

**BALDWIN  
COUNTY**

ECONOMIC  
DEVELOPMENT  
ALLIANCE

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**YEAR IN REVIEW  
2017**



# THE ALLIANCE

Founded in 1994 by Baldwin County private and public sector leaders and at the recommendation of the Alabama Department of Commerce, the Baldwin County Economic Development Alliance is a 501(c)(6) private nonprofit dedicated to growing and diversifying the county's economy and providing opportunities for businesses to succeed. We focus on business development endeavors that will ultimately create jobs, generate capital investment and increase the quality of life within the Baldwin County community.

A partnership of local public and private professionals, leaders and officials, we are funded and supported by the county government, 14 municipalities, five Chambers of Commerce, eight Industrial Development Boards and more than 100 privately owned businesses. The Alliance is governed by a 19-member board of directors consisting of 15 private sector leaders appointed by the five Baldwin County Chambers of Commerce, two Chamber Presidents and two ex-officio members, including a rotating Mayor and County Commissioner each year.

Looking back on 2017, it is easy to see how far Baldwin County and The Alliance have advanced as our county continues to grow at a record pace. From UTC Aerospace Systems unveiling a new \$30 million addition at their Baldwin County facility to the Poarch Band of Creek Indians launching OWA, our region's newest and most anticipated tourist attraction, our year has been filled with exciting growth across a number of industries and economic sectors. This 2017 Year in Review will highlight a few of the year's biggest success stories and give you a better understanding of the types of opportunities on the horizon for Baldwin County.

Our goal at The Alliance is to continue supporting our existing business and industry throughout the county while diversifying our economy through the creation and attraction of new businesses. Our efforts are focused on marketing the South Alabama Mega Site, which continues to be recognized as one of the premier industrial sites in the entire Southeast. In addition to large-scale industrial recruitment, we are partnering with the City of Daphne and the Daphne IDB to develop DISC, a Class-A office complex that will provide much-needed white-collar office space in Baldwin County. We also recently announced "Hatch," our new partnership with The University of Alabama and the City of Fairhope that aims to foster technology entrepreneurship in Baldwin County.

As we move into 2018 understanding our recent record of growth and success, we want to ensure that Baldwin County's economy continues to flourish for many years to come. Because of strong leadership within our county, municipalities and business community, the path before us is even brighter than the trail we've paved thus far. I'm excited to share with you a synopsis of our 2017 efforts and a quick look ahead at what's in store for 2018.



*Lee Lawson*

Lee Lawson  
President and CEO  
Baldwin County Economic Development Alliance

# FEATURES

## HATCH IS BORN IN BALDWIN COUNTY

In September, the City of Fairhope and the Baldwin Community and Economic Development Foundation announced a partnership with The University of Alabama to create “Hatch,” a business resource hub that will provide guidance and links to statewide resources for tech entrepreneurs in Baldwin County. Located in Downtown Fairhope, Hatch is the first of UA’s Technology Villages, which aims to foster entrepreneurial culture in smaller communities and link the University to emerging tech companies throughout Alabama. The Technology Villages concept is based on a pilot conducted in five South Carolina communities, where the program created 12 to 14 companies, almost 70 new jobs and an estimated payroll of \$2.8 million in the first 18 months. More information on Hatch will be available in the coming months as we prepare to launch in 2018.



## UTC AEROSPACE SYSTEMS UNVEILS NEW FACILITY

UTC Aerospace Systems’ \$30 million expansion in Foley was completed in 2017 and recently opened for production. The expansion will create approximately 260 new jobs, making UTC the third largest aerospace manufacturing employer in Alabama. With a growing workforce of more than 1,000 employees, the 80,000-square-foot expansion will help the company support multiple airplane platforms, including the Airbus A320, the Bombardier CSeries, the Embraer E2 and the Mitsubishi Regional Jet.





## PHASE I OF OWA OPENS IN FOLEY

In July, the Poarch Band of Creek Indians opened Phase I of OWA, a new amusement park and tourist destination in Foley. Phase I of the complex includes a 150-room hotel, retail and dining spaces, a large lake and The Park at OWA. With plans for future expansion, OWA is expected to generate close to \$250 million in annual economic output and 3,500 direct and indirect jobs. Upon completion, total investment in the development will top \$500 million.

