county. Schulz Xtruded Products – a PCC Company, Feuer Powertrain, and Covington Aircraft are all located in the county serving the advanced manufacturing (automotive), aerospace, and oil & gas industries.

### COMMUNITY PROFILE



**Contact**  
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Executive Vice President  
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**Population**  
11,000



**GDP per Capita**  
\$33,387



**Workforce**  
700,000 (in MSA)



**Focus Industries**  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Leisure and Hospitality

# Tupelo, Lee County

State Founding Member Mississippi  
cdfms.org



Tupelo, Lee County is the population, manufacturing, retail and center for Northeast Mississippi – offering a high quality of life and a broad range of attractions.

With exceptional workforce development programs including Euro-pean-modeled apprenticeship programs, Lee County boasts one of the highest manufacturing workforce concentrations in the U.S., and is home to many international companies including Toyota, Philips, Grammer, and more.

### COMMUNITY PROFILE



**Contact**  
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President & CEO  
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**Population**  
140,552



**GDP per Capita**  
\$46,899



**Workforce**  
294,303



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Data/IT,  
Defense/Security,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

List of European companies that have already invested		
Name	Industry	No. of Employees
Grammer, Inc. (Germany)	Construction, Agriculture, Material Handling, Turf and Automotive Manufacturing	650
Philips Lighting (Netherlands)	Lighting Manufacturing	450
Hunter Douglas (Netherlands)	Window Treatment Manufacturing	130
Wey Valve (SisTag) (Switzerland)	Knife, Gate, Valve Manufacturing	40
Limoss, U.S. (Germany)	Linear Actuator Manufacturing	32

# State of MONTANA

Great Falls Montana  
Regional Economic  
Development Authority  
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Think Billings Montana  
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## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing  
Transportation,  
Warehousing/Distribution/Logistics

## Great Falls Montana Regional Economic Development Authority

State Founding Member Montana

[GrowGreatFallsMontana.org](http://GrowGreatFallsMontana.org)



## Results matter!

Great Falls is located on the Rocky Mountain front on Interstate 15 between Calgary and Salt Lake City with 24/7 customs, foreign trade zone, and category 1 all-weather international airport. Our economy excels in food/bio/agricultural processing, steel fabrication, energy production and support, logistics, and back office/call center operations.

Great Falls Montana is your team on the ground serving a 12 county region across North Central Montana, 44,000 square miles. We are an internationally accredited public/private economic development organization. We offer a new BNSF-certified rail industrial park, custom workforce training, and an array of economic development incentives. Business operating costs are 92% of the national average, cost of living.

93%, with low renewable electric rates and substantial water rights, including spring water. We are home to successful Canadian, French, Japanese and Spanish owned operations.

### List of European companies that have already invested

Name	Industry	No. of Employees
MaltEurop (France)	Malting Barley	50
NaturErner (Spain)	Renewable Energy	Varies
Gaelectric (Ireland)	Renewable Energy	12

## COMMUNITY PROFILE



### Contact

Jolene Schalper, CECD  
Senior Vice President  
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+1-406-750-4481



### Population

158,715 (Regional population)  
81,682 (Central location of Cascade County)



### GDP per Capita

\$40,844 (Cascade County)



### Workforce

75,177 (Regional)  
40,726 (Cascade County)



### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Defense/Security,  
Energy,  
Fabrication,  
Food/Beverage Processing



# Think Billings Montana

thinkbillings.com



## Your partner for success

Billings, located in Yellowstone County, is the most populous area in a 500 mile radius and the amount of people from the surrounding areas that travel to this “hub” for its services and amenities is remarkable. This area offers many qualities key to economic success, including a solid, hard-working and educated workforce; lower than national costs of utilities and wages; and an unquestionably pro-business environment. Billings has a very stable economy with agriculture, healthcare, and petroleum refineries playing a large role in that stability along with several banking institutions and professional services.

### COMMUNITY PROFILE



**Contact**  
Allison Corbyn  
Director of Business Recruitment  
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**Population**  
179,140 (The Billings MSA)



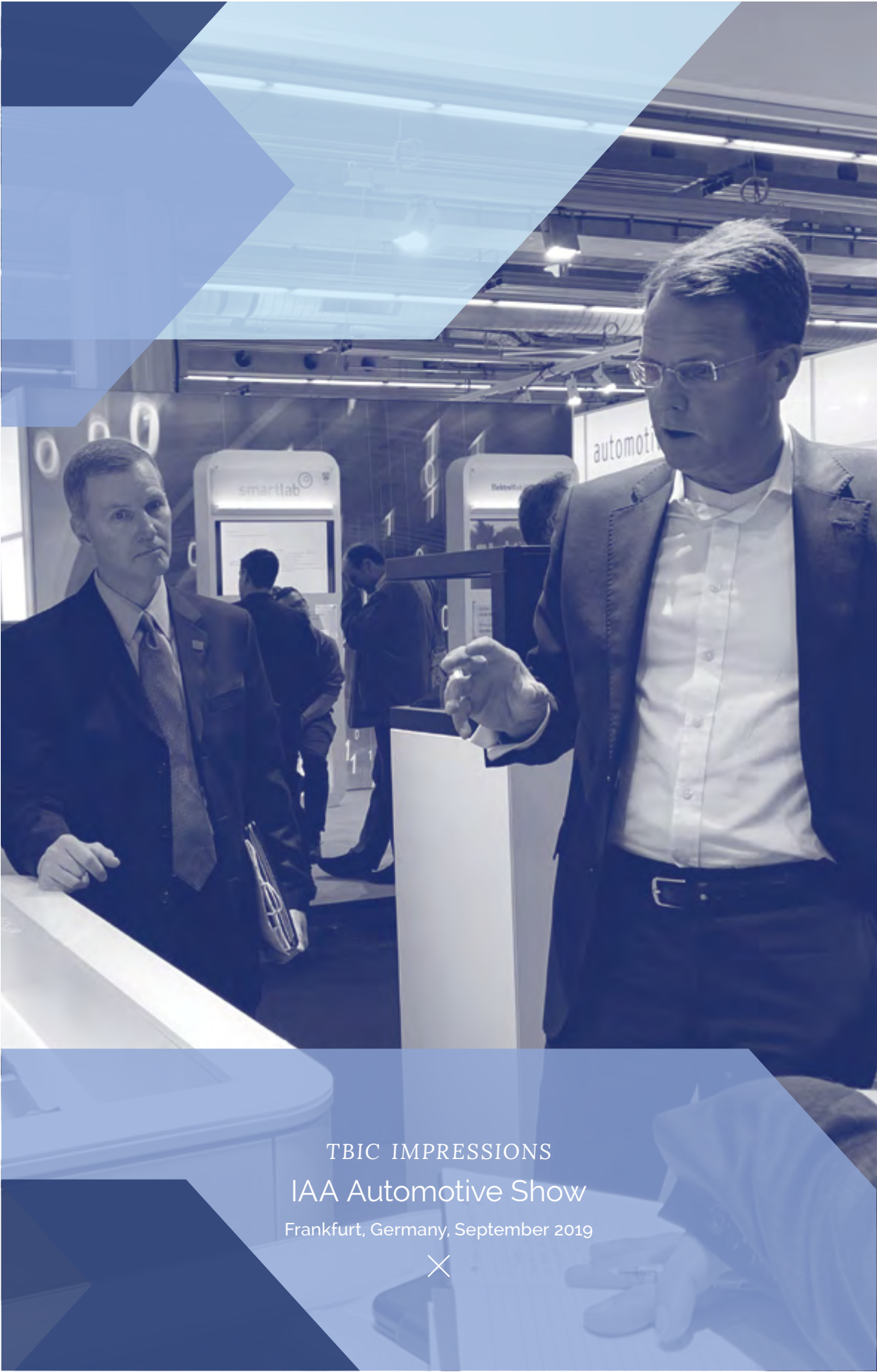
**GDP per Capita**  
\$55,555



**Workforce**  
93,202



**Focus Industries**  
Agriculture/Agri-Tech/Agribusiness,  
Energy,  
Transportation,  
Warehousing/Distribution/Logistics



TBIC IMPRESSIONS

IAA Automotive Show

Frankfurt, Germany, September 2019



# State of NEBRASKA

Greater Omaha Chamber

## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Chemicals/Pharma,  
Data/IT,  
Defense/Homeland/Security,  
Healthcare/Medical Device,  
Transportation,  
Warehousing/Distribution/Logistics

## Greater Omaha Chamber

State Founding Member Nebraska

omahachamber.org



## WE DON'T COAST

The Greater Omaha Chamber represents a region of almost one million people, centered in Omaha, Nebraska, and its surrounding area that includes six counties in Nebraska, and Pottawattamie County in western Iowa. Named the No.1 Metro in March, 2019 by Site Selection Magazine among areas with populations between 200,000 and 1 million, Greater Omaha is a No. 1 ranked up-and-coming-tech hotspot and Time magazine's 2017 No. 3 Most Up-and-Coming City in America.

As America's No.2 Best Small City *bestcities.org*, Greater Omaha is home to more than 30 communities and nearly 1 million people, with a youthful population (more than 40 percent are age 24 or younger), low cost of living and steady economic growth that outpaces the nation. Berkshire Hathaway, Mutual of Omaha, Peter Kiewit Sons' Inc. and Union Pacific – all Fortune 500 companies – call Greater Omaha “home”.

### List of European companies that have already invested

Name	Industry	No. of Employees
Claas (Germany)	Manufacturing	100
Evonik (Germany)	Chemical Manufacturing	85
Corbion (The Netherlands)	Chemical Manufacturing	75
Syngenta (Switzerland)	Chemical Manufacturing	65
Graepl (Germany)	Manufacturing	40

## COMMUNITY PROFILE



### Contact

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Senior Director, International  
Business Development  
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### Population

995,000 (Greater Omaha area)



### GDP per Capita

\$60,246 (Omaha/Council Bluffs,  
NE-IA MSA)



### Workforce

505,219 (Omaha/Council Bluffs/  
Fremont, NE-IA CSA)



### Focus Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Chemicals/Pharma,  
Data/IT,  
Defense/Homeland/Security,  
Healthcare/Medical Device,  
Transportation,  
Warehousing/Distribution/Logistics



# State of NEW JERSEY

Cumberland  
County

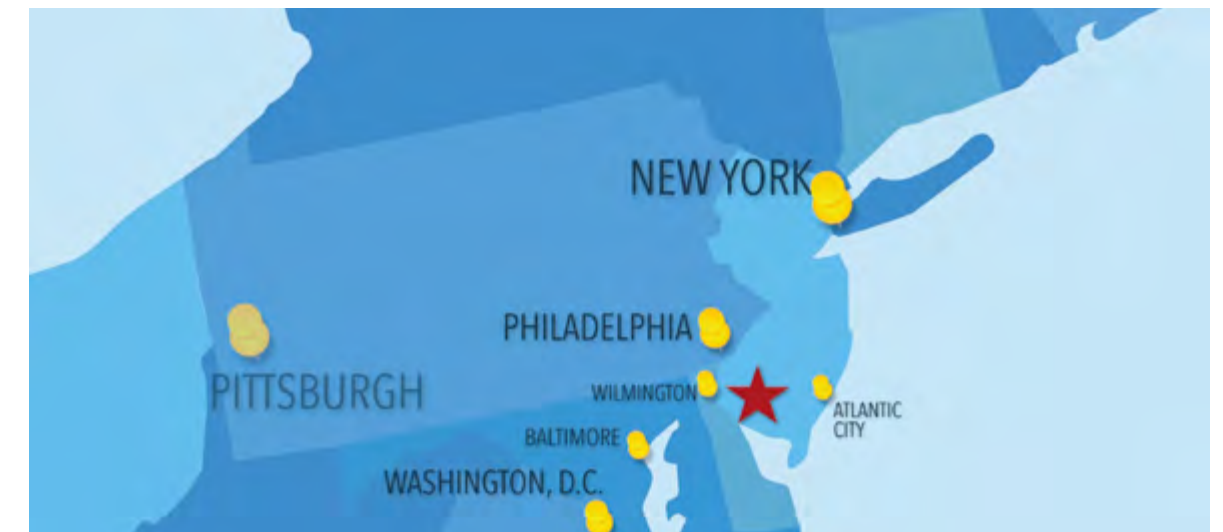
## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Energy,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

## Cumberland County

State Founding Member New Jersey

 cumberlandgrows.com



## Hometown Heart with a Global Reach

The Western and Southern part of Cumberland County provides an excellent opportunity to grow your business with access to major markets such as the Greater Philadelphia, New York-Newark, and Baltimore-Washington Metropolitan areas. Giving the region access to over 40 million people within an 8-hour driving distance. Growing in Cumberland County gives you an opportunity as well to access global markets. Three international airports (Millville, Philadelphia, and Atlantic City) and shipping ports (Camden, Paulsboro, and Salem) are close to the county. Cumberland County is not only affordable but has thousands of acres of developable space with access to rail, highways, and all major utilities. We are home to the Rutgers Food Innovation and Commercialization Centers one of the only soft-land-ing sites for food and beverage processors in the world.

## COMMUNITY PROFILE



**Contact**  
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**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Energy,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

## List of European companies that have already invested

Name	Industry	No. of Employees
Durand Glass Manufacturing/ Arc International (France)	Manufacturing	1,100
Ardagh Group (Luxemburg)	Manufacturing	393
Gerresheimer Glass (Germany)	Manufacturing	250
Bridor Inc. (France)	Food Processing	228
Danone-WhiteWave (France)	Food Processing	200

# State of NEW MEXICO

McKinley  
County  
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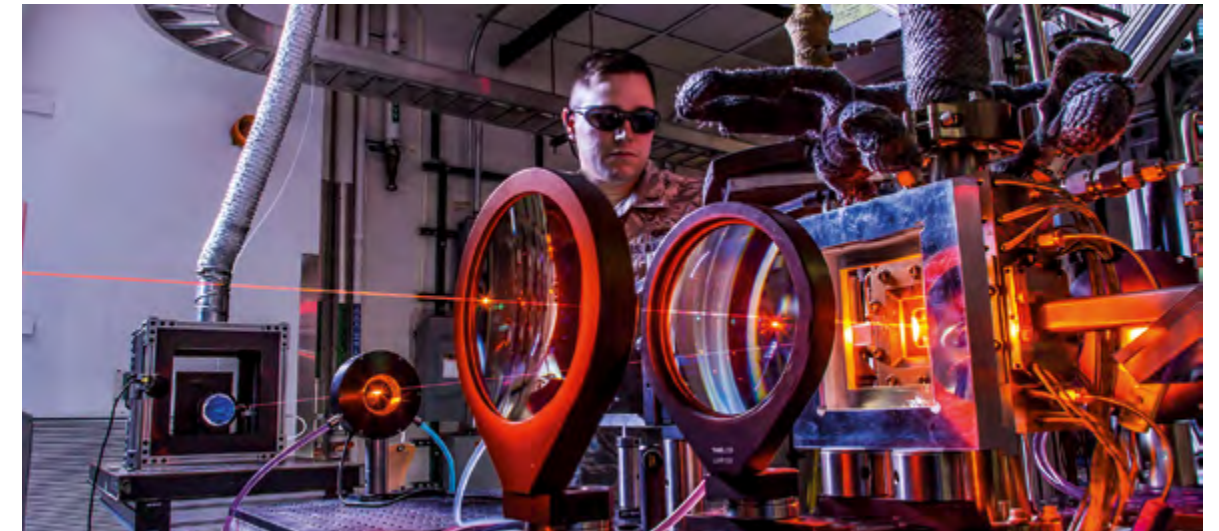
Albuquerque Economic  
Development, Inc.  
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## Industries

Advanced Manufacturing,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Energy,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## Albuquerque Economic Development, Inc.

abq.org



## Albuquerque (noun): talented workforce, community, sunshine, success

New Mexico has always been on the cutting edge of innovation, playing a key role in advancing the nation's science, technology and national security industries. From a history of game-changing research within our national laboratories to our incredible creative economy, it's no wonder Albuquerque has emerged as a hot spot for entrepreneurial activity. It's this convergence of right brain/left brain thinking that is making our city a unique and attractive destination for entrepreneurs, scientists, engineers, techies and artists. The quality of life and affordability our metro area offers residents is especially attractive to younger professionals. We're creating growth and prosperity. We invite you to be part of our city's evolution!

