

# THE GEORGIA ADVANTAGE







## CONTENTS

6/7

Infrastructure

8/9

Workforce

Quick Start

10/11

Education Pipeline

12/13

Business and Tax  
Advantages

14/15

Cost Advantage  
Energy Mix

16/17

International

18/19

Living Advantage

## WHY GEORGIA

Fueled by a culture of collaboration and innovation, companies find success in Georgia. A pro-business framework is found across the state from metropolitan hubs to charming small towns. In Georgia, a wide range of industries discover diverse talent, while a robust and integrated infrastructure provides fast and efficient global access that's unmatched in the Southeast. Include a low cost of living in a moderate climate, and it's no wonder that 18 Fortune 500 companies chose the state for their corporate headquarters. Now, more than ever, business wants what Georgia has.



*"When we looked around the Southeast for the ideal location, Georgia really stood out. Georgia is home to a wide variety of food manufacturers, tremendous temperature-controlled logistics partners, and a world-class port in Savannah. We appreciate the state's interest in helping us grow — we appreciate how committed they are to providing exceptional training and work environments for our team members."*

DON SCHOENL – PRESIDENT AND CEO, AGILE COLD STORAGE



## 18 FORTUNE 500 COMPANIES HEADQUARTERED HERE

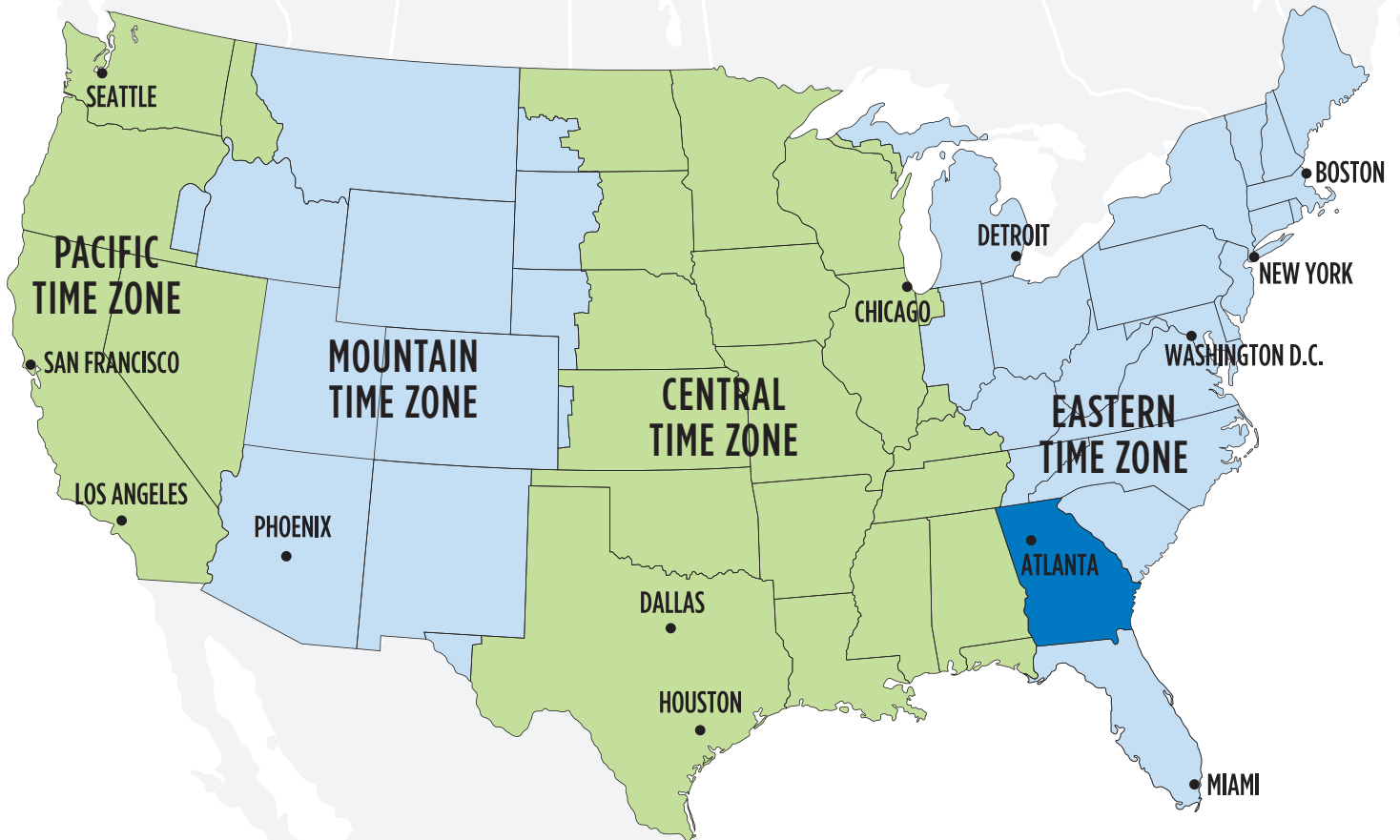


*"We're proud to employ more than 27,000 associates in our home state. The diverse workforce, cost of living, and location make it the perfect place to continue to grow our business."*

**STEPHANIE SMITH – SENIOR VICE PRESIDENT OF SUPPLY CHAIN DEVELOPMENT AND DELIVERY AT THE HOME DEPOT**

## HEART OF THE SOUTHEAST

Georgia's location provides proximity and easy access to all U.S. markets. Additionally, our geographical position provides some protection from natural disasters. According to the Federal Emergency Management Agency (FEMA) Georgia has the lowest risk index in the Southeast.