# ACCOLADES



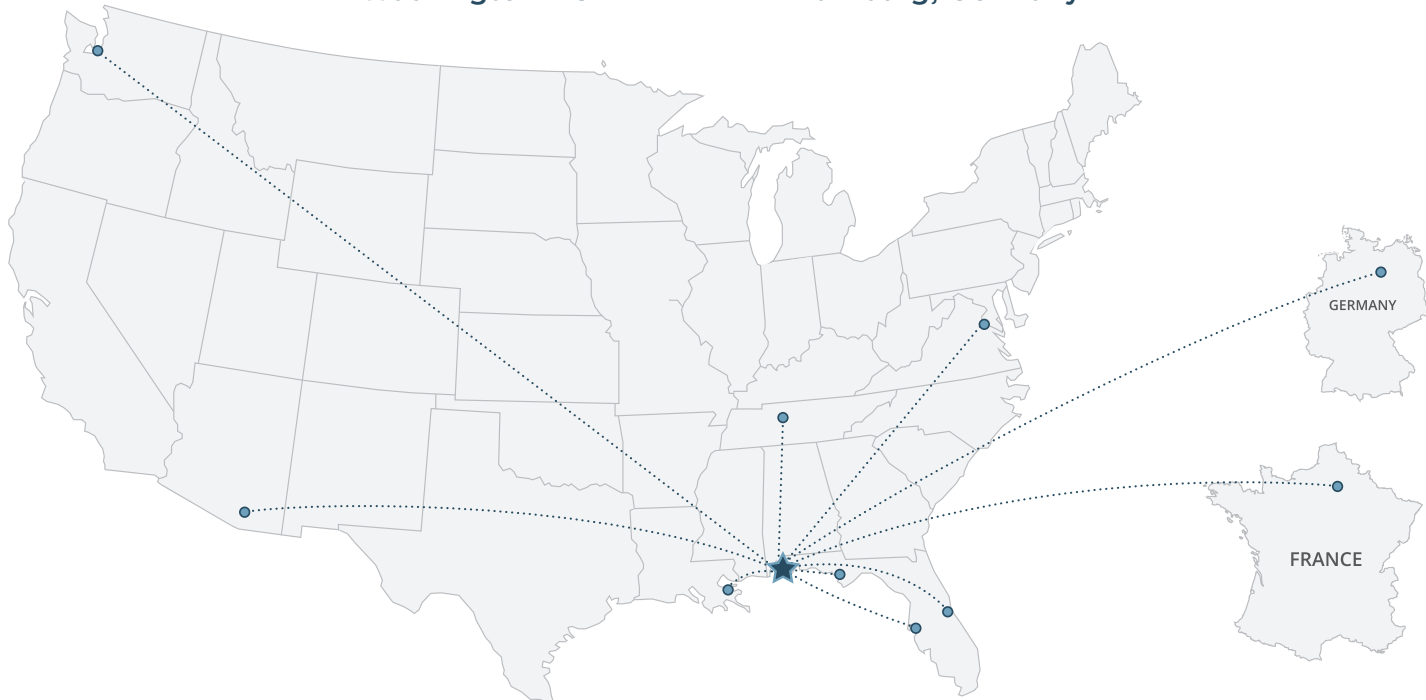
- Baldwin County continues to be the **FASTEST GROWING COUNTY IN ALABAMA** with 49 percent population growth since 2000.
- SmartAsset names Baldwin County **NUMBER ONE IN THE STATE OF ALABAMA** for Incoming Business Investment for the second year in a row.
- Baldwin County ranks in the Bureau of Labor Statistics' **TOP 50 MSAs** in the U.S. for new job growth.
- New Geography names Baldwin County one of the **TOP 10 BEST SMALL MSAs** for job growth.
- Forbes names Baldwin County one of the **BEST SMALL PLACES FOR BUSINESS AND CAREERS.**
- EMSI ranks Baldwin County **NUMBER ONE IN THE STATE OF ALABAMA** for Workforce Talent Attraction.
- The University of Alabama Center for Business and Economic Research projects that Baldwin County will become the **FOURTH LARGEST MSA IN ALABAMA** by 2040.
- **FOUR BALDWIN COUNTY COMPANIES** make the 2017 Inc. 5000 list.
- IndustryWeek names UTC Aerospace Systems in Foley one of the **BEST MANUFACTURING PLANTS** in North America.

