



**BALDWIN
COUNTY**

ECONOMIC
DEVELOPMENT
ALLIANCE

**YEAR IN REVIEW
2018**



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.

When I was brought on board to lead the Alliance in 2012, it was clear that this organization needed to have one major focus—growing and diversifying the Baldwin County economy. Our ever-growing tourism sector has long been the linchpin holding our economy together, and while we fully expect tourism to continue to be that linchpin, our county and municipal leaders have been intentional to provide support to our tourism-driven economy through diversification. This Year in Review will shine a spotlight on some of the exciting announcements in 2018 and help you understand the diverse economic growth that is happening across Baldwin County.

In 2018, we saw the direct results of our county's teamwork and strategic efforts, with the announcement of a diverse group of industrial companies from all over the world, choosing to do business in Baldwin County. Chinese-based Kaishan Group, aerospace maintenance provider Resicum International, and Canadian-based AdvanTec Manufacturing each chose Baldwin County as their next new location for growth. Locally, our existing industry continues to thrive, with Loxley-based Sweet Brew announcing a major expansion that will bring more than 65 jobs and \$24 million in investment to Bay Minette.

In addition to these stories of success, we continue to focus heavily on marketing the South Alabama Mega Site, which truly is the premier mega site in the state of Alabama. As a result of the site's quality and opportunity, any large-scale project with the potential to locate in Alabama will look at our site as an option. In 2018, we saw five world-class companies with first-rate project opportunities seek out our site, and several of those projects are still actively awaiting decisions.

As the Alliance continues to focus on industrial recruitment, we know that diversification is not solely dependent on industrial development. With the construction of the Daphne Innovation and Science Complex (DISC) currently under way, Baldwin County is well on its way to becoming a new hub for not only blue collar jobs but white collar jobs as well. In addition to the exciting progress at DISC, 2018 also brought the launch of Baldwin County's brand new tech-based entrepreneurial development center, Hatch Fairhope, which will provide technology companies with the knowledge and training needed to grow their idea or company into a Baldwin-based success story.

With strong local leadership and a supportive group of business and industry leaders, the Alliance looks to 2019 as an opportunity to maintain the strong momentum that Baldwin County has gained in recent years, and we fully expect to see great results. Thank you for your continued support of our organization and Baldwin County. Your support drove the growth and diversification of Baldwin County's economy in 2018 and will continue to be critical in 2019 and beyond.



Lee Lawson

Lee Lawson
President and CEO
Baldwin County Economic Development Alliance

FEATURES

ADVANTEC MANUFACTURING CHOOSES ROBERTSDALE FOR REGIONAL MANUFACTURING HUB

AdvanTec Manufacturing, a globally recognized industry leader in marine closure manufacturing, chose to locate their newest facility in Robertsdale, opening their doors in April. AdvanTec specializes in the design, engineering, and manufacturing of specialty marine application closures and cranes for both commercial and industrial use. With existing facilities in Canada and the Northwestern United States, the Robertsdale facility is AdvanTec's first location in the Southeast. The 40,000-square-foot manufacturing plant will bring approximately 46 new jobs and more than \$2.4 million in annual payroll to the Baldwin County economy.



KAISHAN COMPRESSOR BRINGING U.S. HEADQUARTERS TO LOXLEY

In July, Kaishan Compressor, a leading worldwide manufacturer of industrial air compressors, broke ground on their new United States corporate headquarters in Loxley. The 65,000-square-foot facility will bring 62 new manufacturing jobs and more than \$11 million in capital investment to Baldwin County during its first three years of operations. Based in Quzhou, China, Kaishan is the world's third largest manufacturer of air compressors, with a 60-year track record of consistent growth across its seven strategic manufacturing locations. The new Loxley facility is currently under construction and is expected to open in 2019.





LOXLEY-BASED SWEET BREW ANNOUNCES NEW MANUFACTURING FACILITY IN BAY MINETTE

Baldwin County's own Southern Visions LLP, makers of Sweet Brew tea and lemonade, broke ground on their new manufacturing facility in Bay Minette, in December. The Loxley-based company will invest more than \$24 million on their new rail-served facility, which is expected to create more than 65 new jobs in the next three years. Sweet Brew is known for its innovative approach to the beverage industry, creating a patented brewing system for teas and lemonades that has helped rapidly grow their clientele throughout the United States. Southern Visions' new location will help position the company for future growth, right here in Baldwin County.