**#1 STATE  
FOR BUSINESS**

*Site Selection 2013-2020  
Area Development 2014-2021*

**#1 STATE  
OVERALL COST  
OF DOING BUSINESS**

*Area Development 2020-2021*

**#1 STATE  
COOPERATIVE  
STATE GOVERNMENT**

*Area Development 2014-2021*

**#1 STATE  
WORKFORCE  
DEVELOPMENT  
PROGRAMS**

*Area Development 2010-2021*

**#1 STATE  
COMPETITIVE  
LABOR ENVIRONMENT**

*Area Development 2019-2021*

# KEY INDUSTRY SECTORS

## Advanced Manufacturing:

Aerospace  
Automotive/EV

## Technology:

AgTech  
Cybersecurity  
FinTech

## Film & Entertainment

Food Processing  
Life Sciences  
Logistics



## COLLABORATIVE AND INNOVATIVE ECOSYSTEM

Georgia is a true innovation hub with a high concentration of companies that invest heavily in R&D. The state's investment in its thinkers and doers has created an ecosystem of corporate innovation centers, research universities, incubators, and accelerators. Over the past five years, Atlanta has experienced a 15% growth in tech jobs. Additionally, the city ranks 4th for tech talent diversity, which has spurred Apple, Google, Microsoft, and Visa to open offices in the metro.

Tech Square is "one of the nation's leading destinations for corporate research centers," according to the Harvard Business Review. The eight-block area in Midtown Atlanta has the highest density of startups in the Southeast, providing proximity for interactions with other researchers, venture capitalists, and Georgia Tech students. Many international brands, including Anthem, Delta Air Lines, The Home Depot, and Panasonic Automotive, house their innovation labs in Tech Square's high-performance computing space.

*"Atlanta has become an emerging hub for high-tech, characterized by a rich culture and university ecosystem. Establishing a memory design center in Atlanta enables us to partner closely with world-class universities on leading-edge technology development, and expand our talent pool with people who can bring different ideas, backgrounds, and experiences to our R&D and innovation efforts."*

**SCOTT DEBOER – EXECUTIVE VICE PRESIDENT OF TECHNOLOGY AND PRODUCTS AT MICRON**





# MOVING AT THE SPEED OF BUSINESS

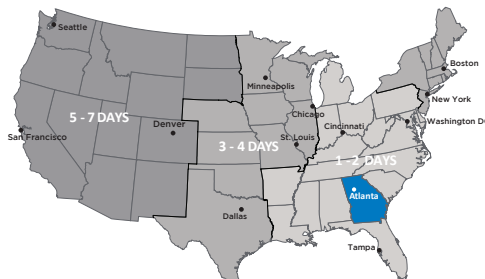
In Georgia, we understand that a company's ability to quickly and efficiently move people and product is essential to success. Decades of investment created a seamless network of air, sea, and ground transportation and a global gateway of connectivity. Additionally, 85% of the world's top third-party logistics operators (3PL) are available to coordinate your supply chain needs.



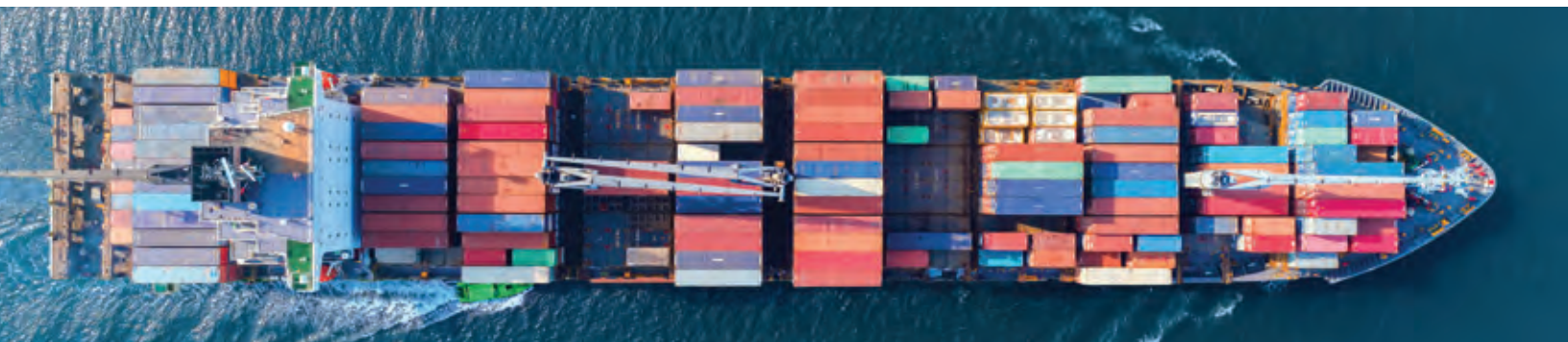
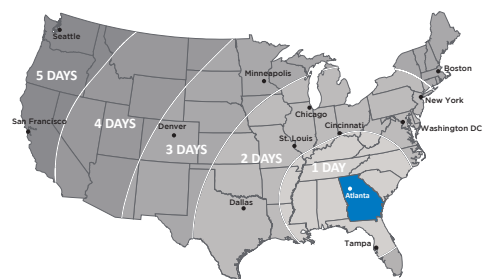
AIR TRANSIT TIMES FROM GEORGIA