## COMMUNITY PROFILE



**Contact**  
Gary Tonjes, President  
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**Population**  
915,927 (Albuquerque Metro Area – Includes Bernalillo, Sandoval, Torrance and Valencia counties. 1.15 Million (Includes the Albuquerque/Santa Fe regions. Albuquerque and Santa Fe (cities) are located within 45 miles of each other)



**GDP per Capita**  
\$42,000 (Total per capita real GDP for the Albuquerque Metro Area)



**Workforce**  
429,849 (Our labor force has grown steadily over the past 10 years)



**Focus Industries**  
Advanced Manufacturing,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Energy, Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

## List of European companies that have already invested

Name	Industry	No. of Employees
ABB (Switzerland)	Electronics parts manufacturing	400
Sennheiser (Germany)	Electronics Manufacturing	120
Keter Plastic (Israel)	Plastics Manufacturing	120
Unirac (Switzerland)	Manufacturing for Renewables	65
Aon (United Kingdom)	Insurance	20



# Gallup, McKinley County

State Founding Member New Mexico

gallupedc.com



McKinley County is located in the northwest region of New Mexico – in the heart of the American southwest. Situated on Interstate 40 and adjacent to the Gallup Energy Logistics Park – a BNSF Railway certified site, the City of Gallup is a transportation hub with unparalleled access to Arizona, California, Utah, Colorado, and Texas including the Ports of Los Angeles and Houston. Coupled with strong state incentives for workforce training, New Mexico is #1 in the western United States for manufacturing.

### COMMUNITY PROFILE



**Contact**  
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CEcD – Executive Director  
patty@gallupedc.com  
+1-505-722-2980



**Population**  
74,923 (2016)



**GDP per Capita**  
\$26,640 (2015)



**Workforce**  
24,171 (2016)



**Focus Industries**  
Advanced Manufacturing,  
Energy,  
Transportation,  
Warehousing/Distribution/Logistics





State of  
NEW YORK



Industries

Advanced Manufacturing,  
Agriculture,  
Data/IT,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Hospitality and Tourism,  
Warehousing/Distribution/Logistics

Allegany County

[alleganyco.com/economic-development](http://alleganyco.com/economic-development)



A great place to do business.

Centrally located among the major cities of the North East, Allegany County, NY is closer than you think. Our interstate highway access and close geographic proximity to 51% of the U.S. and Canadian population and only 5 hours from New York City. Our high-quality workforce is developed by three national ranked colleges including world class skilled trades and ceramic engineering second to none.

If you think New York State means high costs, let Allegany County surprise you – we offer nationally competitive operating costs, a cost of living that is 23.7% lower than the national average with affordable real estate, and an unexpected wealth of skilled blue-collar labor within a 45 minute drive that includes a workforce approaching 60,000; the only real surprise is that you aren't doing business here yet.

COMMUNITY PROFILE

»  
**Contact**  
Craig Clark  
Allegany County Economic Developer  
and Executive Director of the  
Allegany County Industrial  
Development Agency (ACIDA)  
[clarkcr@alleganyco.com](mailto:clarkcr@alleganyco.com)  
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»  
**Population**  
46,894 (County)

»  
**GDP per Capita**  
\$64,579 (State of New York)

»  
**Workforce**  
22,174 (County)

»  
**Focus Industries**  
Advanced Manufacturing,  
Agriculture,  
Energy, Fabrication,  
Food/Beverage Processing,  
Healthcare /Medical Device,  
Warehousing/Distribution/Logistics

List of European companies that have already invested

Name	Industry
Siemens (Germany)	Advanced Manufacturing
ARVOS-Ljungstrom (Germany)	Advanced Manufacturing



# Corning, Steuben County

State Founding Member New York  
3riverscorp.com



The City of Corning New York is located in Steuben County, along the Northern border of Pennsylvania. With a location central to major population centers (including Toronto and New York City), and in the heart of Finger Lakes Wine Country, Corning is served by the Elmira-Corning Regional Airport with access to I-86 and I-99.

Leveraging the concentration of international companies, access to nationally recognized educational institutions, and a strong regional commitment to business development, Corning is able to foster a culture of innovation which focuses on research and development in the areas of: Advanced Manufacturing; Technology; Material and Life Sciences.

As home to the World Headquarters of Corning Incorporated, the City provides an ideal location for business development, attracting world-class talent which maintains diversity in our workforce and population. Its riverfront assets, historic architecture, and Fortune 500 employer make it a vibrant place to live and work.

## COMMUNITY PROFILE



**Contact**  
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President  
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**Population**  
201,361 (Regional)



**Workforce**  
80,986 (Regional)



**Focus Industries**  
Advanced Manufacturing,  
Data/IT,  
Energy,  
Transportation,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Siemens (Germany)	Energy	470 (Steuben County)
Alstom (France)	Transportation Manufacturing	675 (Steuben County)

# Genesee County

gcedc.com



## Power. People. Incentives.

Genesee County is your partner in maximizing the abundant talent, infrastructure and market assets in New York's Buffalo-Rochester Metro Corridor. 2.3 million residents live, work, and play within our region. We are powered by Niagara Falls (\$035 kilowatt-hour power), top universities (8,000+ engineering/network & IT graduates annually), three international airports and Interstate 90 (40 % of the U.S. and Canadian population lives within a 10 hour drive).

Our Economic Development Center has developed and owns 1,800 acres of project-ready industrial sites, with over 500 megawatts of excess low-cost power and massive gas, water, sewer capacities. WNY STAMP, New York's largest available mega-site campus for nanotechnology, optics-photonics, semiconductor, data center, and food & beverage investments is now available for projects needing 25 to 1,250 acres.

List of European companies that have already invested		
Name	Industry	No. of Employees
Müller (Germany)	Dairy Processing	186
Ploger Oxbo (Netherlands)	Agricultural Machinery	100
Bonduelle (France)	Food Processing	100
LAPP Insulators (Germany)	Energy	100
VegetalId (France)	Sustainable Development	5

## COMMUNITY PROFILE



**Contact**  
Chris Suozzi  
Vice President of Business &  
Workforce Development  
csuozzi@gcedc.com  
+1-585-343-4866



**Population**  
58,000 (County)  
2,300,000 (60 minute commute)



**GDP per Capita**  
\$44,500 (Buffalo-Rochester  
Metro Corridor)



**Workforce**  
1,100,000 (Buffalo-Rochester  
Metro Corridor)



**Focus Industries**  
Advanced Manufacturing, Data/IT,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics





Make it in Rockland

Favorably situated on the stunning Hudson River and within 30 miles of NYC, Rockland is centrally located along the Hartford-to-Philadelphia distribution corridor, perfectly positioned to welcome the vanguard of corporate business with low costs, targeted incentives and the space to grow. Our business environment provides companies with the right tools to maximize profits with a progressive vision that includes innovative place-making strategies, public-private partnerships and asset capitalization. It's no wonder why dozens of companies have relocated, renovated and retooled in Rockland, making it the number one destination for corporate investment and jobs in the Northeast. Join fellow industry giants in emerging clusters that encompass "Rockland's R&D Triangle." Rockland speaks your language—the language of business!

List of European companies that have already invested		
Name	Industry	No. of Employees
INTERCOS AMERICA, INC. (Italy)	Cosmetics	450
INSTRUMENTATION LABORATORY (Spain)	BioMed	250
APTAR (France)	Pharma Consumer Packaging	225
EUROMED, INC. (a Scapa Healthcare Company) (United Kingdom)	Healthcare Manufacturing	95
NYC FC (a City Football Group Team) (United Kingdom)	Professional Sports & Tourism	85

COMMUNITY PROFILE

Contact  
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Director of Economic Development & Tourism  
schulmaj@co.rockland.ny.us  
+1-845-364-2172

Population  
325,695 (Census FactFinder Pop. Est. 2018)

GDP per Capita  
\$71,084 (Total Per Capita Real Gross Domestic Product for New York-Newark-Jersey City, NY-NJ-PA MSA)

Workforce  
154,700 (NYS Bureau of Economic Analysis 2018)

Focus Industries  
Advanced Manufacturing, Data/IT, Energy, Food/Beverage Processing, Healthcare/Medical Devices/ Life Sciences/Pharma, Hospitality and Tourism, Warehousing/Distribution/Logistics





# State of NORTH CAROLINA

**Greensboro,  
Guilford County**  
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**Winston-Salem  
Business Inc.**  
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## Industries

Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced Materials,  
Data/IT,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

## Greensboro, Guilford County

State Founding Member North Carolina

[greensboropartnership.com](https://greensboropartnership.com)



Greensboro-High Point, NC is home to Honda Aircraft, Daimler Trucks, Proctor & Gamble, Syngenta and Volvo North America, among others. These companies depend on our uncongested transportation system as well as the area's access to three international airports (Greensboro, Raleigh, Charlotte).

Our workforce is connected to advanced training opportunities in mechatronics, robotics, engineering and business thanks to seven colleges/universities.

### COMMUNITY PROFILE



#### Contact

David Ramsey  
Executive Vice President  
[dramsey@greensboro.org](mailto:dramsey@greensboro.org)  
+1-336-387-8310



**Population**  
752,157



**GDP per Capita**  
\$52,271



**Workforce**  
> 800,000



#### Focus Industries

Advanced Manufacturing,  
Aviation/Aerospace,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

### List of European companies that have already invested

Name	Industry	No. of Employees
Delhaze America / Food Lion (Belgium)	Groceries and related products, NEC, NS	5,390
Volvo Group North America, LLC / Mack Trucks (Sweden)	Truck and bus bodies, NSK	2,200
Thomas Built Buses (Germany)	Motor vehicles and car bodies	1,850
TE Connectivity (Switzerland)	Electronic connectors	1,300
ITG Brands (United Kingdom)	Tobacco	1,120
Kayser-Roth Corporation (Italy)	Hosiery and Sock Manufacturer	752
Syngenta Crop Protection, LLC (Switzerland)	Crop Planting and Protection	750



Winston-Salem Business Inc.

wsbusinessinc.com



Winston-Salem is centrally located in North Carolina and part of the Piedmont Triad region consisting of the cities of Greensboro, High Point, and Winston-Salem.

With seven interstate highways and four U.S. highways, transportation flows freely from Winston-Salem throughout the cities in this region giving the area great access to markets across the east coast. Excellent partners such as Wake Forest University have been vital to the success of Winston-Salem as it draws upon its rich history in manufacturing to transform itself into manufacturing the products of the future.

The Wake Forest Innovation Quarter in downtown Winston-Salem has blossomed to become a leader in the fields of biomedical and technology research and manufacturing with plenty of room left to grow with interested companies.

COMMUNITY PROFILE



**Contact**  
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President  
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+1-336-723-8955



**Population**  
658,195



**GDP per Capita**  
\$45,099



**Workforce**  
806,069 (Piedmont Triad Region)



**Focus Industries**  
Advanced Manufacturing,  
Data/IT,  
Fabrication,  
Food and Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested

Name	Industry	No. of Employees
KABA ILCO CORP (Switzerland)	Metals Manufacturing	325
ARDAGH METAL BEVERAGE USA INC (Ireland)	Food & Beverage	269
GRASS AMERICA, INC (Germany)	Hardware Manufacturing	215
TE CONNECTIVITY (Switzerland)	Electrical Manufacturing	200
BEKAERTDESLEE (Belgium)	Textiles	190





State of  
OHIO

RGP Northwest Ohio  
(Regional Growth Partnership)  
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Auglaize County  
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Lawrence County  
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Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Chemicals/Plastics/Advanced Materials,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics



Auglaize County, Ohio is at the center of the highly profitable U.S. and Canadian markets – within a day’s drive of 50 % of population and 60 % of manufacturing companies – with cost-savings in speed to market and proximity to supply chain. Labor costs are lower than national averages, but productivity is higher.

We have many shovel-ready industrial sites with aggressive incentives. We have many opportunities for FDI success.

COMMUNITY PROFILE

»  
**Contact**  
Gregory Myers  
Executive Director  
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**Population**  
45,841

**GDP per Capita**  
\$50,010

**Workforce**  
22,300

**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

List of European companies that have already invested

Name	Industry	No. of Employees
Eaton Corporation (Ireland)	Industrial equipment	1,040
ContiTech – Continental (Germany)	Manufacturing – auto industry	430
Dannon Company Inc. – Groupe Danone (France)	Food processing	410
AkzoNobel (The Netherlands)	Manufacturing – chemicals	80
Ingredia (France)	Food processing	25



Your Vision. Our Support.

The Lawrence Economic Development Corporation (LEDC) is the economic engine for Lawrence County, providing business development, innovation, and seeking partnerships around the world to not only bolster the economic fortunes of Southern Ohio, but also to build a better standard of living for our communities.

With access to every key mode of transportation – river, road, rail, and air – the county’s location gives businesses a strategic and competitive advantage, allowing them to grow and prosper.

The Lawrence Economic Development Corporation offers numerous services to area businesses and the community, including, but not limited to: financial and technical assistance, resource information, community enhancement, industrial development, development bonds, and site & building inventory.

COMMUNITY PROFILE



**Contact**  
Bill Dingus  
Executive Director  
dingus@ohio.edu  
+1-740-377-4550



**Population**  
59,866 (County)  
311,816 (30 mile radius)



**GDP per Capita**  
\$51,456 (State of Ohio)



**Workforce**  
24,700 (County)  
147,200 (Huntington-Ashland, WV,  
KY, OH Tri-State)



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Chemicals/Plastics/Advanced Mate-  
rials, Healthcare/Medical Devices/  
Life Sciences/Pharma, Transpor-  
tation, Warehousing/Distribution/  
Logistics



It Matters Where You Make It

Toledo is located in Northwest Ohio on Lake Erie’s western shore, within a day’s drive of half the U.S. and Canadian markets. Its geographic location makes it an ideal site for transportation, distribution and integrated logistics. Located just 45 miles from Detroit, Toledo is a major center for the automotive industry. Fiat Chrysler pumps out 300,000+ Jeep Wranglers annually, and nearby GM Powertrain has received more than \$1 billion in investments over the last eight years. This region is blessed with a diverse manufacturing industry base that includes food processing, energy, steel. With dozens of spec buildings and sites ready for immediate occupation.

Businesses will find a trained workforce backed by an educational system of more than 200,000 undergraduate students. Major headquarters in Northwest Ohio include Owens Corning, Marathon Petroleum, Owens Illinois and Dana Corporation. Ohio has the lowest taxes in the Midwest, and that makes Northwest Ohio an extremely profit-friendly business climate for companies locating here.

List of European companies that have already invested		
Name	Industry	No. of Employees
FCA Fiat Chrysler Automobiles (UK/Italy)	Automotive	5,600
British Petroleum (UK)	Energy	600
Grob-Werke (Germany)	Automation	600
Kuka (China/Germany)	Automation	375
Faurecia (France)	Automotive	250

COMMUNITY PROFILE



**Contact**  
Paul Zito  
Vice President of International  
Development  
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+1-419-252-2700



**Population**  
1,213,105 (17-county NW Ohio  
Population, 2018)  
8,130,159 (100 mile radius)



**GDP per Capita**  
\$51,456 (State of Ohio, 2018)



**Workforce**  
603,823  
4,015,056 (100 mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Chemicals/Pharma,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics



State of  
**OKLAHOMA**

**Citizen  
Potawatomi  
Nation**  
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**Chickasha,  
Grady County**  
Page 147

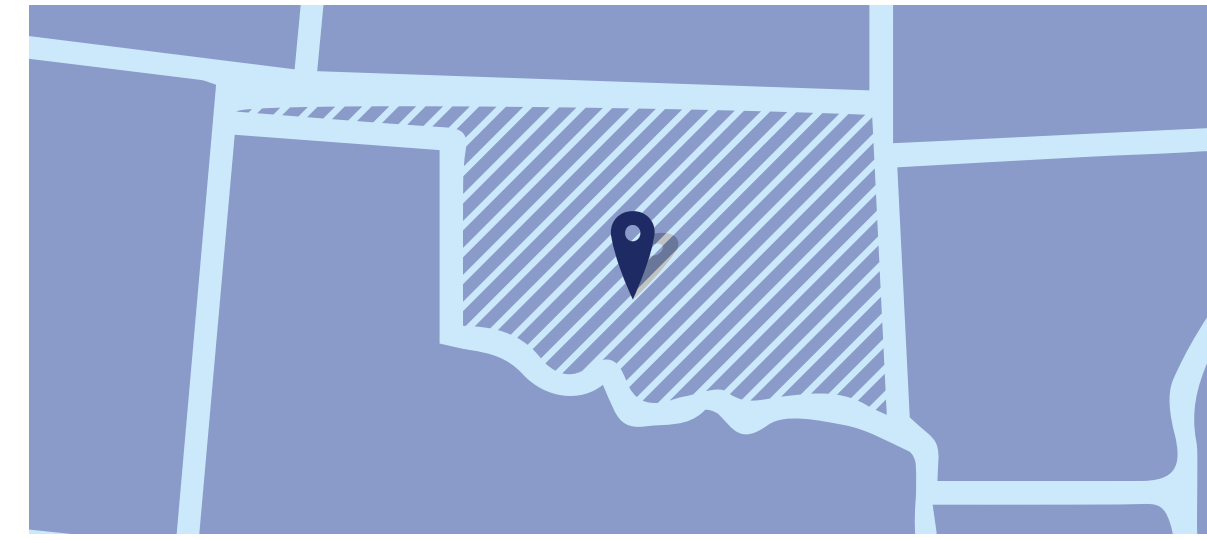
**Duncan,  
Stephens County**  
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**Industries**

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness  
Aviation/Aerospace,  
Energy,  
Warehousing/Distribution/Logistics

**Chickasha, Grady County**

chickashaedc.com



Located a short 35 minute drive down I-44 from Oklahoma City, Chickasha, Oklahoma offers businesses everything they need to relocate or expand. With a low cost of living and well-educated workforce, Chickasha attracts some of America's finest professionals. Easy interstate access, international airports nearby and a fully updated technological infrastructure make Chickasha the perfect place for your business.

