



ECONOMIC DEVELOPMENT PARTNERSHIP OF ALABAMA

The Economic Development Partnership of Alabama is a totally private, non-profit organization supported by 70 of Alabama's leading companies and institutions that are committed to quality growth. EDPA's mission is to provide private sector leadership for economic development in Alabama.

The Partnership was created in 1990 by a group of Alabama business leaders who shared a vision for a more dynamic economy in the state and a commitment to support the state's economic development efforts. Since its inception, EDPA has worked to accomplish several core objectives, which include: Raising Alabama's profile as an outstanding business location, attracting new industry, encouraging expansion of existing industry, growing jobs within the state and creating a better climate for growth.

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VantagePoint

Why Alabama?

On a recent visit to an Alabama community, a prospective company got everyone's full attention with a direct, cut-to-the-chase question: "Why should we locate in your community?" Hearing about that encounter got us thinking about the best response to, "Why should we locate in Alabama?"

Here are the advantages Alabama offers that we think are most important to expanding companies:

Work force. Alabama has a labor pool of more than two million workers who are dedicated, reliable, skilled and eager to succeed. In the last decade, the state has repeatedly met the work force demands for some of the world's best companies. Alabama workers are diverse in their skills, performing everything from precision manufacturing to designing software systems to conducting scientific research.

Training. Alabama's training program may be its greatest asset, ranking number one and number two in the country the last two years respectively. AIDT recruits, screens and trains workers for new and expanding businesses – to the company's specifications. Companies have come to view AIDT as not only a resource, but a vital partner in preparing their workers.

Transportation infrastructure. A national study from a few years ago ranked Alabama in the top 10 for logistics. With a well developed interstate and highway system, rail system, commercial airports and a deep water port, the state offers advantages for companies that need to move products and materials as part of their operations.

Cost. In any analysis of the major operating costs for companies – energy, taxes, transportation, real estate, labor – Alabama will rank as one of the most cost competitive states. In addition, the state offers tax credits and incentives that make the cost structure even more attractive.

Ease of doing business. Alabama consistently ranks as one of the most business friendly states in terms of factors such as permitting, taxes and legislation affecting business. That's largely a function of a strong commitment to economic development on the part of state and local officials, who work to create an environment that encourages business expansion.

Geography. Alabama sits at the heart of the nation's fastest growing region. Access to a growing population and a dynamic economy is an advantage for most any company.

Proven track record. Boeing, Toyota, Lockheed Martin, Honda, Airbus, Mercedes-Benz, IPSCO Steel, Northrop Grumman and Hyundai have not only chosen to establish major operations in Alabama in recent years, they've met with remarkable success.

Finally, and perhaps most important, *we want you here.* Alabama is a state that still appreciates the contribution of business and industry. We value the companies that are located here and both public and private sectors are committed to helping them succeed.

We would welcome the opportunity to demonstrate what we can do for your company. ■

Steve Sewell
Editor