



**BALDWIN
COUNTY**

**ECONOMIC
DEVELOPMENT
ALLIANCE**

**YEAR IN REVIEW
2019**

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.

As 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.

In 2019, the Alliance celebrated 25 years of developing, supporting and growing the Baldwin County economy. While it is nice to look back on the past 25 years and see the fruits of our community's collaborative development of our local economy, it is even better that we can look at our work in 2019 and say that our community and our organization continue to thrive. As you will see in this Year in Review, Baldwin County's time as Alabama's leader for population and economic growth has no end in sight, and I am proud that our county, our municipalities and our business community allow us to play our part in keeping Baldwin County on top.

One of our biggest success stories in 2019 was the continued progress at the South Alabama Mega Site, as the Alliance secured \$7 million in funds from our partners at Alabama Power and CSX Transportation to be used for site preparation and infrastructure development at the site. Thanks to the new Growing Alabama tax credit program managed by the Alabama Department of Commerce, funds invested are able to be exchanged for a dollar-for-dollar tax credit. The site enhancements should be completed by the end of 2020, saving prospective companies time and resources and further increasing the site's competitiveness.

In addition to our focus on the county's future at the mega site, the Alliance also assisted several of Baldwin County's existing industrial employers in choosing to expand their local footprint. In Loxley, Ecoverly made another significant investment in their facility, which will allow them to continue their streak of success. With its headquarters in Bay Minette, Gulf Packaging made the decision to build a new manufacturing facility and continue to grow their business that has expanded throughout the Southeast.

In Foley, Ascend Performance Materials announced a major investment in new equipment that will increase capabilities

at their Baldwin County facility. And in Fairhope, Segers Aero Corp announced a significant investment in building and equipment that further cements the Baldwin-Mobile region as one of the fastest growing aerospace hubs in the world.

As new business and industry consider our county for their next investment, there is no better testimony for Baldwin County than the decision of our existing businesses choosing to grow and thrive right here in Baldwin County. The importance of these Baldwin County success stories continues to drive our work at Hatch Fairhope, where we saw great success in 2019 assisting 18 local companies and signing direct partnership agreements with nine of those companies.

As we move into a new decade, we fully expect that 2020 will be an even bigger and better year for the Alliance and Baldwin County. With strong local support from our elected officials and business leaders, Baldwin County is set to continue on our hot streak, and I can promise you that the Alliance will continue to do its part in maintaining and increasing that momentum. Thank you for your support of what we do on a daily basis, and thank you for your support of Baldwin County's future.



Lee Lawson

Lee Lawson
President and CEO
Baldwin County Economic
Development Alliance

SOUTH ALABAMA MEGA SITE

- \$7 million in site enhancements were announced in late 2019 and will be completed in 2020.
- The investment was made by Alabama Power and CSX Transportation, using the Growing Alabama tax credit.
- Site enhancements include the creation of an on-site rail spur, grading of 200 acres of the site, and the creation of a 1 million-square-foot building pad.
- This investment will remove a year's worth of site work in the development timeline of prospective companies considering the site.



ECOVERY LLC

- The non-ferrous metal processor announced the expansion of their existing facility in Loxley in early 2019.
- This is the fourth major expansion for the Baldwin County-based business in the company's short history.
- This expansion will create 30 new jobs and bring more than \$8 million in capital investment to the Loxley area.



GULF PACKAGING INC.

- The corrugated box manufacturer, headquartered in Bay Minette, announced plans to construct a new manufacturing facility in early 2019.
- The new 85,000-square-foot facility will house the company's material handling and manufacturing processes.
- This expansion will create 16 new jobs and bring more than \$8 million in capital investment to the Bay Minette area.



Gulf Packaging Inc.
Corrugated Shipping Containers

SEGERS AERO CORPORATION

- The industry-leading aerospace engine, accessory and propeller MRO located in Fairhope announced an expansion to their existing Baldwin County operation.
- Construction is underway on the new addition, which will house a new test cell and allow engine testing to be done on-site.
- This expansion will add to Segers' 140 employees and bring more than \$4 million in capital investment to the Fairhope area.



ASCEND PERFORMANCE MATERIALS

- The manufacturer of high-quality plastics, chemicals and fibers recently announced an expansion of their existing Foley operation.
- The expansion is largely driven by the purchase of additional equipment, as the company will be adding a fourth compounding extruder.
- This expansion will create 10 new jobs at the Foley facility and bring more than \$4 million in capital investment to the area.