Our New Markets Tax Credits properties have the potential for rail access, making Chickasha attractive to manufacturing. We offer 20% cash back for qualifying investment in this area, that can be used for manufacturing as well as other projects. Chickasha is eligible for Foreign Trade Zone status.


The University of Science and Arts of Oklahoma in Chickasha graduates highly skilled science and math students ready to work in R&D of any sort. Canadian Valley Technology Center can customize training for any workforce need at no cost or very small cost to businesses.

**Community Profile**

» **Contact**  
Cody Mosley  
Executive Director  
cody.mosley@chickashaedc.com  
+1-405-224-0787

 **Population**  
55,000

 **GDP per Capita**  
\$25,000

 **Workforce**  
25,000 (Grady County)  
246,000 (within 30 minutes of Chickasha)

 **Focus Industries**  
Advanced Manufacturing,  
Aviation/Aerospace,  
Energy,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Aggreko Cooling Towers (United Kingdom)	Rental Equipment	100
Schlumberger M.I. Swaco (France)	Energy	Varies

Citizen Potawatomi Nation

ironhorsecpn.com



The Citizen Potawatomi Nation is the federally-recognized government of the Potawatomi people and exercises governmental jurisdiction in an area bounded by the North Canadian River, the South Canadian River, the Potawatomi-Seminole County boundary (on the east), and the Indian Meridian (on the west).

Iron Horse is a general-use industrial park located on the national rail line network in the center of the United States. The development consists of 400 acres of Native American Trust land located 35 minutes southeast of Oklahoma City. The park is served by the Union Pacific Railroad and is designated as Foreign Trade Zone magnet site.

List of European companies that have already invested		
Name	Industry	No. of Employees
Eaton Corporation (Ireland)	Fluid Power Pump and Motor Manufacturing	400
Eaton-Aeroquip Lic. (Ireland)	Metal Valve and Pipe Fitting Manufacturing	100
Oldcastle Buildingenvelope, Inc. (Ireland)	Glass Products Manufacturing	73
Airgas Usa LLC (France)	Industrial Supplies Merchant Wholesalers	5
BP Corporation North America Inc. (United Kingdom)	Other Gasoline Stations	3

COMMUNITY PROFILE



**Contact**  
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Director of Economic Development  
jcollard@potawatomi.org  
+1-405-275-3121, Ext.: -1121



**Population**  
1,593,959 (in a 10 County Metro)



**GDP per Capita**  
\$53,919



**Workforce**  
757,307



**Focus Industries**  
Advanced Manufacturing,  
Warehousing/Distribution/Logistics

Duncan, Stephens County, Oklahoma

State Founding Member Oklahoma

ok-duncan.com



Duncan, Oklahoma is a proven manufacturing community located in the southern portion of central USA. for optimal distribution of manufactured products to the U.S., Mexico, and Canada. Duncan is 2 hours north of Dallas/Fort Worth International Airport and 1 hour south of Oklahoma City. The Duncan, Oklahoma area has a rich heritage of oil and gas manufacturing that is a result of the highly-skilled workforce manufacturing culture.

The Duncan Area Economic Development Foundation is known as a state leader in economic development. Duncan has the economic development tools and incentives to compete from small to very large projects. The mission of the Duncan Area Economic Development Foundation is to continually increase job opportunities and the development of a favorable business climate and workforce development programs. We serve as a resource agency and one-stop shop to provide continuing economic development planning and program development services.

Individuals, families with children and extended families all enjoy a variety of recreational and social activities in Duncan. Much of our city's appeal stems from a robust economy, low crime rate, moderate climate, and low cost of living. Easy flow of traffic and short commute times allow our citizens more time for leisurely pursuits. The spirit that turned cowboys into legends, cattlemen into men of fortune, and oilmen into giants lives on in Duncan.

COMMUNITY PROFILE



**Contact**  
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President  
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**Population**  
44,900  
1,936,786 (60-mile workforce radius)



**GDP per Capita**  
\$43,519



**Workforce**  
19,788 (County)  
937,174 (60-mile workforce radius)



**Focus Industries**  
Advanced Manufacturing,  
Defense/Security,  
Fabrication,  
Warehouse/Distribution/Logistics



# State of OREGON

**Greater  
Portland Inc**  
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**Economic Development  
for Central Oregon**  
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## Industries

Advanced Manufacturing,  
Agriculture,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Pharma,  
Data/IT,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

## Economic Development for Central Oregon

State Founding Member Oregon

[edcoinfo.com](http://edcoinfo.com)



## America's Top Performing Economy

It's a bold statement, but we have the numbers to back it. Located half-way between San Francisco and Seattle, the hottest small-metropolitan market in the U.S. is Central Oregon. In 2016 alone, the Bend-Redmond area had the nation's #1 GPD growth (8.1%), the 2<sup>nd</sup> fastest job growth (5.9%), and the 6<sup>th</sup> fastest population growth (4.9%). With these factors in mind, both Forbes and the Milken Institute ranked us as the nation's Top Overall Performer. Central Oregon is pulling extraordinary talent and capital, transforming into a diverse and highly entrepreneurial business ecosystem. Lured by natural scenic beauty and big city amenities (world-class health care, education, dining) without big city costs or hassle, people are learning that having a true work-life balance is possible. Employees are happier; companies are more innovative and capital-efficient. All in a region dominated by small to mid-sized firms that compete globally – and win.

### List of European companies that have already invested

Name	Industry	No. of Employees
Bend Research (Capsugel), Parent Company Lonza (Switzerland)	Bioscience	400
Certain Teed, Parent Company Saint-Gobain (France)	Building Products	65
Entre-Prises USA (France)	Outdoor Gear	48
Daimler Trucks North America (Germany)	Automotive	40
Phillips Respironics (The Netherlands)	Bioscience	40

## COMMUNITY PROFILE



**Contact**  
Roger J. Lee  
Executive Director  
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+1-541-388-3236, ext. -1



**Population**  
214,547



**GDP per Capita**  
\$45,386



**Workforce**  
109,156



**Focus Industries**  
Automotive,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma



Think it. Make it. Ship It.

Greater Portland Inc (GPI) provides support and services to companies seeking to relocate or expand in Greater Portland, a region that spans two states and seven counties. A true public-private partnership model, GPI is supported by more than 70 public-sector partners and private investors who are committed to advancing regional economic development through job growth and investment. GPI and our partners are shaping the region's economic future and marketing Greater Portland to the world.

COMMUNITY PROFILE



**Contact**  
Larry Holt  
Vice President of Business Development  
larry.holt@greaterportlandinc.com  
+1-971-339-2008



**Population**  
2,45 Million (2017)



**GDP per Capita**  
\$63,817



**Workforce**  
1,208,600



**Focus Industries**  
Advanced Manufacturing,  
Agriculture,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Pharma,  
Data/IT,  
Fabrication,  
Food/Beverage Processing

List of European Companies who have already invested

Name	Industry	No. of Employees
Daimler Trucking North America (Germany)	Automotive	2,511
Adidas North America (Germany)	Consumer Goods	2,129
Vestas (Denmark)	Renewable Energy	336
Biotronik (Germany)	Medical Devices	296
Jaguar Land Rover (UK)	Automotive	87



TBIC IMPRESSIONS  
TBIC Annual Conference 2019  
Richmond, VA



# State of PENNSYLVANIA

Sharon,  
Mercer County  
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Clearfield  
County  
Page 155

## Industries

Advanced Manufacturing,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

## Clearfield County

State Founding Member Pennsylvania

[clearlyahead.com](http://clearlyahead.com)



Located in Central Pennsylvania, Clearfield County is a 45-minute drive west of Penn State University Main Campus (98,700 total enrollment) and the University Park Airport, accessed via Dulles International Airport.

Clearfield County is strategically located along Interstate 80 with 6 developed highway exits positioned to host a myriad of manufacturing and distribution opportunities to showcase your company presence in the USA. Logistically, our region serves as a strategic resting place for commerce activity between New York City and Chicago marketplaces. Speed to market is critical with our certified sites, and master planned industrial parks along the Interstate 80 corridor. Clearfield County's abundant natural resources, heavy infrastructure, proven academic and research institutions, and our diverse industrial base assure your company will flourish in Clearfield County, PA, USA. Please visit and experience why 178 foreign companies call our region home.

### COMMUNITY PROFILE



**Contact**  
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CEO  
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+1-814-768-7838



**Population**  
81,170 (County)  
360,907 (45 minutes radius)



**Workforce**  
35,300 (County)  
169,300 (45 minutes radius)



**Focus Industries**  
Advanced Manufacturing,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics

### List of European companies that have already invested

Name	Industry	No. of Employees
HRI Inc. (France)	Highway & Bridge Construction	200
Glen-Gerry Corp. (England)	Brick & Structural Clay	100
GKN Sinter Metals (England)	Powder Metal Products	100
Fullington Trailways (France)	Intercity & Rural Bus Transport	100
DanoneWave (France)	Nondairy Product Processing	100



# Sharon, Mercer County

penn-northwest.com



**Penn-Northwest**  
DEVELOPMENT CORPORATION  
*Affordable Solutions For Corporate Expansion*



## Make it in Mercer County, PA!

Providing affordable business costs, lucrative local incentives, and a skilled workforce, Mercer County, Pennsylvania is a low-cost alternative for corporate expansion. Located at the junction of Interstates 79, 80 & 376, Mercer County, PA is a day's drive to major markets including Pittsburgh, Cleveland, New York City, D.C., Chicago, Buffalo and Southern Canada.

Mercer County, PA offers low-cost land, low-cost labor, valuable infrastructure and the right financial tools to make your corporate expansion a reality. Whether your company is involved in manufacturing and machine technology, logistics and distribution, health services, business and professional services, shale gas exploration, or retail, we can help!

If companies like General Electric and Joy Cone Company can Make it in! Mercer County, you can too!

### Affordable Solutions for Corporate Expansion:

- Low-cost land
- Available industrial & commercial facilities
- Affordable business costs
- Lucrative state & local incentives
- Skilled & educated workforce
- Central transportation routes
- Abundance of low-cost natural gas available
- Home to one of America's most traveled shopping destinations
- Located less than 50 miles by train or truck from a world class ethane cracker with easy access to Northeast population centers

### COMMUNITY PROFILE



**Contact**  
Randy Seitz  
President & CEO  
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+1-724-662-3705



**Population**  
116,638 (Mercer County)  
661,387 (30 mile radius)



**Workforce**  
54,142 (Mercer County Civilian Workforce)  
349,144 (Regional Workforce – 30 mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Fabrication,  
Healthcare/Medical Devices/Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics



TBIC IMPRESSIONS  
Special FDI Trip  
Germany, December 2018





# State of SOUTH CAROLINA



## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced Materials,  
Data/IT,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

## Clarendon County

[clarendoncountyusa.com](http://clarendoncountyusa.com)



Located on the eastern side of Central SC, Clarendon County has a lot to offer. Formed in 1785, the county was named after Edward Hyde, “Earl,” one of the Lords Proprietors of Carolina. The county seat, the Town of Manning, is two miles from I-95 and 35 miles north of I-26. Clarendon County is growing rapidly, with an astonishing 21% growth in population since 1990.

Clarendon County is business ready, with industrial buildings ranging from 12,000 to 144,000 square feet. Additionally, the county is home to five industrial sites located throughout its 607 square miles of business friendly soil. Interstate 95 runs through the center of the community and the Port of Charleston is a short 80 minute drive. Based on its strategic location along I-95 products produced in Clarendon County can reach upwards of 66% of the U.S. market in a day’s travel time. In addition Columbia Metropolitan Airport (CAE) is within 60 minutes travel time. We were also recognized as the first certified work ready community in the state. Clarendon County is ready for Business.

## COMMUNITY PROFILE



**Contact**  
George Kosinski  
Executive Director  
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+1-803-433-3220



**Population**  
34,113



**GDP per Capita**  
\$36,174



**Workforce**  
12,909



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Fabrication

## List of European companies that have already invested

Name	Industry	No. of Employees
Alucoil (Italy)	Aluminum extrusion panels	30

Colleton County  
Economic Alliance

cceainc.com



Colleton County is located in the coastal Lowcountry region of South Carolina. We have fully developed industrial sites located on Interstate 95 giving us excellent access to transportation routes. Colleton County is also home to the Lowcountry Regional airport (RBW), one of the largest general aviation airports in South Carolina, offering 3 runways and 500+ airside acres. Colleton County is only an hour's drive to the Charleston International Airport (CHS), Savannah/Hilton Head International Airport (SAV), the Port of Charleston, and the Port of Savannah. From Colleton County it is also only an hour's drive to aerospace hubs surrounding the Boeing Dreamliner facility in Charleston and the Gulfstream facility in Savannah. Both Mercedes Benz and Volvo automotive production facilities in Charleston are in that same proximity.

COMMUNITY PROFILE

**Contact**  
Heyward Horton  
Executive Director  
hhorton@cceainc.com  
+1-843-549-9597

**Population**  
38,900 (County)  
500,000 (50 mile radius)

**GDP per Capita**  
\$36,000 (State of South Carolina)

**Workforce**  
16,500 (County)  
300,000 (50 mile radius)

**Focus Industries**  
Automotive,  
Aviation/Aerospace,  
Food/Beverage Processing

List of European companies that have already invested		
Name	Industry	No. of Employees
Floralife (Germany)	Plant food	50
Glanbia (Ireland)	Sports drink bottler	30
Meter Bearings (Italy)	Bearings	10

Midlands Technical College

midlandstech.edu/enterprise



You can get anywhere from here!

The Enterprise Campus Authority is organized and operates for the purpose of creating and advancing economic development and educational opportunities of the students and employees at Midlands Technical College (the college). This is done by attracting private investment to support the creation of new jobs at the Enterprise Campus.

We manage, develop, and market approximately 100 acres of real property on which new or current manufacturing and commercial enterprise may locate and expand. We work diligently to recruit foreign direct business and industry to support the economic development and educational mission of the college. Industry and academia are co-located at the Enterprise Campus, providing a valuable exchange of information, innovation, and workforce education.

COMMUNITY PROFILE

**Contact**  
Charlton L. Whipple  
Executive Director  
whipplec@midlandstech.edu  
+1-803-691-3899

**Population**  
810,068

**GDP per Capita**  
\$43,000

**Workforce**  
459,532

**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

List of European companies that have already invested		
Name	Industry	No. of Employees
Bluestar USA (France)	Forensic Science	2 (Landing Pad)
Aquarium Partners (France)	Manufacturer of Aquariums	3 (Landing Pad)






Newberry County is located in the Midlands region of South Carolina. Situated on Interstate 26 and adjacent to the metropolitan statistical areas of Columbia and Greenville, Newberry County is positioned for growth.

The Newberry County Economic Development Office works with existing and prospective business and industry to facilitate investment and economic growth in the county.

COMMUNITY PROFILE



**Contact**  
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Director  
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+1-803-321-2042



**Population**  
38,079



**GDP per Capita**  
\$32,595



**Workforce**  
19,392



**Focus Industries**  
Advanced Manufacturing,  
Automotive

List of European Companies who have already invested		
Name	Industry	No. of Employees
Trucast, Inc. (United Kingdom)	Automotive	100
MM Technics (Germany)	Automotive	20 with plans to employ 65 by year 5



Geography of Opportunity

Oconee County (SC) is a vibrant community of over 77,000 residents which offers companies a pro-business population and an unmatched quality of life with great proximity to Clemson University. Oconee County is home to over 60 industry-related companies and boasts a labor shed of over 632,000 people.

The county is South Carolina's northwestern-most county, situated on the Interstate 85 corridor, and is the closest South Carolina community to metro Atlanta, yet offers easy proximity to all of Upstate South Carolina's assets, in particular the South Carolina Inland Port.

COMMUNITY PROFILE



**Contact**  
Annie Caggiano  
Executive Director  
acaggiano@oconeesc.com  
+1-864-364-5556



**Population**  
77,725



**GDP per Capita**  
\$29,797



**Workforce**  
640,000



**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Chemicals/Plastics/Advanced  
Materials,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Schneider Electric (Germany)	Motor control panels	552
U.S. Engine Valve (Ireland)	Automotive	383
Sandvik (Sweden)	Carbide cutting tools	315
Lift Tek (Italy)	Fork Lift Front Masts	240
Vernon NDT (France)	—	5



Southern Carolina  
Regional Development Alliance

southerncarolina.org



Our mission is to sustain and create jobs that will improve the quality of life in the seven counties of Allendale, Bamberg, Barnwell, Beaufort, Colleton, Hampton and Jasper in South Carolina.

