



Competing and “Winning” in a Global Economy

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Bay County, Florida



“We are showcasing Northwest Florida to the WORLD”



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Kia Motors Manufacturing Georgia



- 3,000 jobs – average salary \$55,000/year
- Additional 6,000 jobs with supplier network
- \$1.2 Billion capital investment
- 2,200 acre site
- Produces 300,000 vehicles a year

KMMG – State Incentive Package

- Property purchase = \$35.7M
- Site preparation = \$24.8M
- GDOT road improvements and infrastructure = \$30M
- Rail spur connection = \$6.05M
- 70,000sf training center fully equipped and furnished = \$20.2M
- Maintenance / operation of training facility (5 years) = \$5.5M
- State tax credits against tax liability = \$75.9M
- Sales tax exemptions = \$13.9M
- “Train the Trainer” initiative = \$40.5M

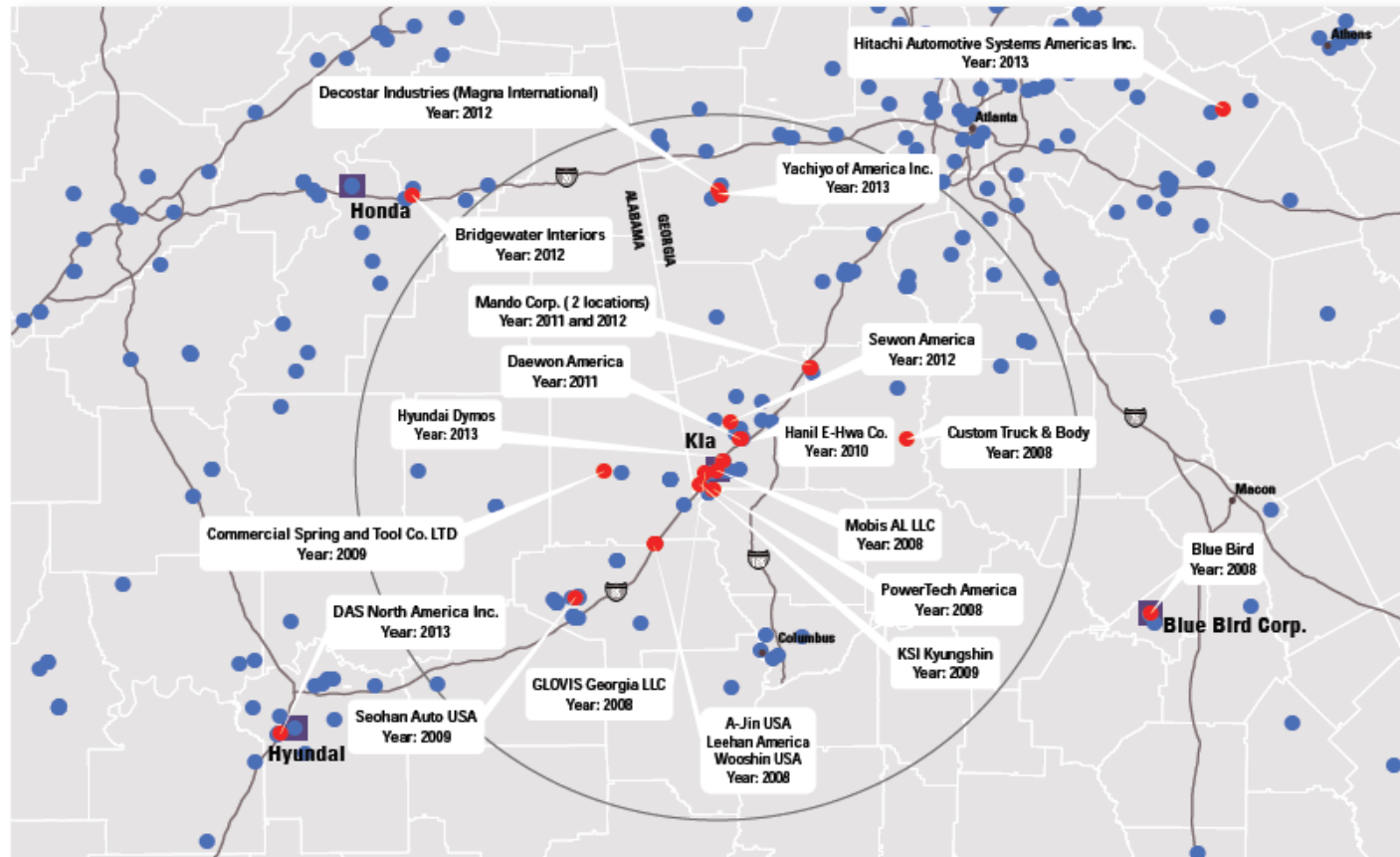
Total State Incentives = \$259M (\$89,000 per job)