- The Economic Development Partnership of Alabama recognizes Robertsdale’s Quality Filters for their **“OUTSTANDING ACHIEVEMENT IN INNOVATIVE MANUFACTURING.”**
- The South Alabama Mega Site receives designation as a **CSX SELECT SITE.**
- USA Today ranks Baldwin County as the **SEVENTH BEST MSA IN THE U.S. FOR 2017 JOB GROWTH.**



## PLACES WE’VE BEEN IN 2017

- Nashville
- Tucson
- Orlando
- New Orleans
- Washington DC
- Destin
- Seattle
- St. Petersburg
- Paris, France
- Hamburg, Germany



# PROJECT ACTIVITY



**OVER 15,000 NEW JOB OPPORTUNITIES**  
FROM 2017 PROJECTS



**OVER \$6.5 BILLION IN NEW CAPITAL  
EXPENDITURE OPPORTUNITIES** FROM  
2017 PROJECTS



**MULTIPLE PROJECT OPPORTUNITIES**  
FOR EACH REGION OF BALDWIN COUNTY



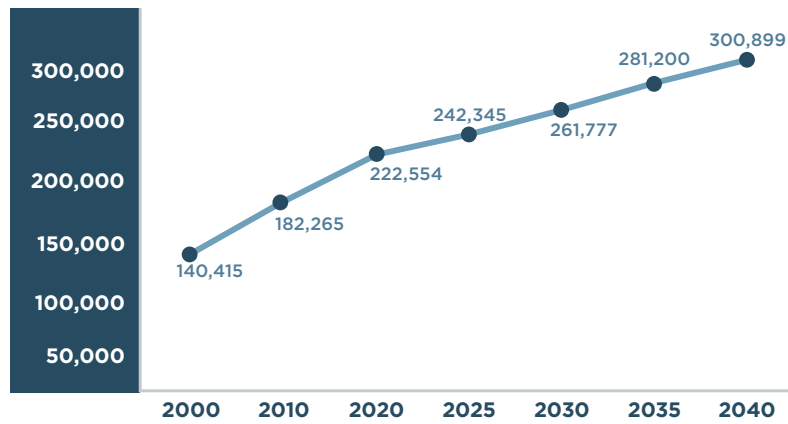
**8 LARGE-SCALE INDUSTRIAL  
OPPORTUNITIES** (500+ JOBS) AT THE  
SOUTH ALABAMA MEGA SITE IN 2017



**CONTINUED GROWTH** IN THE NUMBER OF  
WAREHOUSING/DISTRIBUTION OPPORTUNITIES  
ALONG THE I-10 CORRIDOR

# BY THE NUMBERS

## POPULATION PROJECTIONS 2000-2040



Source: The University of Alabama Center for Business and Economic Research

## ALABAMA'S LARGEST COUNTIES 2010 vs 2040

COUNTY	POPULATION		RANKING	
	2010	2040	2010	2040
Jefferson	658,466	667,433	1	1
Madison	334,811	451,043	3	2
Mobile	412,992	431,909	2	3
Baldwin	182,265	300,899	7	4
Shelby	195,085	276,373	5	5
Tuscaloosa	194,656	246,892	6	6
Montgomery	229,363	229,647	4	7
Lee	140,247	211,019	8	8
Limestone	82,782	129,617	16	9
Morgan	111,064	124,028	9	10

Source: The University of Alabama Center for Business and Economic Research

The University of Alabama Center for Business and Economic Research projects that Baldwin County will become the **4TH LARGEST MSA IN ALABAMA BY 2040.**



**BALDWIN COUNTY IS HOME TO 4 OF THE TOP 5 FASTEST GROWING CITIES IN ALABAMA**

Source: U.S. Census Bureau



**16% TOTAL JOB GROWTH OVER THE LAST 5 YEARS**

Source: JobsEQ



**11% MANUFACTURING JOB GROWTH IN THE LAST 5 YEARS**

Source: JobsEQ



**48% JOB GROWTH IN THE TRANSPORTATION AND WAREHOUSING SECTOR OVER THE LAST 5 YEARS**

Source: JobsEQ



**16.8% INCREASE IN BALDWIN COUNTY'S TOTAL ASSESSED PROPERTY VALUE FROM 2012 TO 2016**

Source: Baldwin County Revenue Commission

# LOOKING AHEAD TO 2018



The South Alabama Mega Site continues to be recognized as one of the premier sites in the Southeast, receiving designation as a CSX Select Site in 2017. The site is currently being considered for a number of large-scale advanced manufacturing projects, and we fully expect to see new opportunities in early 2018.

## DISTRIBUTION AND LOGISTICS



The I-10 corridor in Baldwin and Mobile counties continues to be a growing hub for companies seeking a location for their next warehouse or distribution center. In 2017, Baldwin County saw a large increase in these types of projects, and we anticipate more of these opportunities in 2018 and beyond.