KAISHAN COMPRESSOR USA

- The Chinese-based compressor manufacturer recently cut the ribbon on their new U.S. corporate headquarters in Loxley.
- Kaishan's Loxley facility is set to bring 62 new jobs and more than \$11 million in capital investment to the Loxley area.



MARKETING INITIATIVES



SITE
SELECTORS
GUILD

 Aviation Forum
Munich

AVIATION WEEK
MRO
AMERICAS


FARNBOROUGH
INTERNATIONAL
AIRSHOW

CONSULTANTS
FORUM 28
BEST PRACTICES FOR ECONOMIC DEVELOPERS



2019 PROJECT ACTIVITY



**MORE THAN 12,000 NEW
JOB OPPORTUNITIES**
from 2019 projects



**FOUR MAJOR EXPANSION
ANNOUNCEMENTS** by
existing Baldwin County
manufacturers



**MORE THAN \$6 BILLION IN
NEW CAPITAL EXPENDITURE
OPPORTUNITIES** from 2019 projects



NINE PROJECT OPPORTUNITIES
in the aerospace sector in 2019



**MULTIPLE PROJECT
OPPORTUNITIES
FOR EACH REGION**
of Baldwin County



**72% OF PROJECT
OPPORTUNITIES**
developed in-house
by the Alliance

ACCOLADES



- The U.S. Census Bureau continues to rank Baldwin County as **ALABAMA'S FASTEST GROWING COUNTY BY POPULATION GROWTH.**
- Baldwin County continues to **LEAD ALABAMA IN INCOMING MIGRATION**, with over **100 PEOPLE MOVING TO THE COUNTY EACH WEEK.** *PARCA*
- For the fourth straight year, SmartAsset ranked Baldwin County **NUMBER ONE IN THE STATE OF ALABAMA FOR INCOMING INVESTMENT.**
- Brookings named Baldwin County as **ALABAMA'S LEADER FOR ECONOMIC COMPLEXITY** in 2019.
- Milken Institute ranked Baldwin County among **AMERICA'S LEADERS FOR CREATING AND RETAINING JOBS.**
- For the third straight year, Baldwin County was named **ALABAMA'S LEADER FOR WORKFORCE TALENT ATTRACTION** by Emsi.
- Baldwin County ranked 5th on USA Today's list of **"AFFORDABLE CITIES WHERE EVERYONE WANTS TO LIVE RIGHT NOW."**
- In 2018, **BALDWIN COUNTY'S EXPORTS GREW 55%, RANKING 2ND IN ALABAMA FOR TOTAL EXPORTS.** *International Trade Administration*

ACCOLADES

howmuch.net
Understanding Money



- Since 2013, Baldwin County has **LED THE STATE OF ALABAMA IN JOB GROWTH, WITH ALMOST 14% GROWTH** according to HowMuch.
- **FIVE BALDWIN COUNTY COMPANIES EARNED A SPOT ON THE 2019 INC. 500 LIST.**
- Baldwin County Public Schools **IMPROVED THEIR OVERALL SCORE** on the **ALABAMA STATE REPORT CARD TO 86** in 2019.
AL Dept. of Education
- In 2019, Baldwin County became a **CERTIFIED ACT WORK READY COMMUNITY.**
- Alabama received the **GOLD SHOVEL AWARD FOR ECONOMIC DEVELOPMENT** from Area Development Magazine and ranked 4th on the publication's 2019 **LIST OF "TOP STATES FOR BUSINESS."**
- Business Facilities Magazine ranked Alabama as the **3RD BEST STATE FOR "BUSINESS CLIMATE"** in 2019.
- **ALABAMA IS HOME TO THE LOWEST PER CAPITA TAX BURDEN OF ANY U.S. STATE** according to the Tax Foundation.
- **ALABAMA IS HOME TO THE LOWEST PROPERTY TAX BURDEN OF ANY U.S. STATE** according to WalletHub.