KMMG – Community Incentive Package

- Real and personal property tax abatement / 15 years = \$130M
- Infrastructure improvements (water, sewer, gas, power,) = \$21M

Total Incentive Package = \$410M

Kia Supplier Map



Source: 2008-2013 Press Releases, State of Georgia, and 2008-2013 Recent Expansions and New Projects, Automotive Industry Profile, Economic Development Partnership of Alabama (EDPA)

- New Locations and Expansions
- Existing Locations

NCR- Columbus, Georgia



- 872 jobs – average salary \$62,000/year
- Bringing manufacturing jobs back to the U.S.
- \$70M capital investment
- 350,000sf existing manufacturing facility
- Manufacturer of ATM machines and point of sale kiosks

NCR- Incentive Package

- First “pitch” - \$2M fast ball
- Local government committed an additional \$6M to purchase/retrofit an existing 350,000sf facility
- Local governmental entity entered into a long term lease with the company (met with square footage lease requirement for the client)
- Accelerated property tax savings on real and personal property
- State of Georgia committed \$1M towards purchase of facility
- State of Georgia offered \$5M incentive in support of workforce training.

Total Incentives = \$25M (\$28,000 per job)

GKN Aerospace – Panama City, Florida



- International tier – 1 aviation parts manufacturer
- Initial legacy project to support aviation target industry
- 172 jobs - \$65,000 average wage
- \$55M capital investment
- 135,000sf manufacturing facility in Venture Crossings
- 25 year Federal Government contract

GKN Aerospace – Incentive Package

- \$2M IRREF (Industry recruitment and retention fund), part of the BP settlement money administered by the University of West Florida
- \$750,000 grant from the Governor's quick action closing fund
- \$750,000 grant from the Bay County Commission
- Very aggressive "build to suit" lease back offering from the St. Joe Company
- \$1M state/local "QTI" qualified target industry refund
- \$1M state/local grants in support of workforce development
- Partnership with Space Florida – no taxes on equipment
- Accelerated real and personal property tax abatement schedule

• **Total Incentives = \$15M (\$75,000 per job)**

GKN Aerospace – “Gondola” Economic Impact

Impact Type	Employment	Labor Income (\$)	Cap X (\$)
Direct Effect	170	\$13,921,650	\$50,370,940
Indirect/Induced Effect	155	\$5,800,200	\$19,110,791
Total Effect	325	\$19,721,850	\$69,481,731

Source: Haas Center of the University of West Florida

Existing Industry Support

- For “transformational” activity to occur, we must have Governmental support and strong public/private partnerships.
 - While it’s fun and exciting to recruit new business into the region, it’s just as important that we take care of our existing companies.

Pratt & Whitney – Columbus, Georgia



- 200 new jobs / 1,000 retention– average salary \$65,000/year
- Bringing manufacturing jobs back to the U.S.
- \$100M capital investment
- 100,000sf existing manufacturing facility
- Manufacturer of jet engine parts and engine overhaul services

Pratt & Whitney– Incentive Package

- Local government “gave” them a 100,000sf speculative building in an existing industrial park
- Local government committed an additional \$500,000 to retrofit the facility
- Local government offered accelerated property tax savings on real and personal property
- State of Georgia committed \$1M towards retrofit of the facility
- State of Georgia offered \$3M incentive in support of workforce training.

Total Incentives = \$13M (\$65,000 per job)

Keys to Success

- “Cash” is King
- Must have the ability to do business at the speed of business not bureaucracy
- Identify assets in your community that set you apart from the competition
- Must have “shovel-ready”, certified sites and available buildings
- Must have assertive, creative, risk taking public – private partnerships.

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