Located halfway between New York and Miami, the Southern Carolina region of S. C. is positioned for easy access to major interstates and trucking routes, as well as the aerospace hubs and ports of Charleston, SC and Savannah, GA. It is within a day's drive of over 2/3 of the U.S. population where you can easily access established domestic and international markets. Home to some of the most successful and innovative companies in the aerospace, automotive, manufacturing and technology industries, these business sectors are a key component to our region's economic success. Thanks to our business friendly environment, our close proximity to major transportation outlets, our workforce and tax incentives, a multitude of industries have found success in the Southern Carolina region of South Carolina.

List of European companies that have already invested

Name	Industry	No. of Employees
LeCreuset (France)	Distribution	174
Swiss Krono (Switzerland/Germany)	Advanced Manufacturing, Wood Products	168
Freudenberg Sealing Technologies (Germany)	Aerospace, Automotive, Advanced Manufacturing	115
Nupi Americas (Italy)	Advanced Composites, Plastics	37
Meter Bearings Gropu (Italy)	Automotive	8

COMMUNITY PROFILE



Contact  
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+1-803-541-0023



Population  
296,019\*; 2,363,161\*\*



GDP per Capita  
\$37,063 (State of South Carolina)



Workforce  
131,780\*; 1,117,892\*\*



Focus Industries  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive, Aviation/Aerospace,  
Chemicals/Plastics/Advanced  
Materials, Fabrication, Food/  
Beverage Processing, Warehousing/  
Distribution/Logistics

\* Allendale, Bamberg, Barnwell,  
Beaufort, Colleton, Hampton & Jasper  
Counties

\*\* 60-Mile Radius of Center of Region



TBIC IMPRESSIONS

Paris Air Show

June 2019





# State of TENNESSEE

Lewisburg,  
Marshall  
County  
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Greater  
Chattanooga  
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County  
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## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Chemicals/Plastics/Advanced Materials,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

## Greater Chattanooga

greaterchatt.com



The Greater Chattanooga Economic Partnership (GCEP) represents a 16-county, three-state area surrounding Chattanooga, Tennessee – the manufacturing magnet of the South and a flourishing technology and entrepreneurial hub.

GCEP serves as your one stop point of contact for coordinating among city, county and state agencies for support with site location, customized research and business and community connections throughout the region.

### COMMUNITY PROFILE



#### Contact

Charles Wood  
CEd – Vice President  
Economic Development  
cwood@greaterchatt.com  
+1-423-763-4335



**Population**  
1,059,184



**GDP per Capita**  
\$33,047



**Workforce**  
483,130



#### Focus Industries

Advanced Manufacturing,  
Automotive,  
Chemicals/Plastics/Advanced  
Materials,  
Food/Beverage Processing

### List of European companies that have already invested

Name	Industry	No. of Employees
Volkswagen (Germany)	Automobile Manufacturing	3,450
Chattem Inc., Sanofi Company (France)	Pharmaceutical Manufacturing	817
T-Mobile USA (Germany)	Telemarketing Bureaus	689
Gestamp Corporation (Spain)	Automotive Manufacturing	561
IAC Dayton, LLC (Luxembourg)	Automotive Manufacturing	500

# Lewisburg, Marshall County

State Founding Member Tennessee  
lewisburgtn.gov



Lewisburg has a 100-year reputation as a manufacturing hub with 56 manufacturing operations in Lewisburg and Marshall County. In the past five (5) years, we have worked with twenty (20) existing industry expansions and twelve (12) relocations or start-ups totaling over \$163 M in capital investments.

The most recent projects are the first North American facility for Meiwa Industry Co. Ltd. of Japan that chose to locate in one of our two industrial parks in 2013, Multimatic of Canada/Indiana that leased an existing building in the Lewisburg Industrial Park in 2015 and Minth Group LTD that purchased an existing facility in the Lewisburg Industrial Park. Located on I-65, Lewisburg provides one-hour proximity to Nashville, TN and Huntsville, AL.

Lewisburg sits in a nine (9) county workforce area of 450,000 out of a total population of 1,200,000 providing a multi-skilled employment region with an average commute time of 26 minutes.

### COMMUNITY PROFILE



**Contact**  
Greg Lowe  
Director of Economic Development  
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+1-931-359-1544



**Population**  
12,000 (City)  
32,000 (County)



**Workforce**  
16,020 (County)  
454,560 (Labor Shed)



**Focus Industries**  
Agriculture/Agri-Tech/Agribusiness, Automotive, Chemicals/Plastics/Advanced Materials, Food/Beverage Processing, Warehousing/Distribution/Logistics

# Maury County

mauryalliance.com



### Live. Work. Grow.

Maury County, located 35 miles south of Nashville, is the 5<sup>th</sup> fastest growing county in Tennessee and is part of the Nashville MSA.

It is the fastest growing county in terms of manufacturing employment growth in Tennessee and has consistently been ranked in the top 5 counties in Tennessee and top 50 counties in the U.S. for both growth and investment.

### COMMUNITY PROFILE



**Contact**  
Travis Groth  
Vice President, Economic Development  
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+1-931-981-4446



**Population**  
96,255



**GDP per Capita**  
\$51,200



**Workforce**  
49,085 (County)  
546,631 (Labor Shed)



**Focus Industries**  
Automotive, Chemicals/Plastics/Advanced Materials, Healthcare/Medical Devices/Life Sciences/Pharma, Warehousing/Distribution/Logistics

List of European companies that have already invested		
Name	Industry	No. of Employees
Leadec Industrial Services (Germany)	Industrial / Business Services	300
Landmark Ceramics (Italy)	Ceramics Manufacturing	180
Faurecia (France)	Automotive Component Manufacturing	143
Cytec Solvay Group (Belgium)	Chemical Manufacturing	111
SWARCO (Austria)	Plastics	65
Athena - SCE (Italy)	Automotive	40
Smalticeram (Italy)	Ceramics Manufacturing	26



# State of TEXAS



## Brownsville, Cameron County

greaterbrownsville.com



### On the Border, By the Sea and Beyond ...

Brownsville is located on the Southernmost tip of Texas, united by the Rio Grande River from its Mexican sister city, Matamoros, Tamaulipas. The area has become a hub for international trade and commerce due to its ideal geographic location, solid infrastructure and logistics, valuable resources, pro-business climate, a young skilled workforce on both sides of the border, low labor costs, and the region's overall low cost of living. The Brownsville region is home to an international business community composed of a wide range of sectors that include advanced manufacturing, heavy manufacturing, automotive, medical, retail, space and aviation, international logistics, and food processing. According to WalletHub.com, Brownsville is the second safest city in the state of Texas and the eleventh safest city in the country.

The Greater Brownsville Incentives Corporation (GBIC) is a Type-A Economic Development organization that leads, facilitates and promotes the economic and industrial development for the Brownsville-Matamoros region. One of our goals is to build economic prosperity and create employment opportunities in the greater Brownsville area. GBIC is the starting point for companies interested in discovering local business opportunities. GBIC offers performance-based incentives for job creation, job retention, resources, and available land. GBIC is a one-stop-shop to establish or relocate your company.

Brownsville, Texas is ready and open for business!

### COMMUNITY PROFILE



**Contact**  
Mario Lozoya  
Executive Director & CEO  
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+1-956-561-4133



**Population**  
183,500 (City)  
423,725 (Cameron County  
Population)



**GDP per Capita**  
\$20,714 (Brownsville-Harlingen MSA)



**Workforce**  
165,146 (Total Labor Force for  
Brownsville / Harlingen MSA)



**Focus Industries**  
Advanced Manufacturing,  
Automotive, Aviation/Aerospace,  
Data/IT, Energy, Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

Cedar Hill, Dallas and Ellis County

CedarHillEDC.com



Where Opportunities Grow Naturally

Cedar Hill, Texas is located in Dallas and Ellis Counties, approximately 20 minutes southwest of Downtown Dallas, in the beautiful hill country environment of Joe Pool Lake and the Cedar Hill State Park. Its prime location allows for easy connections in the North Texas region, a 30-minute drive will take you to DFW International Airport or Dallas Love Field. For executive air travel, Dallas Executive Airport is only 15 minutes away. Businesses naturally thrive here because of the active, growing business community, a ready workforce, and a City that seeks growth. To facilitate and promote development activity, Cedar Hill offers aggressive economic development incentives.

The Cedar Hill Business Park is located just a 1/4 mile from Highway 67 in the Cedar Hill Industrial District. BNSF rail serves the Cedar Hill Business Park as well as other available sites in the City. It includes competitive and negotiable land prices, rail-served sites and non-rail-served sites, and is easily accessible to Interstate 20 and the future Loop 9. The park is top ranked in North Texas by the Dallas Business Journal and home to 13 companies employing close to 500 employees, totaling over 650,000 square feet of office and warehouse space.

In addition to the prosperous business climate, Cedar Hill boasts natural beauty. Cedar Hill State Park is nearly 2,000 acres, located on the 7,500-acre Joe Pool Lake.

List of European Companies who have already invested		
Name	Industry	No. of Employees
Aggreko Rental (Scotland)	Equipment Rental Agency	10

COMMUNITY PROFILE



**Contact**  
Cedar Hill Economic Development  
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+1-972-291-5132



**Population**  
946,223 (30 minutes drive time)



**GDP per Capita**  
\$65,154 (DFW Metro)



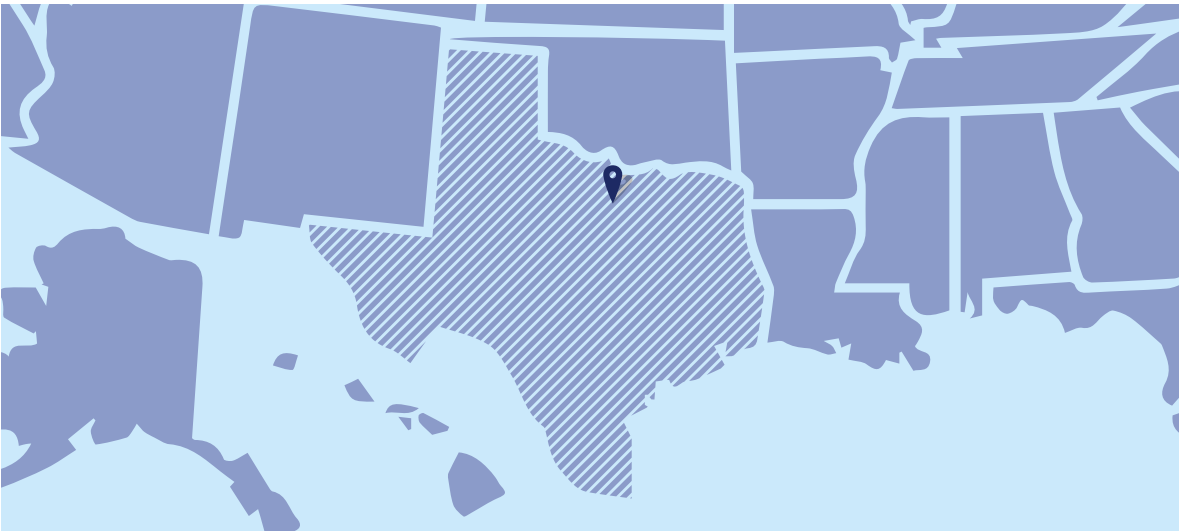
**Workforce**  
480,589 (30 minutes drive time)



**Focus Industries**  
Advanced Manufacturing,  
Aviation/Aerospace,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

City of Arlington  
Office of Economic Development

arlingtontx.gov/business



Where Dreams Get Done

At the center of the largest metropolitan area in the state ranked best for business, and a Money Magazine “Best Places to Live” city, Arlington is the 50<sup>th</sup> largest city in the United States, 7<sup>th</sup> largest in the State of Texas and 3<sup>rd</sup> in the North Texas region. Home to three professional sports teams, the largest business park in North Texas, a diverse and highly skilled workforce, and one of the fastest growing research institutions in the United States, there are many reasons businesses call Arlington home. It is where dreams get done!

COMMUNITY PROFILE



**Contact**  
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Economic Development Director  
Bruce.Payne@arlingtontx.gov

Marcus Young  
Economic Development Director  
Marcus.Young@arlingtontx.gov  
+1-817-459-6155



**Population**  
396,394



**Workforce**  
7,233,323

One of the most diverse and skilled workforce in the U.S. supported by various top-ranked independent school districts, community college districts, universities and technical institutions.

List of European companies that have already invested		
Name	Industry	No. of Employees
Marine Harvest (Norway)	Food Processing	200
Straumann (Switzerland)	Advanced Manufacturing	30





Synergy Park. Business by Nature.

During the past five years Kilgore Economic Development Corp. has closed projects that represent more than \$150 million in new and retained capital investment and 2,800 jobs with companies such as Yamaha Marine (Skeeter Products) and Reynolds Packaging Group (Closure Systems International). The organization has invested more than \$17 million in asset and infrastructure development including the expansion of Synergy Park, a Class-A, campus style, industrial park.

Corporate HQs in Kilgore include Martin Resource Management; Freedom Communication Technologies, a division of Astronics; Drilltools; Wagner Tuning US, a German-based automotive parts manufacturer; and the regional HQ for Yamaha Marine, Skeeter Boats.

In a recent survey, Kilgore employers said the availability of an appropriate workforce; location on Interstate 20; cost of utilities, especially electricity; and local support are the primary reasons they chose Kilgore as an operating location and why they are more profitable than competitors.

Kilgore is large enough with a budget big enough to offer excellent business services yet is small enough that CEOs often have the mayor's cell phone number. In addition, KEDC board members have supported a full complement of staff that allows for excellent customer service before and after company relocations.

List of European companies that have already invested

Name	Industry	No. of Employees
Wagner Tuning (Germany)	Automotive Parts Manufacturing	30

COMMUNITY PROFILE



**Contact**  
Amanda Nobles  
Executive Director  
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+1-903-983-3522



**Population**  
15,000 (City limits)  
1,420,161 (50 mile radius)



**GDP per Capita**  
\$62,923 (State of Texas)



**Workforce**  
633,850 (50 mile radius)



**Focus Industries**  
Automotive,  
Aviation Aerospace,  
Fabrication,  
Food Beverage Processing,  
Healthcare/Medical Device,  
Transportation,  
Warehousing/Distribution/Logistics



As one of America's fastest growing cities, Conroe is a prime location for a growing business as a very livable community with a low crime rate, excellent health care and education and an incomparable quality of life. Conroe Park North Industrial Park and Deison Technology Park offer affordable shovel-ready land. Reliable utilities, access to major freeways, Bush Intercontinental Airport and the Port of Houston nearby, a skilled workforce and competitive incentive packages make Conroe a natural choice.

COMMUNITY PROFILE



**Contact**  
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Executive Director  
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+1-936-522-3529



**Population**  
88,930



**GDP per Capita**  
\$63,311 (Houston Metro Area (TX), 2017)



**Workforce**  
44,100



**Focus Industries**  
Advanced Manufacturing,  
Energy,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

List of European companies that have already invested

Name	Industry	No. of Employees
NeoRig (Germany/France)	Engineering - drilling	230
Hempel (Denmark)	Industrial Coatings	153
Bauer (Germany)	Engineering	67
Stainless Structural (Switzerland)	Manufacturer & Distributor - stainless steel	59
Icotex (Germany)	Industrial Components	15
LUC Group (Belgium)	Plastic & Rubber	11
Supra (France)	Automotive Parts	9



East Montgomery County Improvement District

emctx.com



The East Montgomery County Improvement District (EMCID), located 25 miles northeast of downtown Houston, is a political subdivision of the state of Texas responsible for promoting economic and community development.

Our industrial park contains 500 acres on several improved tracts of land suited for your expansion needs. Newly constructed roads, power supply, water and sewer systems, detention, and fiber connectivity are already in place, so that businesses don't have these added expenses. Additionally, your business will be locating in a premier environment with logistics in mind – situated between Interstates 45 and 69 and within minutes of the Grand Parkway (SH 99), Bush Intercontinental Airport, the Port of Houston, and the Texas Medical Center. Furthermore, you will be located in proximity to internationally recognized, high-quality companies, including Command Energy, Keysteel, the Wal-Mart Distribution Center, and Ymer Technology.

EMCID offers financial incentives, an available workforce, and an outstanding logistic infrastructure that are especially attractive for business expansion needs. Come see why East Montgomery County is the place to be!

List of European companies that have already invested

Name	Industry	No. of Employees
YMER Technology (Sweden)	Energy	50

COMMUNITY PROFILE



**Contact**  
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President & CEO  
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+1-281-354-4419



**Population**  
91,000 (District Population)  
572,146 (Montgomery County)



**GDP per Capita**  
\$38,012 (Montgomery County)



**Workforce**  
50,000



**Focus Industries**  
Advanced Manufacturing,  
Chemicals/Plastics/Advanced  
Materials,  
Energy, Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

Frisco

friscoedc.com



Frisco, Texas is located in Denton and Collin Counties, approximately 25 miles (40 kilometers) north of downtown Dallas, the Dallas-Fort Worth International Airport and Dallas Love Field. Frisco is known for business with new corporations calling Frisco home each day. Since its establishment in 1991, the Frisco Economic Development Corporation (FEDC) has facilitated every major economic development project in the City of Frisco. The FEDC has facilitated 350 projects that have the potential to occupy more than 450 million square feet of commercial space, generate new capital investment in excess of \$8 billion, and create/retain more than 78,000 potential direct jobs in the City of Frisco.