MAKERS OF
SWEET BREW[®]

FEATURES

AEROSPACE MRO ANNOUNCES RELOCATION TO GULF SHORES



Resicum International announced plans to relocate their United States operations to Gulf Shores in June. With a focus on aerospace and defense, Resicum provides government services in aviation maintenance, information services, and maritime services. In their first two years of operations, the company will create new aerospace jobs in Gulf Shores, bringing more than \$1.1 million in new payroll to the area. The company is currently located in an existing hanger facility at the Jack Edwards National Airport, with plans underway to construct a new facility in the coming year.

CONSTRUCTION BEGINS AT DAPHNE INNOVATION AND SCIENCE COMPLEX



At a ceremony in August, the Daphne Industrial Development Board officially broke ground on the 75-acre Daphne Innovation and Science Complex (DISC), on the corner of Highway 181 and Champions Way. DISC will provide Baldwin County with much needed class-A office and research space with an emphasis on recruiting technology and professional services companies to the area. Construction is currently being completed on \$4 million in utility and transportation infrastructure improvements on-site.





HATCH LAUNCHES IN DOWNTOWN FAIRHOPE

Baldwin County's new technology-based entrepreneurial development center, Hatch, opened its doors in Downtown Fairhope in November. The partnership between the Baldwin Community and Economic Development Foundation, The University of Alabama, and the City of Fairhope focuses on fostering local entrepreneurial culture, developing an entrepreneurial resource ecosystem, and linking the resources of The University of Alabama to emerging tech companies in Baldwin County. Hatch Fairhope is currently located on the newly-renovated second floor of the BBVA Compass building in Downtown Fairhope, with plans to grow into a larger space in the near future. Hatch is being supported by funding from the Baldwin Community and Economic Development Foundation, the City of Fairhope, and Coastal Alabama Community College. For more information on Hatch and the services offered to up-and-coming entrepreneurs, visit hatchfairhope.com.



MARKETING INITIATIVES



SITE
SELECTORS
GUILD

8th Aviation Forum
Hamburg 2018



BUSINESS
WHERE YOU
BEACH

businesswhereyoubeach.com

GARDEN & GUN

2018 PROJECT ACTIVITY



MORE THAN 12,000 NEW JOB OPPORTUNITIES FROM 2018 PROJECTS



MORE THAN \$5.2 BILLION IN NEW CAPITAL EXPENDITURE OPPORTUNITIES FROM 2018 PROJECTS



AT LEAST 4 PROJECT OPPORTUNITIES FOR EACH REGION OF BALDWIN COUNTY



5 LARGE-SCALE INDUSTRIAL OPPORTUNITIES (1,200+ JOBS) AT THE SOUTH ALABAMA MEGA SITE IN 2018



9 BALDWIN COUNTY EXISTING INDUSTRY EXPANSION OPPORTUNITIES



77% OF PROJECT OPPORTUNITIES DEVELOPED IN-HOUSE BY BCEDA

ACCOLADES



- Baldwin County is currently ranked as the **11th FASTEST GROWING MSA** in the United States



- SmartAsset ranks Baldwin County **NUMBER ONE IN THE STATE OF ALABAMA** for **INCOMING BUSINESS INVESTMENT** for the third straight year



- EMSI ranks Baldwin County **NUMBER ONE IN THE STATE OF ALABAMA** for **WORKFORCE TALENT ATTRACTION** for the second straight year



- Since 2013, Baldwin County has led the state of Alabama in **JOB GROWTH WITH ALMOST 14% GROWTH**, according to HowMuch



- Four Baldwin County companies earned a spot on the **2018 INC. 5000 LIST**

- Baldwin and Mobile Counties **LEAD THE STATE OF ALABAMA** in the number of high school students enrolled in career technical education programs