RAIL TRANSIT TIMES FROM GEORGIA



TRUCK TRANSIT TIMES FROM GEORGIA



## BY SEA

### Port of Savannah

- Largest single container terminal in North America with five deepwater berths
- Largest on-terminal rail facility in North America with two Class 1 rail services, CSX and Norfolk Southern
- Direct links to I-95 and I-16 for easy access to inland markets
- Extensive refrigerated cargo infrastructure with more than 100 reefer racks
- Foreign-Trade Zone (FTZ) #104

### Port of Brunswick

- #1 terminal in the U.S. for new automobile imports
- Three modern Ro/Ro berths, served by nine steamship lines
- Two on-terminal Class 1 rail services
- Easy access to I-95 and U.S. 17
- Foreign-Trade Zone (FTZ) # 144

### Inland Ports

- Direct rail service reduces traffic congestion, costs, and delivery time
  - Appalachian Regional Port in Northwest Georgia
    - + Each round-trip container moved via rail offsets 710 truck miles
  - Northeast Regional Port
    - + Opening 2024



## BY AIR

### Hartsfield-Jackson Atlanta International Airport

- Most efficient and busiest airport in the world
- Direct flights to 150 U.S. cities and more than 70 international destinations in 50 countries
- More than a dozen air cargo carriers and 1.5 million square feet of cargo warehouse space
- Foreign-Trade Zone (FTZ) #26

### Statewide Airport Access

- Eight additional commercial airports located from north to south in Athens, Augusta, Macon, Columbus, Brunswick, and Valdosta
- Over 100 public-use airports for private and corporate jets throughout the state



## BY RAIL

- 5,000 miles of rail (8,047 km), the most in the Southeast
- Two Class 1 railroads, CSX and Norfolk Southern; 24 short-line companies
- Transports more than 200 million tons of cargo annually



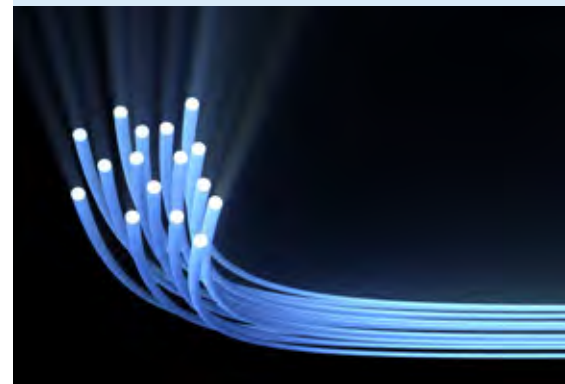
## BY INTERSTATE

- 20,000 miles of federal and state highway (32,186 km)
- 1,200 miles of interstate highway (1,931 km)
- Two major transcontinental interstate highways (I-95 and I-75)
- Four additional interstates (I-20, I-85, I-16, I-59) connect Georgia to 15 states



## COLD CHAIN FACILITIES

- 8th largest refrigerated space capacity of any U.S. state
- Four of the top 5 global public refrigerated warehousing companies have locations in Georgia
- 60+ cold chain facilities located in Georgia, collectively offering 19+ million square feet of cold storage space
- Port of Savannah has more refrigerated container capacity than any East or Gulf Coast terminal



## FIBER OPTICS

A robust and reliable fiber optic infrastructure gives you that nano-second edge.

- Two of the country's largest fiber trunk lines (North/South and East/West) intersect in metro Atlanta, along with major research lines
- 85% households have broadband internet access
- Ranked 5th in the nation for internet access by U.S. News & World Report, 2021



# WORKFORCE

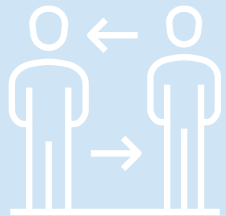
Georgia is the 8th largest state in the U.S. with a total population of 10.6 million people, and is projected to grow by 25% from 2018 to 2038.

In addition to recent graduates from technical colleges and nationally ranked universities, Georgia's workforce benefits from a near-constant influx of skilled and experienced workers discharged from the military. There are more than 700,000 veterans living in the state; many companies, especially in cybersecurity, defense, and aerospace industries proudly claim veterans as a sizable portion of their workforce.

