Overview:
Economic Development Partnership of Alabama
2016
Private Sector Investment in Alabama’s Economic Development
EDPA BOARD OF DIRECTORS

Mark Crosswhite, Chairman

- Jim Bolte
- Brian Bucher
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- James T. McManus, II
- Harris V. Morrissette
- James H. Sanford
- Gary L. Smith
- R. Lee Smith
- Thomas R. Stanton
- William C. Taylor
- Michael D. Thompson
- Jeff Tomko
- Jim Wilson, III
- Robert E. Witt
- Neill S. Wright
EDPA formed 1990
EDPA target marketing:
Automotive Aerospace Electronics
1993
Mercedes-Benz announces
1994
Mercedes supplier targeting efforts begin
1996
APC Resource Center merges with EDPA
1997
Honda announces
IPSCO announces
Dec. 1998
Austal Shipyard
1999
Boeing announces
Aug. 2000
Navistar announces
Finalist For Nissan
Alabama Capital Imp. Trust Fund
2000
Mercedes $600M expansion
Finalist For Nissan
Alabama Capital Imp. Trust Fund
Sept. 1993
Mercedes-Benz announces
June 1995
Trico Steel announces
EDPA Economic Development Partnership of Alabama
ALABAMA MILESTONES
THE THIRD DECADE AND BEYOND

March 2011
Golden Dragon announces
Honda $191M expansion

March 2012
SiO2 Medical Products announces

July 2012
Airbus announces

January 2013
BLOX announces

October 2013
Carpenter Technology announces

October 2014
Alabama IT initiative launched

May 2014
Remington announces

February 2014
Commercial Jet announces

May 2012
Walter Energy announces

May 2013
Evonik announces

January 2013
Alliance Strategic Plan announced

November 2011
Evonik announces

February 2014
Carpenter Technology announces

September 2014
Polaris announces

May 2015
Alabama Medical Device Initiative launched

September 2015
Mercedes Announces $1.3 Billion Expansion

2020

Alabama Medical Device Initiative launched

EDPA Economic Development Partnership of Alabama
EDPA President Bill Taylor speaks to companies today in Munich about advantages an Alabama location can offer.
WEB-BASED INFORMATION
SAMPLE REQUEST FOR PROPOSAL

CONFIDENTIAL

PROJECT XYZ SPECIFICATIONS

Products:
- New high product

Location:
- Access to the automotive corridor east of the Mississippi. Roughly defined by the north/south interstate 1-45 & I-75
- Close proximity to University research (45 minute drive maximum)
- Close proximity to major airport (90 minute drive maximum)

Site Features:
- 40 to 50 acres
- Shop processing w/ single point of entry
- Fenced industrial area
- Access for high volume fully loaded trailer truck traffic
- Located in a good industrial area
- Not located in flood plain

Building Size:
- Manufacturing - approximately 100,000 sq. ft. initially & expanded to 400,000 sq. ft.
- Office - approximately 15,000 sq. ft. initially & expanded to 15,000 sq. ft.

Utilities:
- Municipal water supply - 50,000 GPD
- Municipal fire water supply
- Municipal sewer - 500 GPM/6,000 GPD process & 6,000 GPD sanitary
- Natural gas supply
- Electrical supply - 10,000 KVA @ 12.47V volts primary
- Communications - Data, fax & voice

Environmental:
- Brownfield or greenfield sites will be considered
- Phased site assessment required
- Community acceptance of project
- Indirect water discharge permit
- Waste water treatment plant for lead acid will be located on site
- Storm & drainage waste water piped to plant waste water treatment system
- NSPS air permit required

Labor:
- 30% of hourly employees will require 2- year technical degree
- Familiarity to technical school labor supply
- Continuous operations (24 hours, 7 days per week)
- Staffing - 31 salaries & 66 hourly. Employment is scheduled to increase over 7 year period (Increases are projected for year 2, 3, 4, 5 & 7. Final employment is projected at 41 salaries & 297 hourly)
- Wages will be competitive within the area for each required skill level
- Skill levels are semi professional, skilled operator and maintenance
- Benefit package will be competitive

CONFIDENTIAL QUESTIONNAIRE

PROJECT XYZ

IDENTIFY AVAILABLE INCENTIVES

State:
- Job training funds
- Grants for infrastructure, land and building construction
- Tax abatement for both real and personal property
- Sales tax credits
- Inventory tax credits
- Income tax credits
- Enterprise zone programs
- Brownfield programs and sites
- Exemption for machinery and equipment
- Exemption for pollution control equipment
- Other available programs

Local:
- Job training funds
- Grants for infrastructure, land and building construction
- Tax abatement for both real and personal property
- Sales tax credit
- Inventory tax credit
- Other available programs

Developer:
- Rent abatement for equipment installation
- Turn Key "buildout"
- Get your retail costs
- Landlord's responsibility for roof, structural integrity, driveways and parking lots
- Expansion rights without cost
BUILDING SEARCH
• Property Ownership and Control
• Minimum of 25 contiguous, developable acres in an industrial park or 50 contiguous, developable acres for a standalone site
• Utility Status – utilities located at the site or have a cost and plan to run utilities to the site
• Environmental and Geological due diligence – Phase I, Preliminary Wetlands Assessment, Preliminary Geotechnical Exploration, and Information concerning rare or endangered species, archeological findings or sites with historical concerns
Creating an Economic Development Plan for Communities

- Site Validation/Marketing
- Marketing Opportunities
- Industry/Education Alliance
Directors:
- Michael Chambers
- Jim Hudson, Jr.
- Robert Powers
- James H. Sanford, Chairman
- Art J. Tipton

Ex Officio Director:
- Jim Byard, ADECA

Research Vice Presidents of the following universities:
- Dr. Daniel Wims, Alabama A&M University
- Dr. John Mason, Auburn University
- Dr. Shaik Jeelani, Tuskegee University
- Dr. Ray Vaughn, UA Huntsville
- Dr. Carl Pinkert, University of Alabama
- Dr. Richard Marchase, University of Alabama at Birmingham
- Ms. Lynne Chronister, University of South Alabama
Alabama Launchpad helps high growth companies start, stay and grow in Alabama while supporting, advocating, and recognizing entrepreneurship statewide.
ALABAMA Launchpad®
2015 ANNUAL REPORT

$645,300
IN STARTUP FUNDS AWARDED

365
KNOWLEDGE-BASED JOBS CREATED

THE NUMBERS

$24,000,000
IN FOLLOW-ON FUNDING

5 INNOVATION AWARDS
GARY YORK, SERIAL ENTREPRENEUR
CITY OF MONTGOMERY & INFINITUS ENERGY
TO YOUR HEALTH SPROUTED FLOUR CO.
INTEGRATED MEDICAL SYSTEMS INTERNATIONAL, INC.
EMERGENCY CALLWORKS, INC.

$55,000
IN PHASE 0 AWARDS

103 COMMERCIAL ASSESSMENTS COMPLETED

254 CONFERENCE ATTENDEES

3 COMPETITIONS