- Site Selection Group projects Baldwin County to be one of the **FASTEST GROWING MSAs IN THE UNITED STATES OVER THE NEXT 5 YEARS**



- Baldwin County leads the state of Alabama in **TOTAL INCOMING DOMESTIC MIGRATION**

ACCOLADES

- **ALABAMA LEADS THE UNITED STATES IN BUSINESS CLIMATE** according to Business Facilities Magazine
- Baldwin County ranks as one of the **TOP 10 SMALL MSAs FOR JOB GROWTH**, according to Business Facilities Magazine
- Alabama named one of Global Trade Magazine's **2018 BEST STATES FOR MANUFACTURING**
- Alabama ranked **NUMBER 3** in Area Development's 2018 list of **"TOP STATES FOR BUSINESS"**
- Site Selection Magazine ranked Alabama among the **TOP 10 OF ITS STATE BUSINESS CLIMATE SURVEY** for the third year in a row
- The Business Council of Alabama and Alabama Technology Network named Loxley's **ECOVERY A 2018 "MANUFACTURER OF THE YEAR"**
- Daphne's Irrigation Components International received the **2018 ALABAMA GOVERNOR'S TRADE EXCELLENCE AWARD**



BY THE NUMBERS

5 YEAR BALDWIN COUNTY JOB GROWTH 2013 Q2 - 2018 Q2

Retail Trade	9%
Finance & Insurance	12%
Manufacturing	15%
Accommodation & Food Services	18%
Health Care & Social Assistance	25%
Administrative & Support Services	25%
Construction	29%
Transportation & Warehousing	30%
Arts, Entertainment & Recreation	46%
All Industries	15%

Source: JobsEQ



Projected to become the **4TH LARGEST COUNTY IN ALABAMA** by 2020

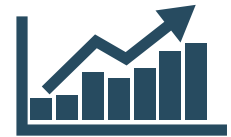
Source: CBER

Baldwin County's population and income growth rates expected **TO EXCEED THE ALABAMA AND U.S. AVERAGES** over the next 5 years

Source: ESRI

All Baldwin County municipalities have **GROWN MORE THAN 7%** over the last 5 years

Source: U.S. Census Bureau



Baldwin County **GDP GROWTH OF MORE THAN 24%** over the last 5 years

Source: JobsEQ

Consistent **ANNUAL JOB GROWTH** of 3-4%

Source: JobsEQ

14,800 NET NEW JOBS added since 2010

Source: JobsEQ



Since 2010, **MORE THAN 93%** of Baldwin County's population growth is a result of **INTERNATIONAL AND DOMESTIC MIGRATION** source: PARCA



★ Half of Baldwin County's 14 municipalities have grown **MORE THAN 14% OVER THE LAST 5 YEARS**

Source: U.S. Census Bureau

REAL ESTATE GROWTH



NEW HOUSING STARTS

2011	717
2012	1,066
2013	1,213
2014	1,279
2015	1,408
2016	1,616
2017	2,033
2018 (Jan.-Oct.)	1,710

» 17.8% growth in the number of new housing starts in 2017



TOTAL RESIDENTIAL SALES

2011	3,643
2012	3,835
2013	4,512
2014	4,669
2015	5,230
2016	5,571
2017	6,562
2018 (Jan.-Nov.)	6,395

» Home sales reaching pre-recession levels



51% POPULATION GROWTH since 2000

Source: U.S. Census Bureau

TOP U.S. MSAs FOR POPULATION GROWTH (2016-2017)

Rank	Name	Percentage Change
1	St. George, UT	4.0%
2	Myrtle Beach-Conway-North Myrtle Beach, SC	3.7%
3	Greeley, CO	3.5%
4	Bend-Redmond, OR	3.4%
5	Coeur d'Alene, ID	2.9%
6	Lakeland-Winter Haven, FL	2.8%
7	Boise City, ID	2.8%
8	Provo-Orem, UT	2.7%
9	Austin-Round Rock, TX	2.7%
10	The Villages, FL	2.5%
11	Daphne-Fairhope-Foley, AL	2.5%
12	Olympia-tumwater, WA	2.4%
13	Bellingham, WA	2.4%
14	Fayetteville-Springdale-Rogers, AR-MO	2.3%
15	Cape Coral-Fort Myers, FL	2.3%