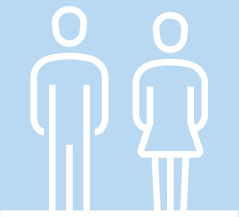


**5.3M**  
LABOR FORCE

2nd largest  
workforce  
in Southeast

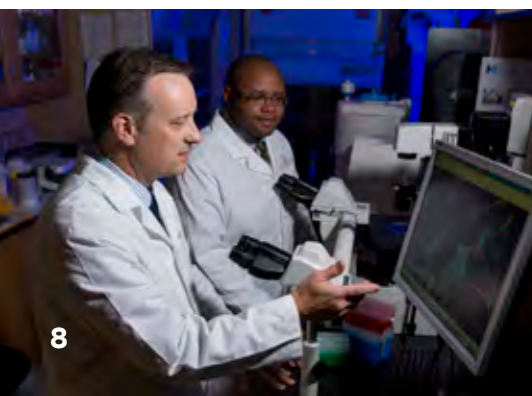
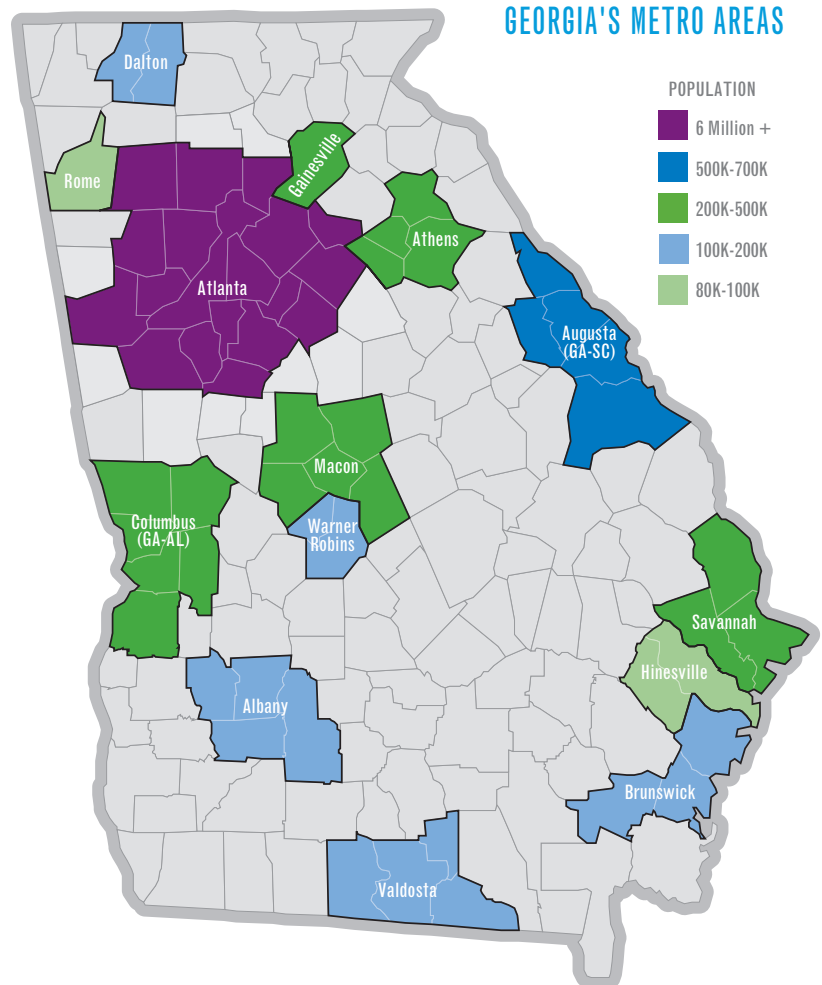


**37**  
MEDIAN AGE



**28%**  
WORKFORCE  
AGES 25-45

## GEORGIA'S METRO AREAS





## QUICK START EMPLOYEE TRAINING

As the No. 1 workforce training program in the country, Quick Start develops and delivers fully customized, strategic workforce solutions for qualified companies investing in Georgia. Quick Start helps companies assess, select, and train the right people at the right time for success. Services are provided free of charge as a discretionary incentive for job creation for clients opening or expanding manufacturing operations, distribution centers, headquarters operations, and customer contact centers in a broad range of industries.



*"We could not have done this without Georgia Quick Start. The training opportunities offered are second to none anywhere else in the nation, and I would like to say globally. The great thing about the technical schools in Georgia and partnering with them is their openness to training their students to your technologies."*

LISA NASH – HR MANAGER, QCELLS

# QUICKSTART®

## TECHNICAL COLLEGE SYSTEM OF GEORGIA

### SERVICES INCLUDE

#### **Strategic workforce consultation:**

Quick Start's training professionals work with company subject-matter experts to guarantee training meets business goals.

#### **Pre-employment assessment:**

Helps company assess candidates according to its own defined criteria and preview their skills.

#### **Customized post-employment and job-specific training:**

From fundamental knowledge to supervised on-the-job training on a company's own technology and processes, Quick Start prepares employees for maximum effectiveness and efficiency.

#### **Leadership and productivity enhancement training:**

Businesses maintain competitiveness and emphasize continuous improvement for all team members with Quick Start's guidance.

Additional details available at:

[GeorgiaQuickStart.org](http://GeorgiaQuickStart.org)

QUICK START  
CORE INDUSTRY  
SECTORS

ADVANCED  
MANUFACTURING

AUTOMOTIVE

AVIATION

BIOSCIENCE/  
HEALTHCARE

BUSINESS  
OPERATIONS

DISTRIBUTION

FOOD PROCESSING

# TALENT DEVELOPMENT

Georgia offers a wide range of choice for educational excellence for all members of the family, from K-12 to graduate school, to professional development. Businesses in Georgia find an educational system that serves their employees' children today, and develops a well-prepared workforce for tomorrow.

## K-12 GRADES

The Georgia education system provides a variety of schooling options to best meet your child's needs. Large and small, religious and secular, competitive sports programs, and international specializations can be found in the K-12 program offering of:

- Public Schools
- Private Schools
- Charter School Systems
- Dual Language Immersion Programs

## COLLEGE & CAREER ACADEMIES

Georgia's unique College and Career Academies provide intensive work-based learning experiences and career exploration for high school students in specific industry sectors. Students all over Georgia have access to training in the area of engineering, biomedicine, technology, logistics, robotics and many more of the skills needed to compete in the global market.

## HOPE SCHOLARSHIP AND GRANT PROGRAM

Georgia's HOPE scholarship was the first merit-based state scholarship in the U.S. and continues to be one of the largest. The HOPE Grant provides tuition assistance to students pursuing a certificate or diploma. Since its launch in 1993, the HOPE program has provided more than \$12.6 billion to over 2 million top performing students pursuing education beyond high school.

