



Experience an extraordinary way of life

Join renowned corporate leaders

Discover new ways to grow

Reach new markets

Field top talent

Trim costs

THE BUSINESS CASE FOR GEORGIA

You could
move your
headquarters
or expand
your operations
anywhere you want.

Here's why Georgia is
worth a serious look.

1

You can get there – anywhere –
from here. Access to new markets is
exceptional.



AIR TRAVEL: Your people can reach more than 75 countries and 150 U.S. cities every day – without ever changing planes – from Atlanta's Hartsfield-Jackson International Airport. More than 80 percent of U.S. markets are within a two-hour flight, and non-stop flights are available throughout the day and evening to major cities like New York and Chicago.

SEA CARGO: Georgia has not one but two deepwater ports, Savannah and Brunswick, and they serve all major ocean carriers and 100-plus trucking companies. Savannah is the fourth largest and fastest-growing container port in the U.S. for the past 10 years – and is a major reason Georgia now ranks no. 2 nationally in exports.

RAIL: With 5,000 miles of rail track, Georgia boasts one of the nation's most extensive rail systems for moving freight. And rail integrates with shipping on the Georgia coast in a big way: Savannah is the largest intermodal hub in the Southeast. It's also one of a very few U.S. ports to have two class-1 railroad facilities on terminal (CSX and Norfolk Southern).

TRUCKING: Four major U.S. interstates go through Georgia, allowing you to reach 80 percent of U.S. markets in two days or less. In fact, Georgia's centralized location in the Southeast gives you a strategic advantage.

THE GEORGIA ECONOMY IS FORWARD-LOOKING.

Georgia consistently ranks high in life science activities, entrepreneurship and technology-focused industries. Universities are nationally known for being collaborative. And the state is now aggressively pursuing more opportunities on behalf of business through The Georgia Competitiveness Initiative, a business-government partnership developing a blueprint for 21st century growth.



2

The money you save will be significant – and could be tremendous.

TAXES: Georgia's low corporate tax rate – 6 percent – applies only to the portion of income earned inside the state. And your corporate income tax liability is lowered further if your company delivers a large portion of products and services to places outside the state.

LABOR: Georgia has an abundance of high-quality, affordable labor. Georgia's hourly manufacturing wage in 2010 was nearly 11 percent lower than the national average. The state has the second-lowest union membership rate in the U.S. – 4 percent of employed – and Georgia is a right-to-work state.

COST OF LIVING: The cost of living in all eight of Georgia's largest cities, including Atlanta, is below the national average, according to the ACCRA Cost of Living Index. And a 2010 KPMG study ranked Atlanta as the second least expensive large U.S. city for business. Georgia's home prices are also below the national average.

INCENTIVES: Companies in several strategic industries and sectors qualify for up to five years of tax credits when they create jobs – as much as \$4,000 per job, per year.

- Application of tax credits against payroll withholding tax to generate cash flow for companies.
- Georgia's Foreign Trade Zone program allows qualified companies to defer, decrease or eliminate duties on materials imported from overseas to make products in Georgia.
- Operate in Georgia for at least three years and make a qualified new investment of at least \$50,000 in manufacturing or telecommunications, and you can get a tax credit between 1 and 5 percent of your investment.

About that last point – incentives – there are so many other ways your company could add to the bottom line. Your Georgia Department of Economic Development consultant will work with you to identify them.

**COME TO GEORGIA, AND YOU'LL
BE IN VERY GOOD COMPANY.**

Georgia is home to 15 Fortune 500 headquarters and 30 Fortune 1000 companies. Only New York and Houston have more Fortune 500 corporate headquarters than Georgia's capital, Atlanta.

**WHAT TRAINING WOULD BENEFIT
YOUR EMPLOYEES?**

Profiled on "CBS Evening News"... ranked no. 1 in the nation by Area Development magazine...Georgia Quick Start has helped more than 5,600 companies strengthen the skills of 700,000 workers.

The no-cost program delivers training in classrooms, mobile labs or directly on the plant floor. And this training is not limited to one or two industries: Quick Start has prepared workers to assemble intricate aircraft components, grow bacteria for vaccines, manufacture an array of plastic and metal products and field inquiries from customers, by phone or online.

For details, case studies and contact info, visit GeorgiaQuickStart.org.

3

Georgia's talent pool is deep, broad and bright. And we'll help you develop your people.

INFLUX: People are coming to Georgia, not leaving it. Some 54,000 new residents arrive each year, and the state added more than 1.5 million residents between 2000 and 2010. More important, population is projected to grow by 46 percent between 2010 and 2030.

PIPELINE OF TALENT: Nearly 90 accredited universities, colleges and technical colleges produce 50,000-plus graduates a year. Georgia's university system is one of the largest in the U.S.; moreover, colleges and universities in the Atlanta region rank in the top 10 in enrollment, degrees conferred and 20 other measures of educational strength.