BY THE NUMBERS

5 YEAR BALDWIN COUNTY JOB GROWTH

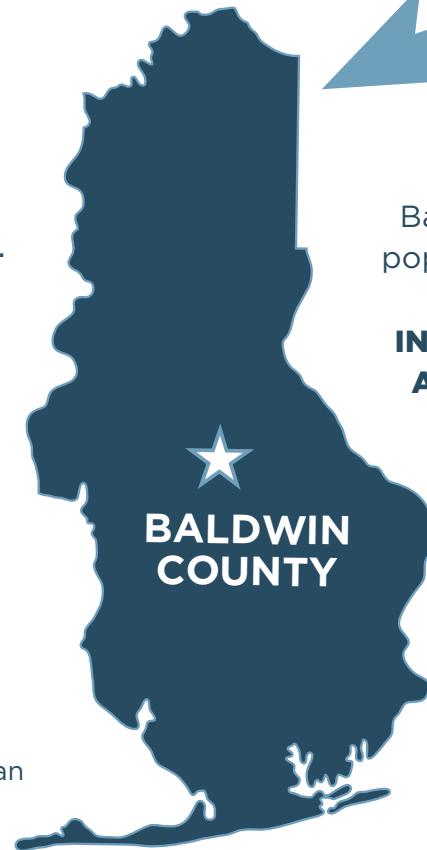
Finance & Insurance	16%
Manufacturing	16%
Professional, Scientific & Technical Services	18%
Agriculture, Forestry, Fishing & Hunting	20%
Health Care & Social Assistance	25%
Administrative & Support Services	29%
Construction	30%
Transportation & Warehousing	31%
Average All Industries	15%

Baldwin County is projected to become the **4TH LARGEST COUNTY IN ALABAMA** by 2020.

Source: JobsEQ

Since 2010, Baldwin County had **33,655 INTERNATIONAL AND DOMESTIC RESIDENTS** migrate into the county—**ALMOST 12,000** more than the next Alabama county.

Source: PARCA



Since 2010, **OVER 94%** of Baldwin County's population growth is a result of **INTERNATIONAL AND DOMESTIC MIGRATION.**

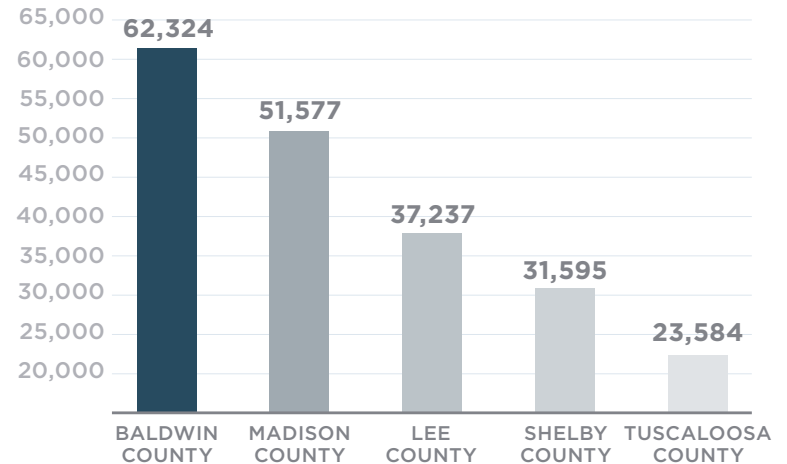
Source: PARCA

LARGEST COUNTIES IN ALABAMA

Rank	County	2018 Total Population
1	Jefferson	659,300
2	Mobile	413,757
3	Madison	366,519
4	Montgomery	225,763
5	Baldwin	218,022
6	Shelby	215,707
7	Tuscaloosa	208,911
8	Lee	163,941
9	Morgan	119,089
10	Calhoun	114,277

Source: U.S. Census Bureau

PROJECTED POPULATION - TOTAL GROWTH 2017-2030



Baldwin County's 22,580 net new residents since 2012 are equivalent to **37% OF ALABAMA'S TOTAL NET POPULATION GROWTH.**

Source: U.S. Census Bureau



55% POPULATION GROWTH since 2000

Source: U.S. Census Bureau



15% TOTAL JOB GROWTH over the last 5 years

INVESTORS

DIAMOND LEVEL

Alabama Power Company
Baldwin County Commission
Baldwin EMC
Coastal Alabama Community College
CSX Transportation
Riviera Utilities
Thomas Hospital