The HOPE Career Grant is a state-funded grant that supplements the HOPE Grant and results in free tuition, as well as other fees, for Technical College System of Georgia students learning skills needed for high-demand careers. For a detailed guide on these programs visit: [TCSG.edu/free-tuition](http://TCSG.edu/free-tuition).

## HOPE CAREER GRANT PROGRAM AREAS

- Welding and Joining Technology
- Diesel Equipment Technology
- Commercial Truck Driving
- Precision Manufacturing
- Certified Engineer Assistant
- Industrial Maintenance
- Automotive Technology
- Aviation Technology
- Construction Technology
- Electrical Lineman Technology
- Logistics/Transportation Technology
- Computer Programming
- Computer Technology
- Movie Production/Set Design
- Health Science
- Early Childhood Care and Education
- Practical Nursing





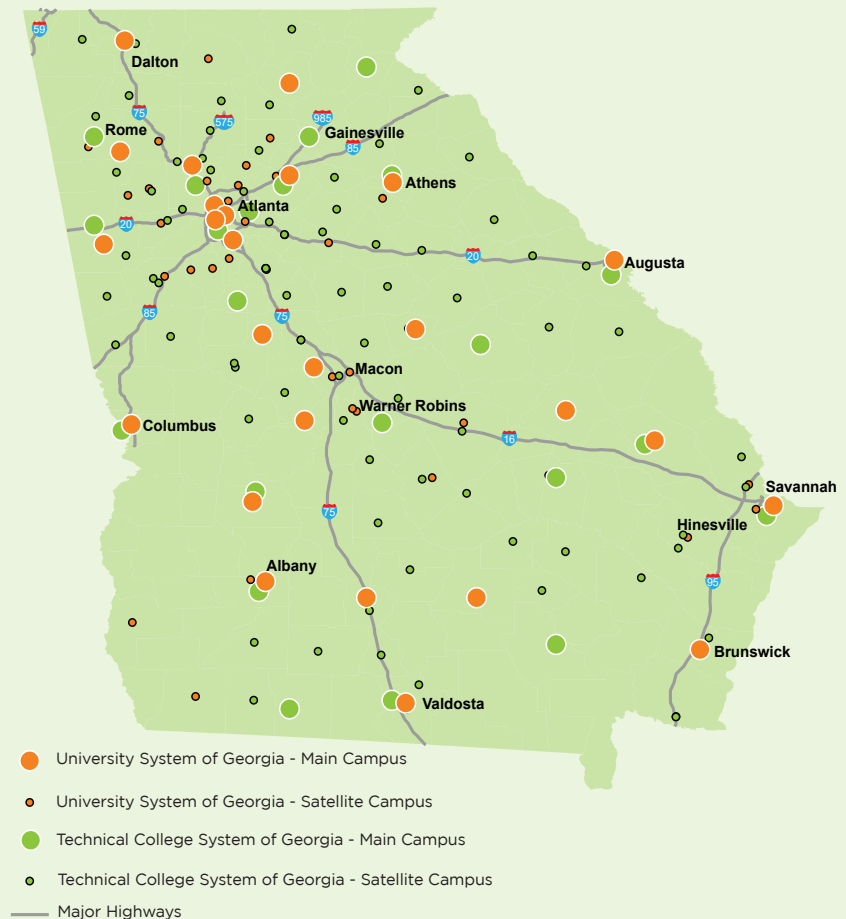
## COLLEGES AND UNIVERSITIES

Georgia has more than 80 accredited public and private colleges and universities across the state offering a variety of collegiate experiences. They are located in traditional college towns or vibrant urban centers, with campuses that are co-ed, multi-ethnic women's colleges, and Historically Black Colleges and Universities (HBCU).

- Two of the top 20 public universities:
  - Georgia Institute of Technology
  - University of Georgia
- Two of the top 5 HBCUs:
  - Spelman College
  - Morehouse College
- Two of the top 5 most innovative schools:
  - Georgia State University
  - Georgia Institute of Technology



**EACH YEAR MORE THAN 150,000 DEGREES AND CERTIFICATES ARE AWARDED BY GEORGIA COLLEGES AND UNIVERSITIES.**



## THE RESEARCH ADVANTAGE

Georgia's universities do much more than produce an educated workforce. The state's research universities – which generate more than \$2 billion a year in public and private R&D funding – work closely together through the Georgia Research Alliance (GRA), a national model for university research collaboration. GRA expands research capacity at universities, then seeds and shapes startup companies around inventions and discoveries. The Alliance has played a key role in building a reputation for Georgia as a center of discovery and invention. Read more about the breakthroughs in science and technology at [GRA.org](https://www.gra.org).



**THE UNIVERSITY OF GEORGIA RANKS #2 IN THE U.S. FOR NEW PRODUCTS TO MARKET**

**59 PRODUCTS TO MARKET IN 2020 INCLUDES: POULTRY VACCINES, HEALTHCARE SOFTWARE, VARIOUS AGTECH**

Source: AUTM 2021

**GEORGIA INSTITUTE OF TECHNOLOGY IS A POWERHOUSE IN ENGINEERING (GRADUATE PROGRAMS)**

**#1 INDUSTRIAL**

**#4 AEROSPACE  
CHEMICAL**

**#2 CIVIL  
BIOMEDICAL**

**#5 COMPUTER  
ELECTRICAL  
MECHANICAL**

Source: U.S. News & World Report, 2021

# THE BUSINESS ADVANTAGE

Over the years, Georgia's business-friendly approach has earned the state a range of accolades. Area Development magazine, citing the state's "reasonable statutes, sound economic development policy, and strong business development support," has awarded Georgia 1st place for Cooperative State Government for eight consecutive years. A right-to-work state, with low unionization, a favorable regulatory environment, and the number one workforce training program in the nation make Georgia the ideal place for companies to relocate or expand.