source: U.S. Census Bureau

Source: ACRE

LOOKING AHEAD TO 2019

CELEBRATING 25 YEARS



The Baldwin County Economic Development Alliance will be celebrating our 25th anniversary in 2019! Our organization exists because of 25 years of strategic efforts made by Baldwin County's top community and business leaders to create a focused approach to our county's economic development. We look forward to celebrating the progress that our county has made over the last 25 years, as we continue to look toward a bright future. Be on the lookout for more information on the Alliance's 25th anniversary celebration in the second half of 2019.



The South Alabama Mega Site is the premier mega site in the state of Alabama, and all roads lead to Baldwin County for large-scale industrial projects in Alabama. As we continue to heavily market the site and seek out new opportunities, the site is currently under consideration for several advanced manufacturing projects, which are likely to make decisions in 2019.

OPPORTUNITY ZONES

Introduced in 2018, the new Opportunity Zone incentive program has the potential to become one of the largest and most successful federal investment programs ever created. Working with our statewide partners, the Alliance will continue to connect capital with potential Opportunity Zone projects in 2019 and beyond. We will continue to provide our investors with more information on Opportunity Zones and how you can best leverage this new program in the coming year.



Since opening the doors in November, Hatch has already begun to assist a number of entrepreneurs at varying stages of the company creation process. In the coming years, Hatch will continue to grow as we prepare to develop new service offerings and expand our facilities. Be on the lookout for Hatch success stories in 2019.

INVESTORS

DIAMOND LEVEL

Baldwin County Commission
Baldwin EMC
Riviera Utilities
Thomas Hospital

GOLD LEVEL

Alabama Power Company
City of Fairhope
City of Gulf Shores

North Baldwin Utilities
South Baldwin Regional Medical Center

SILVER LEVEL

Austal
Baldwin County Association of Realtors
CIEDA/Poarch Band of Creek Indians
City of Bay Minette
City of Daphne
City of Foley
City of Orange Beach
City of Robertsdale

City of Spanish Fort
Daphne Utilities
Ecovery
Goodwyn, Mills & Cawood, Inc.
Hargrove Engineers + Constructors
Mingledorff's
Regions Bank
Standard Furniture

Stewart Lodges at Steelwood
Stuart Contracting
Terry Thompson Chevrolet
The Lodge at Gulf State Park
Thompson Engineering
Volkert, Inc.

BRONZE LEVEL

68 Ventures
Adams and Reese LLP
Baldwin County Homebuilders Assn.
BBVA Compass
BlueCross BlueShield
Burton Property Group

Cunningham Delaney Construction LLC
Grand Hotel Marriott Resort
JJPR Agency
M&M Bank
Robertson, Andreoli & Covington
Spectrum Beach Club Management

Spire Energy
Stirling Properties
Town of Loxley
UTC Aerospace Systems
Vulcan, Inc.
White-Spinner Construction

PARTNER LEVEL

Alabama State Port Authority
American Roads/Beach Express Bridge
APM Terminals
AT&T Alabama
Baldwin Container LLC
Baldwin County Sewer Service
Bancorp South
BB&T Bank
Berney Office Solutions
Betbeze Realty

Bryant Bank
Central Baldwin Chamber of Commerce
Coca-Cola Bottling Company
CPSI
CRC (Cylinder Repair Components)
Dunn Building Co, Inc
Ferrell Gas
The First of Baldwin County
The Highland Group
Fulcrum Construction Group, LLC

Geotechnical Engineering
Gulf Packaging, Inc.
Gulf Shores & Orange Beach Tourism
Hancock Bank
Hand, Arendall, LLC
HPM
Hutchinson, Moore and Rauch
Jesco
Joe Steen Properties
Keyport Warehousing
Kaishan Compressor USA

Long's Human Resource Services
Meyer Real Estate
NAI Mobile
Reel USA
Segers Aero Corporation
South Baldwin Chamber
Stone Crosby PC
Trustmark
Uniti Fiber
Watkins Acy Strunk Design
White-Spinner Realty

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