GOLD LEVEL

City of Fairhope
North Baldwin Utilities

SILVER LEVEL

Austal USA
Baldwin County Sewer Service
Baldwin REALTORS®
CIEDA/Poarch Band of Creek Indians
City of Bay Minette
City of Daphne
City of Foley
City of Gulf Shores
City of Orange Beach
City of Robertsdale
City of Spanish Fort
Collins Aerospace
D.R. Horton
Daphne Utilities
Ecovery

Goodwyn, Mills & Cawood, Inc.
Mingledorff's
Mobile Asphalt
Regions Bank
Saad Development
South Baldwin Regional Medical Center
Standard Furniture
Stewart Lodges at Steelwood
Stuart Contracting
Terry Thompson Chevrolet
The Lodge at Gulf State Park
Thompson Engineering
United Bank
USA Health System
Volkert, Inc.

BRONZE LEVEL

68 Ventures
Adams and Reese LLP
Baldwin County Homebuilders Association
BBVA Compass
BlueCross BlueShield
Cunningham Delaney Construction
Delaney Development
Grand Hotel Marriott Resort
JJPR Agency

M&M Bank
Mobile Airport Authority
Oakworth Capital Bank
Robertson, Andreoli & Covington
Spectrum Beach Club Management
Spire Energy
Stirling Properties
Synovus Bank
Town of Loxley
White-Spinner Construction

PARTNER LEVEL

AAC Realty
Alabama State Port Authority
American Roads/Beach Express Bridge
AT&T Alabama
ATC Group Services
Baldwin Container LLC
Bancorp South
Bayshore Construction
BB&T Bank
Betbeze Realty
Bryant Bank
Central Baldwin Chamber of Commerce
Coca-Cola Bottling Company
Community Bank

CPSI
Dunn Building Co, Inc.
Ferrell Gas
Fulcrum Construction Group, LLC
Geotechnical Engineering
Gulf Packaging, Inc.
Gulf Shores & Orange Beach Tourism
Hancock Whitney
Hand, Arendall, LLC
HPM
JESCO
Joe Steen Properties
Kaishan Compressor USA
Keyport Warehousing

Lad Drago State Farm
Long's Human Resource Services
Meyer Real Estate
NAI Mobile
Resicum International, LLC
Segers Aero Corporation
Stone Crosby PC
The First of Baldwin County
The Highland Group
Top Talent Recruiter
Trustmark
United Rentals
WAS Design, Inc.
White-Spinner Realty Inc.

BCEDA STAFF

Lee Lawson

President & CEO

Tanner Jones

Research Analyst

Brad Dorsett

Project Manager

Karen Glover

Operations Manager

2020 BOARD OF DIRECTORS

OFFICERS

MARK INGRAM

Chairman

JASON PADGETT

Vice Chairman

KERRY O'CONNOR

Secretary/Treasurer

ORMAND THOMPSON

Immediate Past Chairman

EXECUTIVE COMMITTEE

TOM DEBELL

SCOTT FULLER

DANIEL MCKINNEY

TRIPP WARD

CASEY WILLIAMS

BOARD MEMBERS

JAY DICKSON

ASHLEY JONES-DAVIS

TONY MARZULLO

GREG RAWLS

KARMEN STILL

SCOTT TRIPOLI

NICK WILMOTT

WES YOUNG

EX-OFFICIO

COMMISSIONER JEB BELL

LOOKING AHEAD



With site enhancements underway, 2020 will be a big year for the future of the South Alabama Mega Site, as we leverage these enhancements to further market the site to prospects. With the \$7 million in improvements that are being made at the site, the South Alabama Mega Site will stand above all other mega sites in the Southeast in terms of site readiness, providing a shortened development timeline for prospective companies.



In 2019, infrastructure improvements were completed at the Daphne Innovation and Science Complex (DISC) along Highway 181 in Daphne. As we move into 2020, DISC will be one of Baldwin County's biggest assets with the potential to become a game-changing project for the Baldwin County economy.

ENHANCED MARKETING AND COMMUNICATIONS

In addition to our Baldwin Insider newsletter and other publications that you currently receive from the Alliance, we will be adding new and exciting ways to communicate with our investors and partners in 2020. Be on the lookout for this additional information in your inbox and your mailbox.

Thank You
FOR YOUR SUPPORT!



Baldwin County Economic Development Alliance
P.O. Box 1340
Robertsdale, Alabama 36567
www.baldwineda.com | 251.970.4081