List of European companies that have already invested

Name	Industry	No. of Employees
T-Mobile USA (Germany)	Telecommunications	762
IKEA (Sweden)	Retail	400-500
Randstad Professionals U.S. (Netherlands)	Professional Services	176
SAGE IT Inc. (United Kingdom)	Information Technology	138
GEA Food Solutions North America Inc. (Germany)	Manufacturing	125
ThyssenKrupp Elevator (Germany)	Machinery	58
Schneider Optical Machines Inc. (Germany)	Manufacturing	31

COMMUNITY PROFILE



**Contact**  
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Director of Economic Development  
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+1-972-292-5156



**Population**  
190,093 (as of September 1, 2019)



**GDP per Capita**  
\$64,824 (DFW Metro)



**Workforce**  
78,857



**Focus Industries**  
Data/IT





Nestled in the “Piney Woods of East Texas”, the City of Longview is approximately 120 miles east of Dallas, Texas. Strategically located on Interstate 20, Longview is a prime location for growth.

With a population of 80,455, Longview draws workers from a 12 county region, which provides a diversified labor force of 307,522. Longview’s water system boasts a capacity of 52 million gallons of water per day, with available capacity of 35 mgd. An abundance of other critical utilities means that Longview is well positioned for growth and development.

List of European companies that have already invested		
Name	Industry	No. of Employees
Weatherford International, Inc. (Switzerland)	Energy & Mining	57
Brenntag Southwest (HQ) (Germany)	Wholesale Trade	45
Smurfit Kappa (Ireland)	Manufacturing	37
Rexel Inc. (France)	Wholesale Trade	13
Schneider Electric (France)	Wholesale Trade	2

COMMUNITY PROFILE

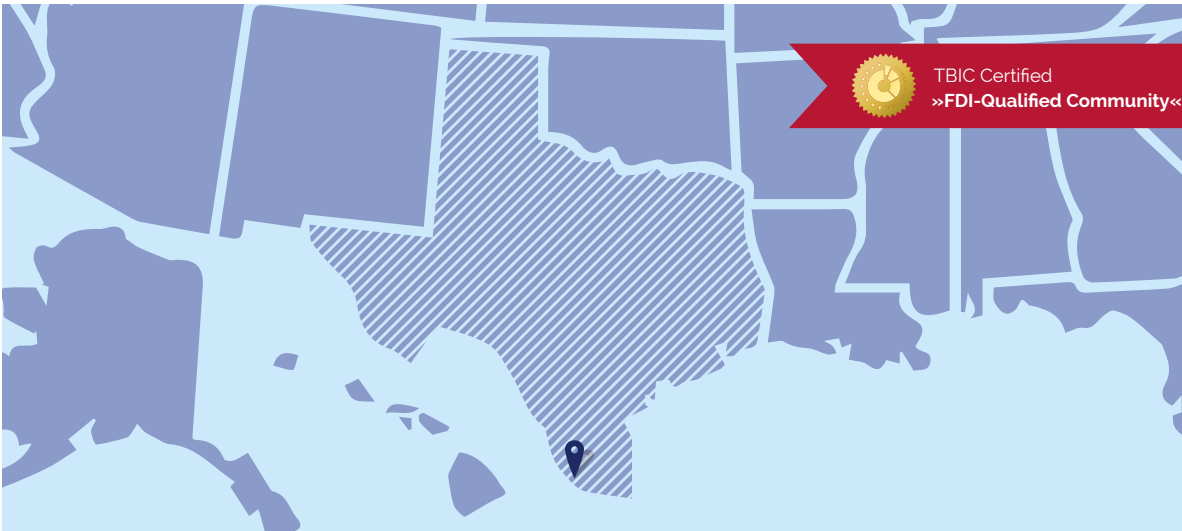
» **Contact**  
Wayne Mansfield,  
President/CEO  
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+1-903-753-7878

» **Population**  
80,455

» **GDP per Capita**  
\$42,012 (Longview MSA)

» **Workforce**  
307,522

» **Focus Industries**  
Advanced Manufacturing,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced  
Materials



**The best of both worlds is built on the border!**

For over 30 years, The McAllen Economic Development Corporation has been connecting the world’s biggest companies with the benefits of doing business in our community. Why McAllen? Here on the U.S./ Mexico border, companies leverage cost-competitive manufacturing concepts with worldwide distribution linking just-in-time deliveries to important global markets. We offer flexibility that comes with binational manufacturing. Companies have access to two sets of international trade agreements, two labor forces and the ability to operate two plants with a single management team. We work with consultants and executives to find the most convenient and profitable arrangement for their companies. Since 1988, we have brought in nearly 700 new companies and created almost 200,000 jobs. We invite you to see why McAllen is the ideal site for your company’s next investment.

List of European companies that have already invested		
Name	Industry	No. of Employees
ZF Friedrichshafen AG (TRW) (Germany)	Automotive	4,500
Fresenius Medical (Germany)	Medical	4,000
TI Group Auto Systems (United Kingdom)	Automotive	3,000
Valeo Electronics (France)	Automotive	3,000
Unomedical (Denmark)	Medical	2,500

COMMUNITY PROFILE

» **Contact**  
Ralph Garcia  
Vice President  
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+1-956-682-2875

» **Population**  
894,843 (Metro area)  
1,695,537 (Metro and Reynosa)

» **GDP per Capita**  
\$21,726 (2016)

» **Workforce**  
323,024 (Metro area)  
585,089 (Metro and Reynosa)

» **Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Fabrication,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics



Mexia is poised to capitalize on the growth in Central Texas with its strategic location in the “Heart of the Texas Triangle”.

The city is located on U.S. Highway 84 approximately 90 miles south of the Dallas/Fort Worth metro area. U.S. 84 links the two primary north-south interstate highways in Texas. Just 22 miles to Interstate 45 and 35 miles to Interstate 35, Mexia is perfectly located as a distribution hub. 93% of the United States population is accessible within 48 hours of Mexia via highway travel. In addition, Texas Highways 171 and 14 provide redundant access to major distribution centers assuring the Mexia business community of uninterrupted logistics systems.

A new concrete road has been built in the Mexia Industrial Park to provide further access to nearly 600 acres of Mexia EDC owned property. This project also resurfaced and upgraded the current road at the Industrial Park. This \$2.7 million project is expected to be fully completed by the end of 2019 and will provide ideal construction sites for new industry with all utilities in place and ready for connection.

Mexia’s business-friendly environment encourages companies to relocate to our community and thrive here! Mexia is a great place to live, no matter how you pronounce it.

List of European companies that have already invested

Name	Industry	No. of Employees
Swarco Reflex, LLC (Austria)	Manufacturing	60

COMMUNITY PROFILE

» **Contact**  
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Executive Director  
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Population  
7,500

Workforce  
86,000

» **Focus Industries**  
Advanced Manufacturing,  
Warehousing/Distribution/Logistics



Lay Down Roots and Watch Your Business Grow Here

Communities like New Braunfels are unique. Refined by old-world German and Hispanic heritage and complemented by an affordable and unmatched quality of life, it’s no wonder we now rank as the second fastest-growing community in the United States. New Braunfels also boasts exceptional transportation networks, multiple universities within a 30-minute drive, and a pro-business leadership, tax and regulatory environment.

New companies such as Boon-Chapman, Seasons Group, Calendar Holdings and TaskUs have already realized the advantages of a growing, well-trained, 500,000-person-strong workforce. These recent expansions and relocations have further strengthened our industry bases in manufacturing, healthcare, logistics and distribution, and aviation businesses.

List of European companies that have already invested

Name	Industry	No. of Employees
Senior Flexonics (United Kingdom)	Manufacturing	162
Lhoist (Belgium)	Manufacturing	98
Hanson (Germany)	Manufacturing	73
Sodexo (France)	Food Services	23
Fresenius Medical Care (France)	Medical	17

COMMUNITY PROFILE

» **Contact**  
Chester Jenke  
VP, Economic Development  
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+1-830-608-2811

Population  
84,612 (New Braunfels)  
148,373 (Comal County)

GDP per Capita  
\$77,056 (Comal County)

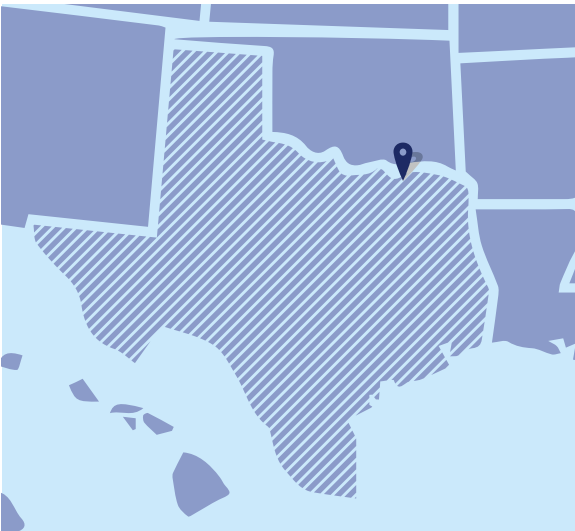
Workforce  
40,482 (New Braunfels)  
72,182 (Comal County)

» **Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Device



Paris

paristexasusa.com



Paris, Texas is a small-town community that is strategically located at the northeastern portion of the state. There are numerous historic sites, natural features, and entertainment opportunities here, and cost-of-living expenses are low compared to other parts of the state. Paris is also an excellent choice for businesses due to its abundant natural resources and infrastructure, as well as the incentives available here.

COMMUNITY PROFILE



**Contact**  
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Executive Director  
mparis@paristexasusa.com  
+1-903-784-6964



**Population**  
733,029  
(within 75-mile radius)



**Workforce**  
327,840  
(within 75-mile radius)



**Focus Industries**  
Advanced Manufacturing,  
Fabrication,  
Food/Beverage Processing,

List of European companies that have already invested		
Name	Industry	No. of Employees
Huhtamaki (Finland)	Paper Products	200

Pflugerville

pfdevelopment.com



We're Not Austin... But We're Close!

With a population of 67,000, Pflugerville, Texas is one of the fastest growth cities in the United States. Located just minutes north of downtown Austin in the desirable Central Texas region, it is in the middle of the Texas Triangle flanked by Dallas to the north, Houston to the east, and San Antonio to the south. State highways 45 and 130 and Interstate Highway 35 offer direct access to all major metro areas and is minutes away from Austin Executive Airport and Austin-Bergstrom International Airport.

Hometown pride and quality of life are top priority, with residents enjoying the beautiful Lake Pflugerville, an elaborate trail system, shopping areas, new restaurants, and the community's many parades and festivals.

The Pflugerville Community Development Corporation's mission is to make the City of Pflugerville a regional employment center by actively pursuing opportunities in the areas of business retention, expansion and attraction through the promotion of economic and community development.

List of European companies that have already invested		
Name	Industry	No. of Employees
EOS of N.A. (Germany)	3D Manufacturing	75
Aldi (Germany)	Retail	75

COMMUNITY PROFILE



**Contact**  
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Executive Director  
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**Population**  
67,000 (Pflugerville City Limits)  
85,000 (Pflugerville and our ETJ)



**GDP per Capita**  
\$ 30,500



**Workforce**  
795,000 (Shed)



**Focus Industries**  
Advanced Manufacturing,  
Data/IT,  
Transportation,  
Warehousing/Distribution/Logistics



Victor Perez  
Executive Director  
Pharr EDC



**Better Business. Better Trade. Better Lifestyle.**

Pharr, Texas is an ideal location for any business. The area provides an educated workforce, low cost of living, access to transportation, and generous economic development incentives. Located in the heart of the Rio Grande Valley, Pharr has a lot to offer both businesses and residents alike. Here you'll find warm weather, outstanding schools, thriving retail, and safe neighborhoods. This pro-business community is dedicated to helping your company succeed.

With an abundance of businesses in industries such as manufacturing, produce, retail, transportation, finance, healthcare, and technology, Pharr has one of the most vibrant economies in the region. The City of Pharr owns and operates the Pharr International Bridge, which facilitates trade and distribution between Mexico and the United States. Convenient access to national and international markets makes Pharr the perfect place for nearly any operation, large or small.

Pharr's leadership is focused on creating even more opportunities for businesses. The Pharr Economic Development Corporation will act as a trusted partner as you launch, expand, or relocate your business. We strive to provide everything businesses need to be successful, including tax benefits, grant programs, economic incentives, quick permit approvals, and an abundance of commercial space. Together, these factors have made Pharr a prime location for business growth and economic expansion in South Texas.

**COMMUNITY PROFILE**

» **Contact**  
Victor Perez  
Executive Director  
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+1-956-402-4332

» **Population**  
77,000 (City)

» **Workforce**  
30,118 (City)  
339,905 (County)

» **Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Defense/Security,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics



**2 Countries, 1 Region, Many Choices**

Situated on the sunny shores of the Gulf of Mexico and fertile banks of the Rio Grande, the Rio South Texas region is home to approximately 3 million people, over 1.3 million of which reside on the northern riverbank in the U.S, and approximately 1.5 million who live on the southern riverbank in Mexico. The median age in Rio South Texas is below 30, and 13 international bridges connect both riverbanks. The region has multi-modal infrastructure consisting of interstate highways, multiple airports, commercial rail service, a deep-water sea port, the Gulf Intercoastal Waterway, cross-border pipelines, and SpaceX. The Rio South Texas region's location on the U.S.-Mexico Border also gives companies access to each riverbank's cost benefits, the region's Free Trade Zones, as well as markets around the world via free trade agreements with 60 different countries.

List of European companies that have already invested		
Name	Industry	No. of Employees
BSN Medical – owned by Essity (Sweden)	Manufacturing: Orthopedic Products	600
Esselte (Luxembourg)	Manufacturing: Office Products	420
Laird Technologies (United Kingdom)	Manufacturing: Antennas & Batteries	400
Kern-Liebers (Germany)	Manufacturing: Strip Springs & Wire Springs	400
Schneider Electric (France)	Manufacturing: Electronics	350

**COMMUNITY PROFILE**

» **Contact**  
Matthias Z. Ruszczak  
Executive Director  
matt@riosouthtexas.com  
+1-956-647-7832

» **Population**  
1,321,814 (in communities on U.S. side, median age: 29)  
1,420,507 (in communities on Mexico side, median age: 26)

» **GDP per Capita**  
\$22,444 (in communities on U.S. side)

» **Workforce**  
534,836 (in communities on U.S. side)  
555,966 (in communities on Mexico side, median age: 26)

» **Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Energy,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics





Center of Commerce for the Americas

Brexit got you down? Taxes too high? Is your company tangled up in bureaucratic red tape? Looking for a young and bilingual (English/Spanish) workforce? The Borderplex Community is well-positioned to help grow your business.


The Borderplex region is a safe, pro-growth, business-friendly community with low taxes and attractive government incentives for business. The Borderplex region, which includes three states and two countries, (El Paso, Texas; Cd. Juárez, Mexico; and Las Cruces, N.M.) is the gateway for trade in the Americas.


The region has a metropolitan population of more than 2.5 million people. The median age of our workforce 31 years. Our workforce boasts one of the largest U.S. military communities in the world, with more than 80,000 military veterans living in the region. The cost of doing business in our region is 20 percent below the U.S. national average. Moreover, our region is strategically located for direct access to Mexico and Latin American markets.


List of European companies that have already invested		
Name	Industry	No. of Employees
Electrolux (Switzerland)	Home Appliances	4,800
Bosch Automotive Systems (Germany)	Sensor Components	4,180
Mahle (Germany)	Compressors	4,000
AL Lighting (Italy)	Automotive Lighting	3,500
Mahle (Germany)	Autoparts	2,300

COMMUNITY PROFILE

**Contact**  
Marcos Delgado  
Executive Vice President  
mdelgado@borderplexalliance.org  
+1-915-298-1000

**Population**  
2,525,208  
Cd. Juarez: 1,462,133  
El Paso: 845,553  
Las Cruces: 217,522  
(2018)

**GDP per Capita**  
\$22,361  
Cd. Juarez: \$ 8,472  
El Paso: \$ 29,985  
Las Cruces: \$ 28,627  
(2017)

**Workforce**  
832,482  
Cd. Juarez: 457,152  
El Paso: 304,900  
Las Cruces: 70,430  
(2018)

**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Defense/Security,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics



Victoria, Texas: Meeting Your Needs, Exceeding Your Expectations


The Victoria, Texas region is supremely equipped to put you in reach of the world's market with the presence of a shallow draft barge port, a deep water port, three Class I railroads, a commercial airport, and an interstate-quality highway US Hwy 59; the designated I-69 super-highway. Victoria Texas is the industrial, educational and cultural hub of a seven county region.