DEVELOPMENT AND TRAINING: Georgia Quick Start is widely regarded as one of the nation's top-ranked workforce training programs. It provides customized training free-of-charge to qualified companies, and major corporations from Kia to IKEA have reaped benefits from Quick Start. Similarly, Georgia's Intellectual Capital Partnership Program (ICAPP) offers qualified companies customized, accelerated education for knowledge workers in high-demand occupations.

4

Your business will find new ways to grow. We'll make sure of that.



CONNECTIONS: With 11 offices located throughout Asia, Europe, the Middle East and the Americas, Georgia's Department of Economic Development has relationships with corporate and government leaders around the world. Our trade representatives and international offices will help you gain access to international markets and build valuable partnerships for your company.

KNOWLEDGE: Georgia has on-staff experts in more than a dozen industries who provide an outside perspective on expansion strategies and growth opportunities. They'll also provide you with a wealth of data on wages, tax breaks, incentives and business costs. Think of each as an industry concierge serving your company. And Georgia's Centers of Innovation help provide growing companies direct access to university research, commercialization resources, matching grants and potential investors in six industry clusters.

CONTACTS: The Georgia Department of Economic Development opens doors for companies, connecting them with agencies, chambers of commerce and other leaders in business and government. And specialized enterprises like the Georgia Research Alliance provide unparalleled access to university R&D operations and laboratories.

GEORGIA'S GLOBAL PRESENCE IS BOTH SIGNIFICANT AND REAL.

More than 3,500 international companies own and maintain facilities and offices in the state. And 65-plus nations operate consulates, trade offices, and bi-national chambers of commerce in Georgia.



credit: Rome Braves



5

Few states can match the versatility of Georgia's way of life.

CLIMATE: Georgia is colored by four well-defined seasons, including a brief winter, with an average temperature of 41°F/5°C, and a warm summer, with an average temperature of 82°F/28°C. Autumn and spring are spectacular.

SPORTS: World-class sporting events are right at home in Georgia, from the annual Masters Golf Tournament to NASCAR auto racing. Professional teams come to Atlanta to take on the Braves, Falcons and Hawks.

RECREATION: The Georgia outdoors offers something for everyone - pristine beaches, wondrous forests, majestic mountains and magnificent rivers and streams. Georgia is also home to more than 60 state parks and a dozen national parks, including the world-famous Okefenokee Swamp, as well as the world's largest aquarium.

CULTURE: Creative organizations comprise the state's fifth-largest industry sector, and Georgia's arts scene ranges from the comprehensive Woodruff Arts Center in Atlanta to award-winning regional theatre, museums and orchestras in communities throughout the state. The Woodruff Arts Center is regarded as the leading arts center in the South and one of the most unified arts enterprises in the nation.

...AND FEW STATES MATCH
GEORGIA'S LEVEL OF FISCAL
RESPONSIBILITY.

A balanced state budget is required by law,
and Georgia enjoys longtime AAA ratings from
Moody's, Fitch and Standard & Poor's.

Take a closer look at Georgia.

Seeing is believing. So we invite you to see Georgia and all that it can do for your company. Email us at business@georgia.org, and we'll connect you with the industry/business development team that has exactly the right expertise for your company. Our eight teams are:


Georgia's industry & business development teams are:

- Aerospace & Aviation, Defense, Automotive and Advanced Manufacturing
- Agribusiness, Food Processing, Energy & Environment and Logistics & Transportation
- Biosciences, Cleantech, Information Technology and Digital Entertainment
- International Projects (new to the U.S. market)
- Headquarters, Call Centers, Data Centers and Financial Services
- International Trade
- Existing Industry & Recruitment
- Centers of Innovation for Aerospace, Agribusiness, Energy, Life Sciences, Logistics and Advanced Manufacturing

Our teams have a global presence as well. They not only light the way to new opportunities abroad – they drive greater international investment here at home. Find out more about how Georgia interacts with key decision makers in Europe, Asia, the Middle East and the Americas.

Georgia's international offices are located in:

- Brazil
- Canada
- Chile
- China
- Germany
- Israel
- Japan
- Korea
- Mexico
- United Kingdom & Ireland



Make Georgia your new business home. Contact our offices to schedule your closer look at today.

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WHERE IPO MEANS
MORE THAN
IMPRESSIVE PEACH
ORCHARDS

15
FORTUNE®
500
COMPANIES



HEART
OF THE
FASTEST
GROWING
REGION
IN THE US



PORT
FAS
GRO
IN AM



LARGEST STATE EAST OF
THE MISSISSIPPI RIVER

more than
600,000 INCORPORATED
BUSINESSES



GEORGIA'S
RAIL SYSTEM

IS THE
EXT



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IN THE WORLD

We **SPEAK** Business



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