Baldwin County's new business resource center, which was announced in the fall of 2017, will be launching in 2018 in Downtown Fairhope. Hatch will provide technology-based entrepreneurs with resources and opportunities that are not currently available in Baldwin County. Stay tuned for more details on the launch of Hatch.



With site infrastructure improvements currently under way, the Daphne Innovation and Science Complex (DISC) is moving closer to its goal of providing large, Class-A office space to businesses seeking a location along the Eastern Shore. With a highly-educated workforce, Baldwin County is poised for growth in white collar industries, and DISC will play a critical role in our 2018 business development efforts.

## AEROSPACE



Coastal Alabama continues to be one of the fastest growing aerospace hubs in the world, and our continued marketing efforts in the aerospace industry are being noticed. In 2017, Baldwin County was considered for several large aerospace manufacturing projects, and we expect our county and region to be one of the most attractive destinations for this industry in 2018.

# INVESTORS

## DIAMOND LEVEL

Baldwin County Commission  
Baldwin EMC  
Riviera Utilities

## GOLD LEVEL

Alabama Power Company  
City of Fairhope  
North Baldwin Utilities  
Thomas Hospital

## SILVER LEVEL

Baldwin County Association of Realtors  
City of Bay Minette  
City of Daphne  
City of Foley  
City of Gulf Shores  
City of Orange Beach

City of Robertsdale  
Daphne Utilities  
Ecovery  
Elite-Baldwin LLC dba Elite Logistix  
Goodwyn, Mills & Cawood, Inc.  
Regions Bank

South Baldwin Regional Medical Center  
Standard Furniture  
Stewart Lodges at Steelwood  
Terry Thompson Chevrolet  
Thompson Engineering  
Volkert, Inc.

## BRONZE LEVEL

Austal  
Adams and Reese LLP  
Ascend Performance Materials  
Baldwin County Homebuilders Association  
Battle Plan Capital LLC  
BB&T Bank  
BBVA Compass  
Bellator Real Estate & Development  
BlueCross BlueShield

C-Spire  
Caribe Resort  
CenturyLink  
City of Spanish Fort  
Engineering Design Technologies  
Grand Hotel Marriott Resort  
Hotel Indigo  
JJPR, LLC  
Neel-Schaffer, Inc.  
Robertson, Andreoli & Covington

Saunders Yachtworks  
Spire Energy  
Stuart Contracting  
Town of Loxley  
Town of Summerdale  
Truland Homes LLC  
Turquoise  
United Bank  
Vulcan, Inc.

## PARTNER LEVEL

Alabama State Port Authority  
American Roads/Beach Express Bridge  
AT&T Alabama  
Baldwin County Container LLC  
Baldwin County Sewer Service  
BancorpSouth  
Betbeze Realty  
Bryant Bank  
Centennial Bank  
Central Baldwin Chamber of Commerce

Coastal Alabama Business Chamber  
Coca-Cola Bottling Company  
CPSI  
CRC (Cylinder Repair Components)  
Dunn Building Co, Inc.  
Ferrell Gas  
The First Bank  
The Highland Group  
Fulcrum Construction Group, LLC  
Geotechnical Engineering  
Gulf Packaging, Inc.

Gulf Shores & Orange Beach Tourism  
Hancock Bank  
Hand Arendall, LLC  
HOAR Program Management  
Hutchinson, Moore and Rauch  
Joe Steen Properties  
Keyport Warehousing  
Meyer Real Estate  
NAI Mobile  
Northwestern Mutual  
Reel USA  
Segers Aero Corporation  
Semco

South Baldwin Chamber  
Southern Light  
Stone, Granade and Crosby  
Terracon  
Tonsmeire Properties, Inc.  
Trustmark  
United Rentals  
UTC Aerospace Systems  
Vance McCown Construction Co, Inc.  
Watkins Acy Strunk Design  
Woerner Development

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## BCEDA STAFF

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**Alex Doleac**  
*Project Manager*

**Karen Glover**  
*Operations Manager*

## 2018 BOARD OF DIRECTORS

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**ORMAND THOMPSON,**  
*Vice Chairman*

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*Secretary/Treasurer*

**JASON PADGETT,**  
*Immediate Past Chairman*

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JAMES T. MARTIN

ED RODRIGUEZ

MARGARET ROLEY

DR. JOE WILKINS

### EX-OFFICIO

Commissioner Chris Elliott

*For more information, call us at 251.970.4081*