## CERTIFIED SITE PROGRAM

Since 2008, Georgia has provided a "shovel ready" program to help companies quickly identify optimal locations available for fast-track construction projects. There are 60 sites in the Georgia Ready for Accelerated Development (GRAD) program along with an extensive inventory of existing industrial and commercial properties. Additional information can be found at: [georgia.org/siteselector](http://georgia.org/siteselector)



**#1 STATE  
AVAILABLE  
REAL ESTATE**

*Area Development 2020-2021*

**#2 STATE  
SITE READINESS**

*Area Development 2020-2021*



# TAX ADVANTAGE

Georgia has consistently fostered business-friendly financial and regulatory policies creating an environment on which businesses can rely.

## STEADY GOVERNMENTAL FOUNDATION

- Maintains a AAA rating from all three credit agencies for over 20 years.
- Georgia's main incentives for job creation have been in place for more than 25 years.
- Some tax credits can be applied to state payroll withholding liability.
- Favorable corporate income tax structure, ranked 6th in the U.S. by the Tax Foundation, in place for 50 years until it was lowered in 2019.
- Georgia's environmental permitting program is consolidated with the U.S. Environmental Protection Agency (EPA) to expedite the permit process.

## TAX RATES

The corporate tax rate in Georgia of 5.75% is among the lowest in the nation. Additionally, Georgia uses a Single Factor Gross Receipts formula, which significantly reduces the effective rate of Georgia income taxation for companies with substantial sales to customers outside of the state. In addition, Georgia does not use the "Throw Back Rule" to tax income from sales to customers outside Georgia if it is not taxed by the customer's state.

## TAX EXEMPTIONS

Sales & Use Tax Exemptions helps Georgia companies lower their cost of doing business by offering the ability to purchase various types of goods and services tax free. Industries eligible for exemptions include manufacturing, data centers, and distribution centers.

## TAX CREDITS

Our portfolio of incentives begins with a tax credit to spur job creation, and includes an array of credits listed below. Georgia's statutory credits reduce corporate tax liability, and in some cases, reduce payroll withholding — essentially generating new cash flow for your company.

### GEORGIA TAX CREDITS

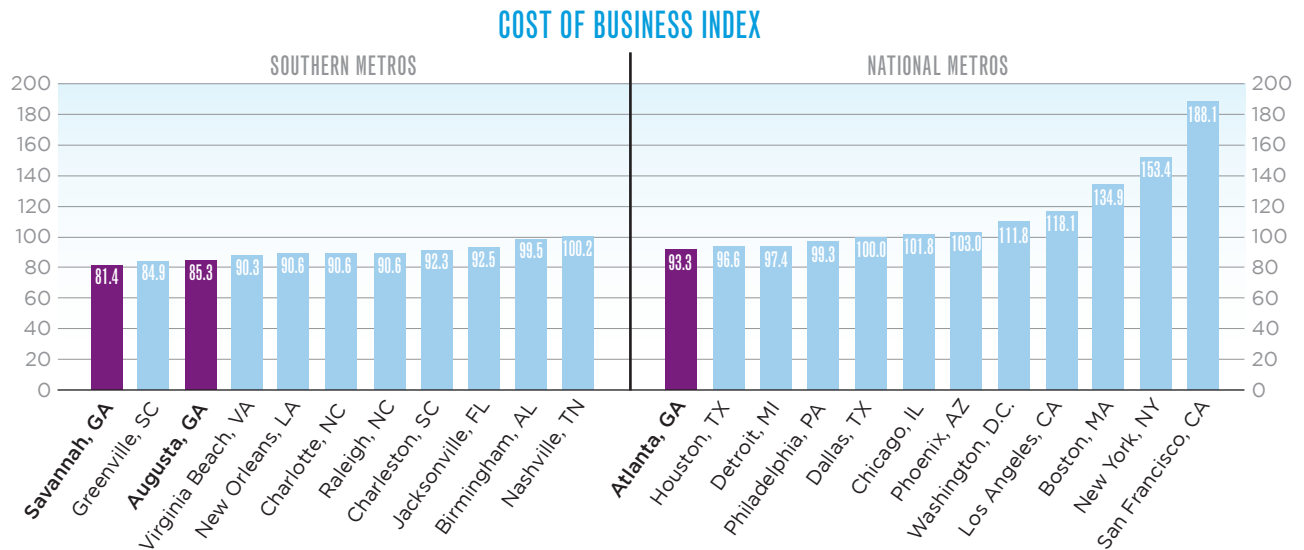
Job Tax Credit  
Quality Job Tax Credit  
Investment Tax Credit  
Port Tax Credit Bonus  
Mega Tax Credit  
Child Care Tax Credit  
Retraining Tax Credit  
Research & Development Tax Credit

**Industry-Specific Tax Credits:**  
Digital Entertainment Tax Credit  
Georgia Film, Television, and  
Entertainment Tax Credit  
Life Sciences Manufacturing  
Tax Credit  
Premium Tax Credit



# COST ADVANTAGES

Companies in Georgia take advantage of the low cost of doing business, with lower-than-average construction costs, utility rates, and other operating expenses. Georgia has plenty of available and affordable land ready for companies that locate and expand here. Georgia metros compare well on the cost of industrial and office real estate with other metro areas.