Victoria's premier location in the geographic center of Houston, Austin, San Antonio, and Corpus Christi places us within a 2 hour drive of four of the fastest growing metro areas in the nation and more than 6 million people.

A strong core industry cluster of manufacturing and petro-chemical operations fortifies Victoria's vibrant and diverse economy. Qualified, shovel-ready sites and significant community investments in work-force development make Victoria, Texas an optimum location for your business.

List of European companies that have already invested		
Name	Industry	No. of Employees
INEOS Nitriles (United Kingdom)	Petrochemical manufacturing	131
LyondellBasell (Netherlands)	Petrochemical manufacturing	100
ALDI (Germany)	Retail grocery	10
Hansa-Flex USA (Germany)	Hydraulics manufacturing	9

COMMUNITY PROFILE

**Contact**  
Dale Fowler, CECD  
President  
dalefowler@victoriaaedc.com  
+1-361-485-3190

**Population**  
197,177

**GDP per Capita**  
\$52,530

**Workforce**  
94,765

**Focus Industries**  
Advanced Manufacturing,  
Automotive,  
Aviation/Aerospace,  
Chemicals/Plastics/Advanced  
Materials,  
Energy,  
Fabrication



Greater Waco Chamber

Waco “the next great city in Texas” is the state’s fastest growing region. Just 1.5 hours from both Dallas and Austin, Waco is within 3 hours of 80% of Texas’ population. Waco is a vibrant, growing community with diverse industries, including manufacturing, distribution, aerospace, and professional service and robust infrastructure. Our regional labor force of 300,000+ and college student pipeline of 75,000+ provide the skilled talent needed by employers.

List of European companies that have already invested		
Name	Industry	No. of Employees
Allergan (Ireland)	Pharmaceuticals	650
Time Manufacturing (Ireland)	Aerial Lift Manufacturing	430
Ferguson Enterprises (United Kingdom)	Pipes and Machining	132
Manitou Americas (France)	Construction Machines and Site Equipment	126
Polyglass USA — Mapai Group (Spain)	Insulation and Coating	25

COMMUNITY PROFILE

» **Contact**  
Kristina Collins  
Sr. Vice President,  
Economic Development  
kcollins@waco-chamber.com  
+1-254-757-5635

» **Population**  
248,505 (Waco MSA)  
737,400 (Region)

» **GDP per Capita**  
\$47,828

» **Workforce**  
121,000 (Waco MSA)  
324,000 (Region)

» **Focus Industries**  
Advanced Manufacturing,  
Aviation/Aerospace,  
Defense/Security,  
Warehousing/Distribution/Logistics



The Weslaco EDC will work diligently to provide new and existing businesses with all the necessary tools and resources to grow and thrive in Weslaco, The Rio Grande Valley and each respective business market.

COMMUNITY PROFILE

» **Contact**  
Marie McDermott  
Executive Director  
MMcDermott@weslacoedc.com  
+1-956-969-0838

» **Population**  
41,766  
1,350,158 (4 County Region)

» **GDP per Capita**  
\$22,326

» **Workforce**  
15,867

» **Focus Industries**  
Agriculture/Agri-Tech/Agribusiness,  
Aviation/Aerospace,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics



# State of VIRGINIA



## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Defense/Security,  
Energy,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

## Brunswick County

brunswickco.com



## The Location of Choice

Economic Development is one of Brunswick County's highest priorities. Our business-friendly philosophy is evident in our streamlined approval processes, low tax rates, great incentives, and direct, hands-on support.

When you locate in Brunswick County, you'll be within a day's drive to many major cities and have interstate and primary highway access. The Port of Virginia, our gateway for domestic and international trade, is within a two-hour drive. You'll also be strategically located between Richmond, Virginia, and Raleigh, North Carolina.

Our commitment to business has made Brunswick County the Gold Standard for business, leisure, family and education. Contact us today to arrange a visit!

## COMMUNITY PROFILE



### Contact

Carthan Currin  
Director of Economic Development  
ccurrin@brunswickco.com  
+1-434-848-8200, ext. -253



### Population

16,384 (County)



### GDP per Capita

\$16,734 (Brunswick County)



### Focus Industries

Agriculture/Agri-Tech/Agribusiness,  
Defense/Security,  
Energy,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Warehousing/Distribution/Logistics

Halifax County

halifaxvirginia.com



Halifax County, Virginia is ideally positioned to help foreign companies expand their operations to the United States. Globally we are positioned on east coast, mid-Atlantic region and therefore able to do business with Europe and the U. K. during the same business day. Our extensive, well-kept and high-speed highway system puts Halifax just 3 hours' drive from Washington, D. C. and the U.S. Defense industry's headquarters; less than 10 hours' drive of 60% of the U.S. population and its largest markets and suppliers; just 2 ½ hours' drive west of and on the same highway as the Port of Virginia – the east coast's deepest natural seaport and full intermodal facility; and a 1½ hours' drive of three international airports including daily direct flights to London and Paris.

Halifax, VA has build-ready sites, graded and appointed with robust and affordable power, water, sewer, natural gas and data. The southern woodlands and agricultural lands allow us to support strong wood products and value-added ag-processing.

List of European companies that have already invested		
Name	Industry	No. of Employees
ABB (Switzerland)	Electrical Gear	400
Bohler Uddeholm (Austria)	Specialty Metals	40
BHK (Germany)	Wood Products	35

COMMUNITY PROFILE

Contact  
Brian Brown  
Executive Director  
bbrown@halifaxvirginia.com  
+1-434-572-1734, ext.-101

Population  
36,056

GDP per Capita  
\$30,578

Workforce  
15,500 (Local Workforce)  
129,150 (Regional Workforce)

Focus Industries  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Automotive,  
Aviation/Aerospace,  
Data/IT,  
Healthcare/Medical Devices/  
Life Sciences/Pharma

Hampton Roads

State Founding Member Virginia  
hreda.com



Located in the mid-Atlantic, the Hampton Roads Economic Development Alliance (the Alliance) represents 11 communities in the Virginia Beach-Norfolk-Newport News Metropolitan Statistical Area. Their mission is to attract, grow and retain high wage industries, talent and jobs. The Alliance serves as the region's single point of contact for corporate and site location consultant inquiries, seeking assistance with real estate site selection, data analysis, workforce development, educational resources, business services and more.

The region, often referred to as Hampton Roads, is located in the business-friendly Commonwealth of Virginia, approximately 300 kilometers from Washington, D.C. The region is home to The Port of Virginia, which features the best natural deep water harbor on the East Coast with its unobstructed, ice-free harbor and 50 feet deep channels.

List of European companies that have already invested		
Name	Industry	No. of Employees
Stihl Incorporated (Germany)	Manufacturer of outdoor power equipment	2,000+
Continental Automotive Systems, Inc. (Germany)	Manufacturer of automotive components	500+
Liebherr USA, Co. (Germany)	Manufacturer of mining trucks and construction equipment	500+
Massimo Zanetti Beverage USA (Luxembourg)	Processor of roast and ground coffee products	300+
INIT Innovations in Transportation, Inc. (Germany)	Integrated planning, dispatch, telematics and ticketing systems for buses and trains	50+

COMMUNITY PROFILE

Contact  
Amy N. Parkhurst  
Senior Vice President,  
Business Development  
aparkhurst@hreda.com  
+1-757-664-2631

Population  
1,725,000

GDP per Capita  
\$47,400

Workforce  
867,800

Focus Industries  
Advanced Manufacturing,  
Data/IT,  
Food/Beverage Processing,  
Warehousing/Distribution/Logistics





Prosper here.

In the Richmond Region, we benefit from thriving businesses, steady employment, affordable housing, well-funded arts and community organizations and more. Greater Richmond – consisting of the City of Richmond and counties of Chesterfield, Hanover and Henrico – is emerging as one of America’s most creative and livable regions. The Greater Richmond Partnership’s business services are provided to small and large international companies that require office, research, manufacturing and distribution buildings and/or sites.

The Partnership serves as a single point of contact to the network of private sector and government professionals serving Central Virginia. It is well-equipped to guide your business through the steps necessary to establish your U.S. presence in the Richmond Region.

List of European companies that have already invested		
Name	Industry	No. of Employees
Allianz Global Partners (Germany)	Insurance	750
T-Mobile (Germany)	IT	500
Rolls-Royce (UK)	Advanced Manufacturing	300
Evonik Corp. (Germany)	Specialty Chemicals	180
ERNI Electronics, Inc. (Swiss)	Advanced Manufacturing	130

COMMUNITY PROFILE

» **Contact**  
Olga Molnar  
Vice President, Global Investment  
omolnar@grpva.com  
+1-804-615-8270

 **Population**  
1,3 million

 **GDP per Capita**  
\$54,611

 **Workforce**  
680,912 (Median Age: 38)

 **Focus Industries**  
Advanced Manufacturing,  
Chemicals/Pharma,  
Data/IT,  
Fabrication,  
Food/Beverage Processing,  
Healthcare/Medical Device,  
Warehousing/Distribution/Logistics



Where innovation takes flight

Drug discovery, radar technology, and injury biomechanics are just a few of the research developments happening every day at the University of Virginia Research Park.

By providing state-of-the-art facilities and working in tandem with the University of Virginia, local economic development partnerships, and the region’s top employers, the UVA Research Park serves as a catalyst for the creation and enhancement of research and business collaboration for the economic and societal benefit of the Commonwealth of Virginia, the Central Virginia region, and the nation.

A 253-acre site at the UVA Research Park is certified by the Commonwealth of Virginia as infrastructure ready through the Virginia Business Ready Sites Program. All infrastructure on the site is in place and all permit issues have been identified and quantified.

List of European companies that have already invested		
Name	Industry	No. of Employees
Siemens (Germany)	Advanced Manufacturing (Ceramics)	72
Klöckner Pentaplast (Germany)	Pharmaceutical Packaging and Prototyping	30

COMMUNITY PROFILE

» **Contact**  
Deborah van Eersel  
Chief Administrative Officer  
& Director of Marketing  
dvaneersel@uvafoundation.com  
+1-434-924-0696

 **Population**  
344,758 (Central Virginia)

 **GDP per Capita**  
\$52,645 (Central Virginia)

 **Workforce**  
179,005 (Central Virginia)

 **Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Data/IT,  
Defense/Security,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma





Love Where You Are

Virginia's Growth Alliance (VGA), in south-central Virginia, is located in the southern Piedmont region of the Commonwealth, midway between the state capitol of Richmond and the Raleigh/Durham, North Carolina metropolitan areas with easy access to Washington, DC. Boasting a superior transportation system that provides superior connectivity to major road networks, ports and air services; any market is within easy reach. VGA's location in the mid-Atlantic region affords European companies the opportunity to do business during the same working day.

With vast woodlands, abundant mineral resources, a plentiful water supply, and easy accessibility to 75% of the North American population within a two-days drive, VGA offers extensive economic development opportunities. Redundant fiber-optic broadband networks crisscross the region and support world-class technology companies such as HP and Microsoft.

COMMUNITY PROFILE

»

Contact

Jeff Reed

Executive Director

jeff@vagrowth.com

+1-434-265-2382

👤👤

Population

160,250 (Regional)

🏠💰

GDP per Capita

\$31,139

👤👤👤

Workforce

69,739

534,544 (Extended)

🏭

Focus Industries

Advanced Manufacturing,

Agriculture/Agri-Tech/Agribusiness,

Automotive,

Aviation/Aerospace,

Data/IT,

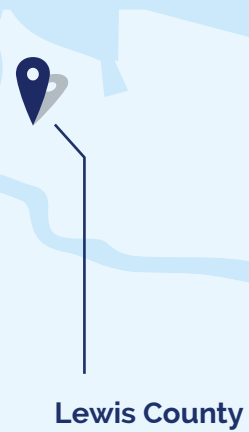
Healthcare/Medical Devices/

Life Sciences/Pharma,

Warehousing/Distribution/Logistics



# State of WASHINGTON



## Industries

Advanced Manufacturing,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics

## Lewis County

State Founding Member Washington

lewisdc.com



**Matt Matayoshi**  
Executive Director



**Eric Sonnenberg**  
Manager Business  
Recruitment and  
Retention



Lewis County's economy has historically been based on natural resources, especially forest products, which continue to play a major local component. Recently however our community has begun to diversify into other types of industries. Now we represent diverse sectors of the economy including energy production, manufacturing, and distribution. The community is supportive of the new industry and continued diversification of business.

## COMMUNITY PROFILE



**Contact**  
Matt Matayoshi  
Executive Director  
matt@lewisdc.com  
+1-360-748-0114



**Population**  
77,142



**Workforce**  
37,607



**Focus Industries**  
Advanced Manufacturing,  
Energy,  
Fabrication,  
Food/Beverage Processing,  
Transportation,  
Warehousing/Distribution/Logistics

# State of WEST VIRGINIA



New River Gorge Regional  
Development Authority

## Industries

Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics

**New River Gorge Regional  
Development Authority**  
State Founding Member West Virginia  
NRGRDA.org • choosenrg.com



## Connecting regional businesses with the resources they need to thrive.

The NRGRDA stimulates the regional economy through business expansion and retention efforts, provides an extensive portfolio of financial services, manages sites and buildings, and provides technical assistance to regional entrepreneurs.

## COMMUNITY PROFILE



**Contact**  
Joseph Brouse  
Executive Director  
JBrouse@NRGRDA.org  
+1-304-254-8115



**Population**  
156,015 (Raleigh, Fayette, Summers  
and Nicholas counties)



**GDP per Capita**  
\$36,244 (2016, for the State of WV;  
saw the 2nd highest growth in 2017)



**Workforce**  
62,200



**Focus Industries**  
Advanced Manufacturing,  
Agriculture/Agri-Tech/Agribusiness,  
Food/Beverage Processing,  
Healthcare/Medical Devices/  
Life Sciences/Pharma,  
Transportation,  
Warehousing/Distribution/Logistics



# State of WYOMING



**Economic Development  
Organization for Cheyenne  
and Laramie County**

## Industries

Agriculture,  
Aviation/Aerospace,  
Data/IT,  
Defense/Homeland/Security,  
Energy,  
Fabrication,  
Healthcare/Medical Device  
Warehousing/Distribution/Logistics

## Economic Development Organization for Cheyenne and Laramie County

State Founding Member Wyoming

 cheyenneleads.org



## We're Here to Help You Succeed

Cheyenne LEADS is the official source of economic development information for Cheyenne, Wyoming. We are more than our Western heritage, we are new technology and business opportunity at the base of the Rocky Mountains. Cheyenne is located near the center of the USA at the crossroads of key transportation routes. The east-west highway (Interstate 80) connects San Francisco to New York, and the north-south highway (Interstate 25) connects Cheyenne to Mexico via Denver, Santa Fe and Albuquerque. There are also two Class I railroads (BNSF and Union Pacific), and we are just 90 minutes away from Denver International Airport. Cheyenne is an attractive location with everything a company needs: five business parks, an average commute of 14 minutes and workforce training grants of up to \$4,000 matched dollars per employee for new positions. In fact, two of the business parks are owned by Cheyenne LEADS with 527 available build-ready acres in 41 parcels ranging in size from 3 to 60 acres. Moreover, Wyoming is consistently ranked #1 by the Tax Foundation's State Business Tax Climate Index due to our favorable tax model.

Wyoming offers: 1) No state corporate or individual income tax. 2) No inventory tax. 3) No sales tax on manufacturing equipment. 4) No sales tax on electricity and gas used in the manufacturing process. 6) Low sales tax (4% state + 2% county). In addition to our ability to meet business needs, Cheyenne's quality of life is what most people hope for. Above all else, Cheyenne LEADS is here for you. Cheyenne LEADS will provide dedicated staff from its Business Development team who will help you obtain permits and get approvals issued. In addition, LEADS staff will continue to support you through any potential grant projects, including grant submittal and administration, as well as support through construction of any grant funded projects, all at no cost to you.

## COMMUNITY PROFILE



### Contact

Randy Bruns  
CEO  
rbruns@cheyenneleads.org  
+1-307-638-6000



### Population

98,782 (County)



### Workforce

52,315 (County)  
161,798 (60 mile radius)



### Focus Industries

Agriculture,  
Aviation/Aerospace,  
Data/IT,  
Defense/Homeland/Security,  
Energy,  
Fabrication,  
Healthcare/Medical Device  
Warehousing/Distribution/Logistics

Latest Members of the  
TBIC Network

TN

Tennessee  
Community Member



**GREATER MEMPHIS CHAMBER**

Greater Memphis Chamber  
Tennessee

[memphischamber.com](http://memphischamber.com)

Eric K. Miller  
Senior Vice President Economic Development

[emiller@memphischamber.com](mailto:emiller@memphischamber.com)

+1-901-543-3516

VA

Virginia  
Community Member



**DANVILLE CITY  
PITTSYLVANIA COUNTY  
VIRGINIA**

City of Danville, Virginia - Office of  
Economic Development

[discoverdanville.com](http://discoverdanville.com)

Telly D. Tucker  
Director of Economic Development

[telly.tucker@discoverdanville.com](mailto:telly.tucker@discoverdanville.com)

+1-434-793-1753

Corporate Member



T.W. Frierson Contractor

[twfrierson.com](http://twfrierson.com)

Tom Gregory  
Director of Business Development

[tgregory@twfrierson.com](mailto:tgregory@twfrierson.com)

+1-615-367-1333



# TBIC CORPORATE MEMBERS



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**TBIC Corporate Members** support the TBIC team and European companies with their specialized know-how and network. They provide valuable experience in helping European companies to successfully expand to the United States.