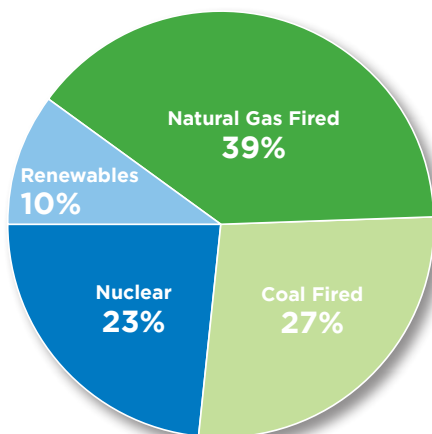
Source: Moody's 2020 U.S. Cost of Doing Business, 2021 update

## LOW RATES AND MULTIPLE ENERGY SOURCES

Georgia utility companies supply low-cost, reliable, and environmentally friendly energy for the state's businesses and residents. One major benefit of a company locating in Georgia is the ability to select its electricity provider, an option not available in most states.

Georgia is committed to grid modernization and expanding renewable energy options. The state's current energy mix is comprised of 35% carbon-neutral and renewable energy options.

## ELECTRICITY GENERATION BY SOURCE



Source: Electric Power Monthly





# THE PARTNERSHIP ADVANTAGE

An investment in Georgia is only the first step in our relationship, which is geared toward a company's long-term success. In addition to relocation and expansion services, Georgia Department of Economic Development provides free export services, resources for facilitating business innovation, and cross-industry connections.

## EXPANSION SERVICES

After locating in Georgia and becoming part of our existing business community, GDEcD's Regional Recruitment Team is available to meet on-site to better understand your needs and match them with resources and programs to continue to help your company grow.



## GDEcD'S CENTER OF INNOVATION

Exclusive to Georgia, the Center of Innovation can be your partner for facilitating innovation — from launching new ideas to taking operations to the next level. While the Center of Innovation welcomes the opportunity to work with all business types, they have six strategic areas of expertise: Aerospace, AgTech, Energy Technology, Information Tech, Logistics, and Manufacturing.

The Center's specialty is drilling down to the details and linking new and expanding businesses to their expert staff, external partners, and other resources who can help find the right solution for business challenges. Learn more at: [Georgia.org/Innovation](https://Georgia.org/Innovation)



*"As a small business owner, you're the CEO, COO, R&D, Production Manager, and HR. Having the ability to plug-in to the Center of Innovation who are experts in these areas, there's tremendous opportunity for advancing your business and helping you compete."*

JESSICA LITTLE – SWEET GRASS DAIRY

# THE GLOBAL ADVANTAGE

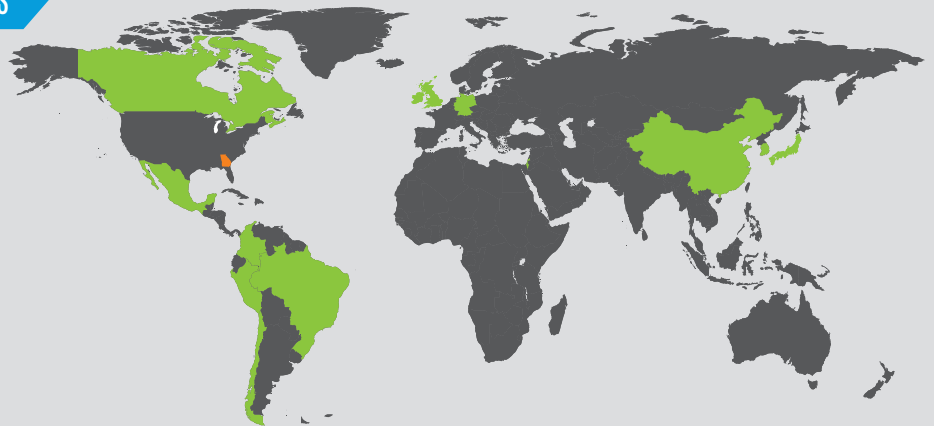
The seasoned team — fluent in more than a dozen languages — offers global insight and global connections as a free service to Georgia companies. Georgia's trade program is nationally recognized for excellence in export services, and in November 2020 earned an "E Star Award" for an unprecedented fourth year from U.S. Department of Commerce.

## LEADING EXPORTS ARE:



## GEORGIA'S INTERNATIONAL REPRESENTATIVES

Brazil	Israel
Canada	Japan
Chile	Korea
China	Mexico
Colombia	Peru
Europe	UK & Ireland



## LEADING MARKETS FOR GEORGIA PRODUCTS AND SERVICES INCLUDE:



Canada



China



Germany



Mexico



Singapore





EXPORT  
ASSISTANCE TO  
**200+**  
MARKETS



**26**  
CONSULS GENERAL  
**47**  
HONORARY CONSULS



FOREIGN DIRECT  
INVESTMENTS ON  
AVERAGE CREATES  
**23%**  
OF TOTAL JOBS  
ANNUALLY



OVER  
**3,500**  
INTERNATIONAL  
OWNED  
FACILITIES



A SAMPLE OF  
INTERNATIONAL COMPANIES  
WITH A PRESENCE  
IN GEORGIA

Bimbo Bakeries USA  
ASOS  
Beauflor  
Caesarstone  
Kerry Group

Kia Motors  
Kubota  
Luxottica  
Mercedes-Benz USA  
Porsche

Qcells  
SK Innovation  
ThyssenKrupp  
voestalpine  
YKK

#### TOP COUNTRIES BY INVESTMENT



S. Korea



Japan



Germany



Canada



Switzerland

#### TOP COUNTRIES BY JOB CREATION



S. Korea



Germany



United Kingdom



Ireland



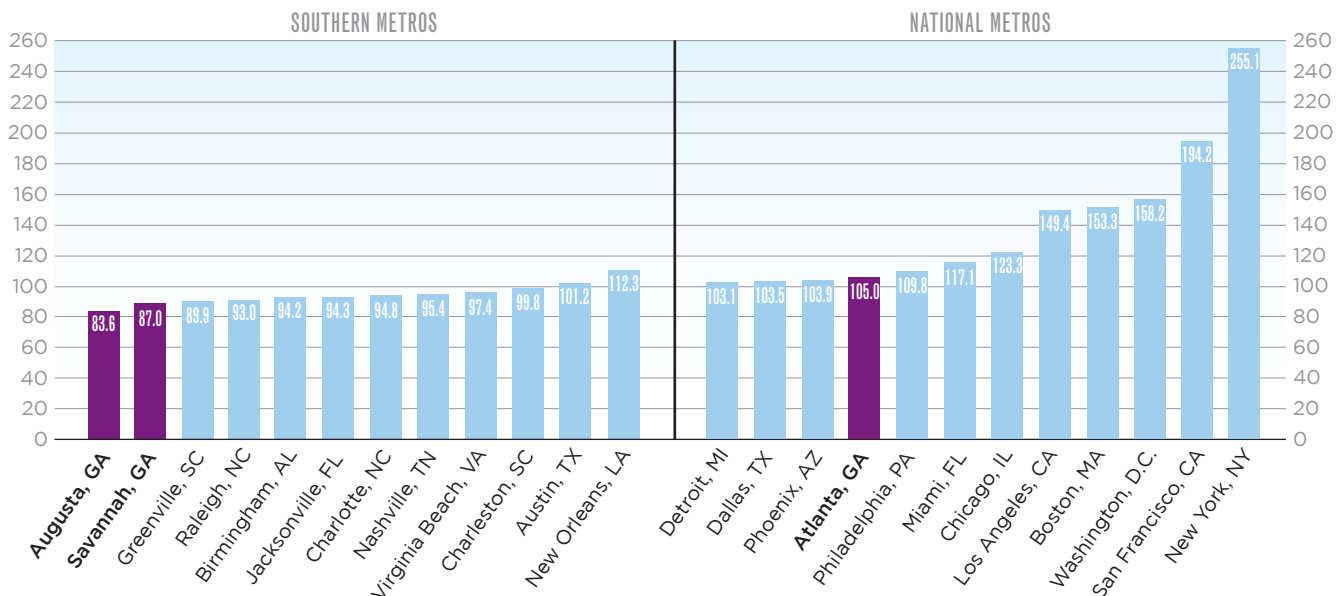
Canada

# THE LIVING ADVANTAGE

Lifestyle and standard of living are two reasons Georgia continues to attract Fortune 500 companies and the skilled, educated workforce businesses need to succeed. Thriving cities and charming towns offer a range of lifestyles, plus a temperate climate offering all four seasons make Georgia one of the very best places to live in the South. Across the state you will find world-class entertainment, professional and recreational sports, and restaurants providing cuisine from around the world. Come experience and enjoy life in Georgia.

## COST OF LIVING INDEX

Metros throughout Georgia have a cost of living lower than the national average, with many options that are competitive with other major Southeastern metros.



Source: The Council for Community and Economic Research (C2ER) Cost of Living Index, 2021 Annual

## MULTI-CULTURAL COMMUNITIES

Georgia's diverse international communities create cultural and learning opportunities for citizens across the state. With more than 1 million foreign born residents, the state's international population has risen in the past few decades from 3% to 10%. The majority of immigrants are from Latin America and Asia. After English, Spanish and Korean are the most frequently spoken languages.

Cultural, language, and heritage institutions scattered across Georgia bring together diverse communities for festivals and regular events, like the Macon Cherry Blossom Festival, which highlights the longstanding ties between Georgia and Japan, or Savannah's St. Patrick's Day, the largest celebration of the holiday outside of Ireland.





## EXPERIENCE

Georgia offers a wide variety of activities to suit people of all ages and interests.

A thriving arts scene features some of the nation's finest interactive museums, unique galleries and award-winning music venues. Some of the nation's most significant musical performers come from Georgia. Across the state, you can experience a vast array of musical genres – bluegrass, country, classical, hip hop, rock, soul and gospel.

Reconnect with nature while exploring a multitude of state and national parks, dozens of waterfalls, canyons, and beaches. Both casual and experienced outdoor enthusiasts will appreciate the variety of challenges presented by the state's hiking trails, walking paths, and cycling courses.

In addition to regular season games across a variety of sports, Georgia has a long history of hosting memorable sporting events. For example:

- Chick-fil-A Peach Bowl\*
- College Football Playoff National Championships
- Masters Tournament\*
- MLS All-Star Game
- NCAA Final Four
- Monster Energy NASCAR Cup Series\*
- Peachtree Road Race\*
- SEC Football Championships\*

\*annually held in Georgia





WE **SPEAK** BUSINESS



### START THE CONVERSATION

The Georgia Department of Economic Development (GDEcD) teams help the world's leading companies with everything from site selection to workforce training. Our project managers are your single point of contact for coordinating local communities and utilities required for your project. They can also provide unique cross-industry and academic connections through our partner resources.

**NOW MORE THAN EVER, BUSINESS WANTS WHAT GEORGIA HAS.**