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## Corporate Member AEP

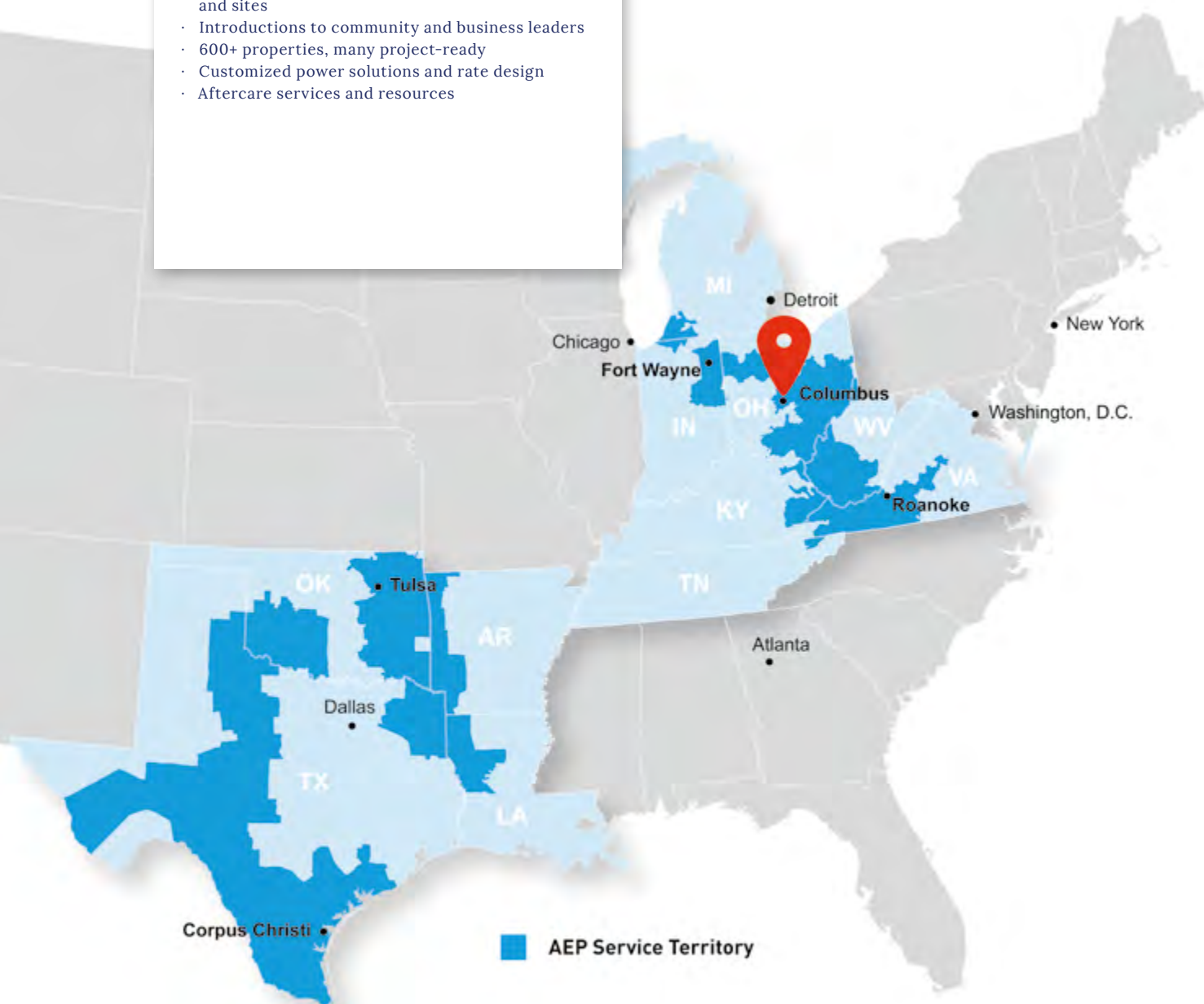


Headquarters  
Columbus, OH

### Core Services

- Confidential and complimentary site selection services
- Strategic research and analysis on communities and sites
- Introductions to community and business leaders
- 600+ properties, many project-ready
- Customized power solutions and rate design
- Aftercare services and resources

# SIMPLIFY SITE SELECTION



## ► AEP Economic and Business Development ◀

As part of American Electric Power (AEP) – one of the largest utilities in the U.S. – AEP Economic and Business Development is your single source for comprehensive relocation or expansion services.

Our team of economic development experts, combined with our unmatched 11-state geographic footprint, makes us an ideal location advisory partner. From site selection to energy planning to ongoing operations support, we manage every step of the process to help businesses find the right location for their facilities.

We offer best-in-class research, access to over 2,400 communities, 600+ sites and properties, including dozens of project-ready industrial, data center and food processing certified sites, and access to the fastest growing shale plays in the U.S.

### COMPANY PROFILE



Web  
aeped.com



Emily J. Tucker  
Global Business Attraction Manager  
ejtucker@aep.com  
+1-614-716-1273



### Customer References

Ardagh Group  
Benetel Steel/Tube  
Sofidel  
Toyota  
Volvo



AEP Head-  
quarters  
located in  
Columbus,  
OH.



Corporate Member  
CLAYCO

 Silver Sponsor

 Headquarters  
Chicago, IL

Core Services

- Build to Suit Development
- Construction Management
- Design-Build Construction
- EPCM – Engineering, Procurement
- NNN Lease Construction
- Real Estate Development and Financing
- Site Selection



CLAYCO

THE ART & SCIENCE OF BUILDING

» The Art and Science  
of Building ◀

Clayco is a full-service, turnkey real estate development, master planning, architecture, engineering and construction firm that delivers clients around the world the highest quality solutions on time, on budget, and above and beyond expectations.


With \$2.68 Billion in review for 2018, Clayco specializes in the “art and science of building,” providing fast track, efficient solutions globally for commercial, institutional and residential related building projects.

We have nationwide reach and reputation, with offices in Chicago, St. Louis, Greenville, and Atlanta and we break ground across each of the business units we serve, including: institutional, commercial, industrial and residential/hospitality.

COMPANY PROFILE

 Web  
claycorp.com

» Contact  
Michael Brooks  
Director of Economic Development,  
Industrial Business Unit  
brooksm@claycorp.com  
+1-864-901-8278

 Customer References  
Amazon  
Caterpillar  
Dollar General  
Nissan  
Nokian Tyres  
SKF  
Toray  
3M



Main Project Image Nokian Tyres  
A SKF  
B Rockwool Manufacturing Facility  
C Gestamp Production Facility



# Corporate Member ENTERGY MISSISSIPPI

 Silver Sponsor

 **Headquarters**  
Jackson, MS

## Core Services

- Site & Building Screening
- Research and Technical Assistance
- Incentives
- Site Visit
- Sample Electric Bills
- Coordination Between State and Local Officials



**BUSINESS  
DEVELOPMENT**  
MISSISSIPPI

## » We Power Life «

### ENTERGY BUSINESS DEVELOPMENT: MISSISSIPPI

Entergy Mississippi, Inc. is an investor-owned utility that provides electricity to 449,000 residential and business customers.

While primarily a provider of electricity, our business development team provides a full range of site selection services to help find you the right location.

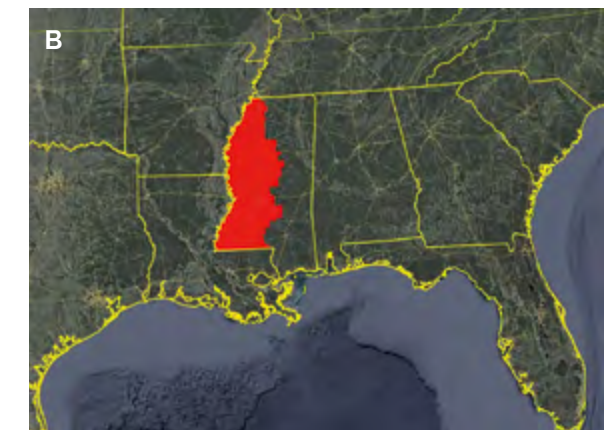
From your initial site or building search to your beginning of operation, we can help every step of the way. With affiliate companies in Louisiana, Arkansas, and Texas, we'll help you find the optimal location. All services are free of charge and confidential.

### COMPANY PROFILE

 **Web**  
[goentergy.com](http://goentergy.com)

 **Contact**  
Ed Gardner, Jr.  
Director of Economic Development  
[egardn1@entergy.com](mailto:egardn1@entergy.com)  
+1-601-969-2470

 **Customer References**  
ABB  
Continental Tire  
Delphi  
Faurecia  
Nissan North America  
Siemens  
ThyssenKrupp



**A** Entergy Lineman  
**B** Entergy Mississippi Service Territory



## Corporate Member GRAY

 Silver Sponsor

 Headquarters  
Lexington, KY

### Core Services

- Master planning and logistics
- Site analysis
- Environmental permitting
- Process and production systems
- Pre-construction management
- Project and site management
- Facility architecture and engineering
- Facility startup
- LEED certification
- Equipment procurement and installation

## » Engineering, Architecture, Construction «

Gray Construction is a nationally ranked, design-build and EPCM firm with over 60 years of experience with customers from around the globe.

Gray provides engineering, architecture and construction management services throughout the U.S. and Canada to the following markets: manufacturing, automotive, distribution, food and beverage, data center/mission critical and commercial facility construction.

As a trusted, collaborative partner, Gray has completed over 30 million s.f. for European customers across the U.S.

With a deep understanding of European customs, the global marketplace, international trade and regulations, our team is well-equipped to meet the highest standards of excellence.

### COMPANY PROFILE

 Web  
gray.com



### Contact

Werner Beermann, Dipl. Ing.  
Senior Manager, European Business  
Development  
wbeermann@gray.com  
+1-859-281-5000



### Customer References

BMW AG  
Mercedes-Benz  
Siemens AG  
Thyssenkrupp AG  
Volkswagen  
ZF Friedrichshafen AG  
Michelin  
Nestlé S.A.  
Ikea



**Main Project Image** Volvo Car US Operations Inc., Ridgeville, SC  
**A** Fritz Winter North America LP, Franklin, KY  
**B** Sofidel America Corp., Circleville, OH  
**C** MöllerTech USA, LLC, Woodstock, AL



## Corporate Member MISSISSIPPI POWER

 Silver Sponsor

 Headquarters  
Gulfport, MS

### Core Services

· Investor-owned electric utility



## » Mississippi Power «

Mississippi Power is committed to providing clean, safe, affordable and reliable electricity to the 23 counties in Southeast Mississippi.

Founded in 1924, Mississippi Power is a member of Southern Company, the second largest energy company in the United States.

Mississippi Power's Economic Development department is a full service economic development organization that serves as a one-stop resource for economic development in Mississippi.

Our seasoned team of professionals bring a wealth of engineering, legal, military and international affairs expertise.

With extensive market experience, critical contacts, knowledge of available and ready now sites, Mississippi Power's team can assist with making the right connections to make the process seamless.

### COMPANY PROFILE

 Web  
mississippipowerED.com

 Contact  
Steven B. Dick  
Economic Development Manager  
SBDICK@southernco.com  
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 Customer References  
Aerojet Rocketdyne  
Lockheed Martin  
Northrup Grumman  
PG Technologies  
Raytheon  
Rolls Royce  
Zodiac



**Main Project Image**  
The Rolls Royce Trent 1000 ALPS, Stennis Space Center



## Corporate Member TVA

 Silver Sponsor

 Headquarters  
Knoxville, TN

### Core Services

- Site Selection Services
- Incentives
- Research and Technical Assistance



## » Tennessee Valley Authority ◀

The Tennessee Valley Authority (TVA) is a corporate agency of the United States that provides electricity for business customers and local power companies serving nearly 10 million people in parts of seven southeastern states.

TVA's mission is to serve the people of the Valley territory, through providing reliable, low-cost power in an environmentally sustainable manner, and through economic development.

TVA Economic Development works to attract new business and investment, engage with existing industry and customers, and serve through partnership to help foster economic growth.

### COMPANY PROFILE

 Web  
tvasites.com

 Contact  
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 Customer References  
Airbus Helicopters  
BAE  
Beretta  
Gestamp  
Nokian Tyres  
VanHool  
Volkswagen  
Wacker Chemie



A Renewable Energy  
B TVA Service Area  
C TVA Complex – Chattanooga, TN



## Corporate Member YER USA

 Silver Sponsor

 Headquarters  
Atlanta, GA

### Core Services

- Director & Executive Level Recruitment
- C-Level Executives Recruitment
- Professional Level/Mid Management Recruitment

# YER

## » Global Reach. Personal Touch. «

Founded in 1987, YER is an international recruitment agency with offices in the United States and Europe. YER finds high-quality candidates with bachelors and advanced degrees to fill permanent and temporary positions at mid-to senior levels.

YER-USA, Inc., was established in 2007 as a result of international expansion and through existing partnerships with global clients. From our offices in Atlanta, New York and Chicago, we cover the entire continental United States, as well as Canada and Mexico.

Our team of experienced consultants is uniquely positioned to help our European clients with the right candidates in the NAFTA region.

### COMPANY PROFILE

 Web  
yer-usa.com

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 Customer References  
Hilti  
Hoffman Group  
Putzmeister  
Rana  
Sidel  
Vanderlande





# Corporate Member ABATADAH GROUP

 **Bronze Sponsor**

 **Headquarters Abat**  
Corporate HQ: Bremen (Germany)  
U.S. HQ: Birmingham, AL

**Headquarters Adah**  
Birmingham, AL

## Core Services Abat

- SAP Consulting and Development for Automotive, Discrete Manufacturing, and Logistics Sectors
- Process Optimization with SAP solutions
- Application Management Services for SAP, both Nearshore and Offshore

## Core Services Adah

- Owners Representative/Project Management for Greenfield & Brownfield Construction
- Production Planning
- Quality Control
- Logistics & Supply Chain Management
- Machine and Equipment Logistics and Project Management
- Operations Rollout and Improvement Task Force
- Talent Development and Training



## Abat

### ➤ SAP Consulting and Development ◀

abat is an international SAP service provider and product supplier with over 600 employees globally. abat is an SAP Gold Partner, with SAP Recognized Expertise in Automotive, Consumer Products, Supply Chain Management, and Travel and Transportation.

Founded in 1998, abat has worldwide offices in Germany, the United States, Mexico, and Belarus. Our primary focus is on your satisfaction and the satisfaction of our employees. abat provides more than just professional competence, which is particularly important for complex SAP implementations or the integration of SAP into existing systems. We emphasize constructive dialog with our customers, with a special focus on your sector and the associated special requirements.

abat's primary focus is on the automotive, discrete manufacturing, and logistics sectors. We consult in all phases of IT service management: IT orientation, business processes, development, implementation and maintenance of standard solutions.


## Adah

### ➤ International Industrial Intelligence ◀

Adah International, Inc. is an industrial engineering and project management company with over 30 years' experience supporting both government and industry in Europe and the Americas. Adah International accomplishes the extensive, outlying needs of its customers, allowing them to concentrate more on their core products and services. Our experience, along with our extensive network of clients and multipliers, are the hallmarks of our success.

Adah specializes in Complete Project Management for the overall planning, coordination, and management of a project from beginning to completion.

## COMPANY PROFILE

 **Web**  
[abat.de/abatus](http://abat.de/abatus), [adahinternational.com](http://adahinternational.com)

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 **Customer References Abat**  
Bocar Group, Daimler AG,  
Mercedes Benz US International,  
Beko, Rivian Automotive Inc,  
Rhenus SE & Co. KG, Nobilia-Werke  
J. Stickling GmbH & Co. KG, tesa SE,  
NuArx Inc, BMW AG,  
Volkswagen Group  
**Customer References Adah**  
BLG Logistics Group AG & Co. KG,  
Christof Industries GmbH, Valeo SA,  
Brose Fahrzeugteile GmbH & Co. KG,  
The Schnellecke Group, AM General  
Corporation, State of Bremen/  
Germany, City of Birmingham





# Corporate Member H&M COMPANY, INC.

 **Bronze Sponsor**

 **Headquarters**  
Jackson, TN

## Core Services

- Site Selection and Analysis
- In-house Full Service Architecture & Engineering
- Pre-construction Services
- Construction Services
- Self-perform Capabilities
- Equipment Relocation/Installation
- Project Financing
- Build-to-Suit Lease



## » Our mission is to help our customers achieve success. ◀

H&M Company, Inc. is a national full-service engineering, construction and real estate development firm offering a full range of Plan-Design-Build services for projects throughout North America. We were founded in 1957 near Jackson, Tennessee, and we're still headquartered there today.

Throughout our 62 years in business, H&M has continually improved and expanded our capabilities to meet our customers' ever-changing needs.

While achieving significant growth in our customer base and revenues our mission remains the same: To Help Our Customers Achieve Success.

## COMPANY PROFILE

 **Web**  
hmcompany.com

 **Contact**  
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rcook@hmcompany.com  
+1-731-660-3091

 **Customer References**  
Adidas  
Bilstein  
BSH Home Appliances  
Europipe  
FLSmidth  
Heidelberg Cement  
Krupp Polysius



**Main Project Image** FLSmidth/Ash Grove Cement in Midlothian, TX

**A** Adidas – Spartanburg, SC

**B** Bilstein – Bowling Green, KY



Corporate Member  
JESCO

 Bronze Sponsor

 Headquarters  
Tupelo, MS

Core Services

- Design-Build
- General Construction
- Mechanical
- Electrical
- Plumbing
- Concrete
- Steel Erection
- Steel Fabrication
- Equipment Install
- Plant Relocation
- Millwright
- Plant Maintenance
- Bulk Storage Systems
- Building Controls and Automation



➤ 76 Years Focused on Constructing  
Manufacturing Facilities with  
Safety, Commitment, Passion and  
Integrity. ◀


JESCO Construction is a design-build firm that provides Engineering Services, Construction, Mechanical-Electrical, Steel Fabrication, Equipment Installation, Industrial Services, and Millwright to form a fully integrated construction company. We can take your project from concept – to design – to construction – to start-up and testing.

With the combined creative talents and technical expertise of craftsmen from diverse segments of the construction and engineering fields, JESCO delivers on its commitments. Project after project for 76 years JESCO has designed, built, and started-up manufacturing projects to the full satisfaction of our customers' time and budget constraints.

COMPANY PROFILE

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jescoinc.net

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 **Customer References**  
Airbus  
Grammer  
Mercedes-Benz  
MAAS  
Shultz  
Volvo



**Main Project Image**  
Volvo Cars America Assembly Plant outside Charleston, South Carolina

- A Mercedes Benz Sprinter Van assembly plant
- B Grammer manufacturing plant
- C Airbus Helicopter assembly plant
- D MAAS Airplane paint hanger



Corporate Member

# STANDRIDGE LOGISTICS & CONSULTING

 Bronze Sponsor

 Headquarters  
Birmingham, AL

**Core Services**

- Dedicated Trucking
- Expedited Trucking
- Air Charters
- International Air
- International Ocean
- Warehousing
- Contract Logistics
- Consulting



## » Simply Call Standridge Logistics «

**We are the solution provider for ALL your logistics needs!**

Any successful business will acknowledge the crucial importance of effectively organized logistics. They understand that implementing seamless logistics is a key element in keeping pace with customer demands and outperforming competitors. Standridge Logistics & Consulting is a Certified Veteran Owned Third-Party Logistics (3PL) Company (certified by CVE and NVBDC).

Our fleet of 300+ dedicated trucks are located at several terminals in the U.S. The STANDRIDGE difference means that we truly want to partner with our clients to help them save time, save money, and save headaches!

Since 2000 we are doing business in the United States, Mexico, Canada, Germany and several other countries in Europe as well as in China and the Philippines and several other countries in Asia. Standridge Logistics & Consulting provides dedicated and expedited trucking, domestic and international air, ocean freight, warehousing and consulting services. Contact us – we do more than just listen!

**COMPANY PROFILE**

 Web  
SIMPLYSTANDRIDGE.com

 **Contact**  
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 **Customer References**  
AGC  
Bolta  
Boysen  
Daimler AG  
Kamtek  
Mercedes-Benz US International (MBUSI)  
Purico Group  
SMP Automotive Systems  
Truck&Wheel  
Voestalpine  
kwk Automotive



**Title Image** Ocean Transportation  
**A** Ground Transportation  
**B** Steve Standridge  
**C** Warehousing  
**D** Air Transportation



# Corporate Member ELECTRICITIES OF NORTH CAROLINA

 Corporate Member

 Headquarters  
Raleigh, NC

## Core Services

ElectriCities provides many of the administrative services needed by municipally owned electric utilities, including:

- Training Programs
- Consolidated Services
- Budgeting/Forecasting
- Legislative and Regulatory Affairs
- Corporate Communications
- Economic Development and Industrial/Commercial Services
- Renewable Energy and Energy Efficiency
- Technology Services and Information Management



The energy behind public power

## » The energy behind public power ◀


ElectriCities is the energy behind public power. For more than 50 years, ElectriCities has helped North Carolina public power communities provide safe, reliable and affordable power to their customers.

ElectriCities serves more than 1.2 million people in North Carolina public power communities, including 32 members of the N.C. Eastern Municipal Agency (NCEMPA) and 19 members of N.C. Municipal Power Agency #1 (NCMPA1).

### COMPANY PROFILE

 Web  
electricities.com

 Contact  
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Manager, Economic Development  
bdaniels@electricities.org  
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 Customer References  
ElectriCities is proud to count 67 member cities in North Carolina.





# Corporate Member JMWILLIAMS

 Corporate Member

 Headquarters  
Marietta, GA

## Core Services

- Design-Build
- Site analysis
- General Construction
- Pre-construction management
- Construction management
- Concrete



**JMWILLIAMS**  
CONTRACTORS

## » People Before Plans «

JMWilliams Contractors is a general contractor that focuses on industrial construction projects in the Southeastern United States.


Since 2001, our clients have hired us for our leadership and industry know-how that creates an exceptional building experience and product. We understand that before a pen has been put to a plan, you've already invested a lot and want a partner who understands your needs, requirements, and expectations.

Our team has many years of experience in industrial construction and knows what it takes to run a quality job. From manufacturing to production to warehouse construction, our experience and expertise enable us to consistently serve our clients by creating state-of-the-art facilities. At JMWilliams Industrial, we give you peace of mind and build you a great building.

## COMPANY PROFILE

 Web  
jmwiliamscontractors.com

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 Customer References  
Advanced Digital Cable  
Blickle/Blickle USA  
Ernie Green Ind.  
Irving Consumer Products  
Jefferson Southern Corp.  
Kason Ind.  
NIFCO  
Piolax Corp. USA  
Vanguard Trailers



**Main Project Image**  
Vanguard Trailers – Trenton, GA  
**A** Vanguard Trailers – Trenton, GA  
**B** Blickle USA – Newnan, GA  
**C** Ernie Green Ind. – Austell, GA  
**D** Piolax Corp. USA – Canton, GA



# Corporate Member KENTUCKY'S TOUCHSTONE ENERGY COOPERATIVES



Corporate Member



Headquarters  
Winchester, KY

## Core Services

- Safe Reliable Electricity
- Renewable Electricity
- Infrastructure
- Economic Development
- Site Development
- Site Selection Assistance
- Financing

## Kentucky's Touchstone Energy® Cooperatives



## » Data Is Power ... We Supply Both ◀

Kentucky's Touchstone Energy Cooperatives provide safe reliable electricity to over 2/3 of Kentucky's communities through a generation mix that includes coal; natural gas; hydro; landfill and solar.

In the world of economic development and site selection, we know "Data Is Power" in making business decisions.

We assist companies from around the world to make decisions on where to make their next investment. To help, we have created state-of-the-art tools including our award winning mobile app PowerMap with PowerVision drone flights which include digital terrain models as well as virtual buildings to demonstrate the real capabilities of some of the best industrial sites in the United States.

## COMPANY PROFILE



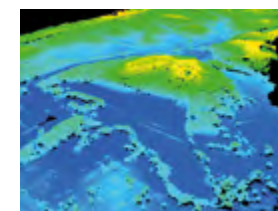
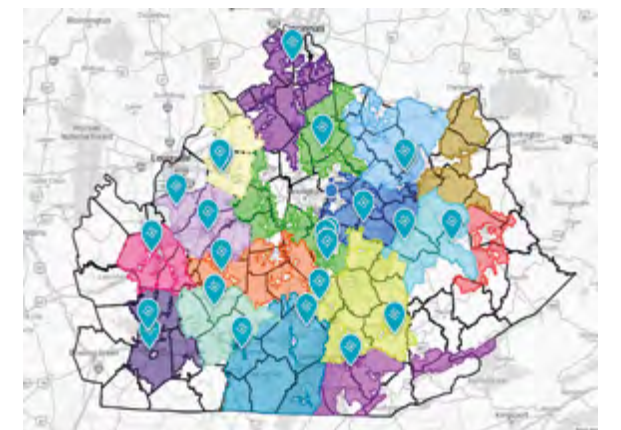
Web  
dataispower.org



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**Customer References**  
Bonfiglioli  
Mubea  
Safran





## Corporate Member PACIFIC GAS & ELECTRIC



Corporate Member



Headquarters  
San Francisco, CA

### Core Services

- Service area stretches from Eureka in the north to Bakersfield in the south, and from the Pacific Ocean in the west to the Sierra Nevada in the east.
- 106,681 circuit miles of electric distribution lines and 18,466 circuit miles of interconnected transmission lines.
- 42,141 miles of natural gas distribution pipelines and 6,438 miles of transmission pipelines.
- 2017 Power Mix: 33% Renewable, 0% Coal, 18% Large Hydro, 20% Natural Gas, 27% Nuclear, 2% Unspecified



Together, Building  
a Better California

### Pacific Gas & Electric Company

Pacific Gas and Electric Company, incorporated in California in 1905, is one of the largest combined natural gas and electric energy companies in the United States. Based in San Francisco, the company is a subsidiary of PG&E Corporation.

There are approximately 24,000 employees who carry out Pacific Gas and Electric Company's primary business—the transmission and delivery of energy. The company provides natural gas and electric service to approximately 16 million people throughout a 70,000-square-mile service area in northern and central California.

### COMPANY PROFILE



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[pge.com/economicdevelopment](http://pge.com/economicdevelopment)



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## Corporate Member THE AMERICAN DREAM – US VISA SERVICE



### Core Services

- Expertise in U.S. visas, work permits, and entry regulations
- Professional consulting & processing
- Personal assistance for corporate customers
- Safe & secure entry into the U.S.



## » Go with the Experts «

### Your Partner in Sending Employees to the U.S.

The American Dream – US Visa Service is Germany's largest full service agency specialized in U.S. visas including work permits, and entry regulations. Since 1996, the government licensed emigration consultants support medium-sized businesses as well as major corporations with branch offices in the United States throughout the entire visa application process. Together with your personal visa consultant you will establish which visa category works best for the purpose of the stay and finalize it step-by-step. Regardless of whether it is a business trip, employee transfer or work assignment abroad.

The service agency offers an extensive service matching your case. It allows direct processing with HR departments, employees, U.S. authorities, and business sites in the United States, reducing your workload to a minimum.

### COMPANY PROFILE



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**Customer References**  
Bertelsmann SE & Co. KGaA  
Carl Zeiss AG  
Drägerwerk AG & Co. KGaA  
Evonik Industries AG  
Grammer AG  
Linde AG  
Schuler Pressen GmbH  
ZF Friedrichshafen AG



- A Excellent visa approval rates
- B Individual visa consulting
- C Inspiring U.S. visa seminar
- D Long-standing experts

# TBIC ALLIANCE PARTNERS



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Our strategic **Alliance Partners** are selected organizations that share common interests with the TBIC. In close cooperation they support the TBIC team on various missions and help European companies enter the U.S. market.

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# Alliance Partners



## Advantage Austria

amcham.pl

With more than 100 offices in over 70 countries, ADVANTAGE AUSTRIA provides a variety of business development services for both Austrian companies and their international business partners.

Around 800 employees and 35 consultants around the world can assist you in locating Austrian suppliers and business partners. They organize about 1,200 events every year to bring business contacts together.

Other services provided by ADVANTAGE AUSTRIA offices range from introductions to Austrian companies looking for importers, distributors or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.



## American Chamber of Commerce Italy

amcham.it

The American Chamber of Commerce in Italy (AmCham), affiliated with the Chamber of Commerce in Washington D.C., is a private, non profit-making organization developing and promoting economic and cultural relations between the United States and Italy, to support and protect the interests of its associates' commercial activities between the two countries, and to disseminate information concerning AmCham's own activities amongst its members.



## American Chamber of Commerce in Poland

amcham.pl

Founded in 1990, the American Chamber of Commerce in Poland is the leading voice for international investors in Poland. It is composed of over 300 companies representing a wide range of sectors, and has significant American presence, including 80 of the 500 Fortune companies. Members share the will to build connections and develop the business market in Poland.

AmCham is an independent, non-profit business association, and is supported fully by its membership dues and sponsorship agreements. The organization is an accredited affiliate of the US Chamber of Commerce in Washington D.C. and AmChams in Europe network, which represents the interests of more than 17,000 companies, accounting for more than \$1.1 trillion in investment on both sides of the Atlantic.



## AMZ Saxony

amz-sachsen.de

Saxony is one of the 16 German States and home to several car and engine manufacturing plants. AMZ connects the actors in the local value chain of the car industry. The more than 100 members of the network represent the automotive supply chain in Saxony – from R & D facilities as well as 1<sup>st</sup> tier to 3<sup>rd</sup> tier suppliers, machine and tool manufacturers and vehicle manufacturers to industrial services.



## Italian Association of Foreign Trade (Aice)

aicebiz.com

Aice is a non-profit entrepreneurial association which, for 70 years, has been working to promote business relations between Italy and the rest of the world.

Aice represents Italian companies that are committed predominantly to commercial activities abroad: trading, export, import, countertrade, buying-offices, export management, small and medium enterprises, etc., as well as the services related to such activities.

Thanks to years of accrued experience and its consistently up-to-date organizational structure, Aice is a strategic gateway for foreign companies interested in either exporting their products to Italy, or importing Italian products.



SEDC

Southern Economic Development Council



## Niedersachsen Aviation

niedersachsen-aviation.com

Niedersachsen Aviation is the network for the promotion of aviation and aerospace industry in Northern Germany. It is their mission to enhance the competitiveness of the aerospace sector and provide support for business, research and institutions. Niedersachsen Aviation is the contact point to the aerospace community in Northern Germany and regularly brings together industry officials from Germany, Europe and the world. Niedersachsen is one of the German States and home to a major part of the German Airbus industry.



## Slovenian-American Business Association (SABA)

sloaba.com

The Slovenian-American Business Association (SABA) is an expanding business trade development organization based in Cleveland, Ohio. It is focused on building relationships, increasing sales, and promoting member businesses in the global markets with a particular emphasis on Slovenian and American bilateral trade. Using a variety of activities that include hosting targeted business events, facilitating business introductions, and providing educational opportunities, the objective is to strengthen global business growth for SABA members.



## Turkey-U.S. Business Council (TAİK)

taik.org.tr

The Turkey-U.S. Business Council (TAİK) is Turkey's oldest business council. Established in 1985, TAİK's mission is to enhance trade and investment relations between Turkey and the United States. TAİK operates under the umbrella of the Foreign Economic Relations Board of Turkey (DEİK). TAİK has a clear mission: to bolster trade and economic relations between Turkey and the United States. TAİK works with American and Turkish companies to bolster their strategic partnerships, and to promote Turkey's strengths as a destination for American investment.

TAİK is mandated to: Encourage business development and industrial cooperation between the U.S. and Turkey; Improve the conditions for bilateral trade, foreign direct investment and joint investments in other countries; Identify opportunities in key sectors for U.S. states and cities where opportunities exist for mutually beneficial business development; Promote Turkey's key business sectors in the U.S. and leading role in the region, enhancing awareness about the advantages of doing business with Turkey; Provide detailed analysis on bilateral trade, investment, industrial and technological cooperation.



You would like to **promote your business** or **Economic Development Organization** in the next TBIC Membership Directory?

**Place your advertisement here** and **increase your visibility** among top U.S. and European decision-makers of growing manufacturing companies, site selectors, multipliers and other experts in the transatlantic market.

Contact us at  
**info@tbic-fdi.com**



Personal Notes

Lined area for personal notes.

Personal Notes





# Transatlantic Marketing: Networked!

## Special Offer for TBIC Community Members, Partners and Enterprises:

- Corporate Design Adaption for European / U.S. Markets
- Introductory Web-Videos with Native Speakers
- Infographics and Storytelling
- Micro-Websites in European Languages
- Editorial and Translation Services
- Strategic Consulting
- Special Pricing

We work closely together with the TBIC and the TBIC Advisory Council to ensure the best marketing results for our customers.

Contact us at:  
**special@corporate-designers.de**  
 corporate-designers.de

## Personal Notes

## Personal Notes

# Legal Notice

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