



Georgia EMC

Representing Georgia's Electric Cooperatives



See What
Georgia
Has to Offer

Thirty degrees and 35 degrees north latitude; 81 degrees and 86 degrees west longitude – they're more than just coordinates on a map. Within their confines is the state of Georgia – home to red clay, Vidalia onions and a booming economy. Since 1965, Georgia's population has nearly doubled, making it one of the fastest growing states in the nation. And what's propelling this growth? An environment that enables its citizens and businesses to thrive.

People like Georgia because of its exceptional quality of life. Businesses like Georgia because of its business-friendly attitude. And companies continue to move to Georgia at a brisk pace. In 2008 and 2009, new and expanding businesses created more than 34,000 new jobs and \$5.6 billion in investment.



GEORGIA EMC

Helping the influx of companies to Georgia is Georgia Electric Membership Corporation. We provide businesses with all the information they need in evaluating the benefits of a location in Georgia. Our extensive site and building databases provide detailed information on available industrial/commercial districts, parks and green-field sites. We also provide community profiles and a wide range of site planning services. Whatever the question, our economic

development professionals are eager to help you find the answers you need. On the following pages, you'll see why Georgia has become such a popular destination for progressive businesses. They come to Georgia for its livability, profitability, economic growth and international services – four components that create an ideal environment for business.

CLIMATE

Employers understand the connection between climate and profitability. Snow and ice keep trucks off the road and trains stopped on the track. They also result in lost days worked and high heating bills. The fact is that harsh weather affects the bottom line, especially for manufacturers and distributors. That's why Georgia's gentle climate attracts so many new and expanding businesses.

Average summer temperatures range from about 73 degrees Fahrenheit in the north to nearly 82 F in parts of south Georgia. Summer averages show little difference over the southern two-thirds of the state, where they range between 80 F and 82 F. Winter temperatures show more variation from north to south than do those of summer. Georgia also experiences much greater temperature variation from day to day in all sections of the state during the winter. The average temperature for the three winter months ranges from 41 F in the north to about 56 F on the lower east coast, with the increase being almost uniform from north to south. All of Georgia experiences freezing temperatures almost every year, but the frequency varies greatly from the mountains to the coast. The average annual number of days with a temperature of 32 F or lower ranges from 110 in the north to about 10 in the lower coastal region.

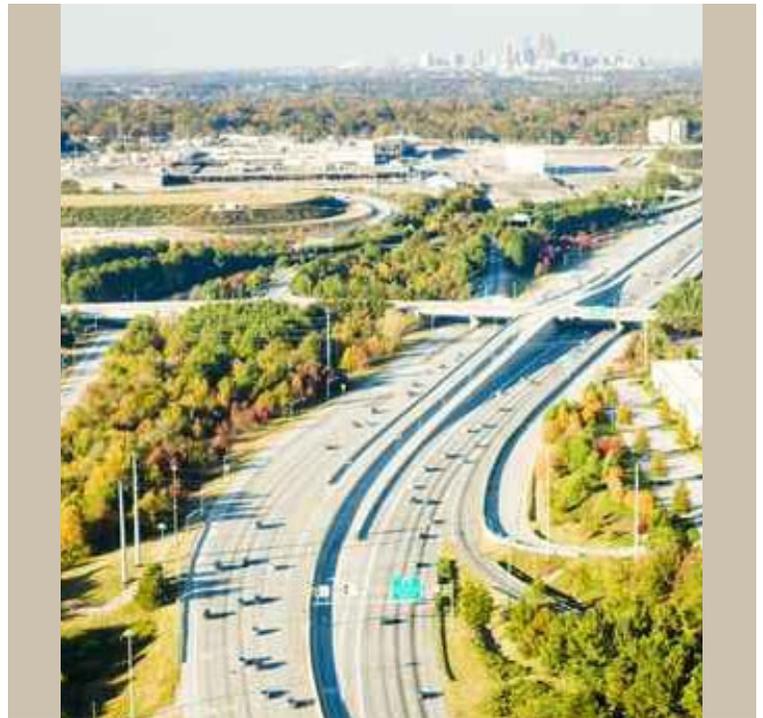
In terms of rainfall, Georgia averages more than 75 inches annually in the extreme northeast to about 40 inches in the east central region. The driest season for Georgia is autumn.

ACADEMIC EXCELLENCE

Many of the nation's greatest educational accomplishments have taken place in Georgia. Today, with more than half of Georgia's public expenditures going toward education, a strong tradition of educational excellence continues. This not only provides employers with a qualified work force, but it gives employers and their families access to high-quality education.

Facts about Georgia's Educational Institutions

- **Clark Atlanta University** is part of the largest consortium of predominantly black colleges in the world, producing some of the nation's most respected educational, scientific and political leaders.
- **Emory University**, one of the nation's most prestigious universities, has graduated six U.S. Senators, five Pulitzer Prize winners, 16 Rhodes Scholars, 22 members of the U.S. House of Representatives and 32 bishops of the United Methodist Church.
- **Georgia Institute of Technology** graduates the largest number of electrical engineering students of any school in the nation.



- **The Georgia State University** College of Business Administration part-time M.B.A. program is ranked eighth in the nation by U.S. News & World Report's Best Graduate Schools issue.
- **Southern College of Technology** is the nation's largest source of undergraduate engineering technology degrees.

Educational 'Firsts' in Georgia

- **The University of Georgia, Athens:** The first state-chartered institution in the United States.
- **Richmond Academy, Augusta:** Opened in 1783, becoming the state's first free government high school.
- **Wesleyan College, Macon:** Founded in 1836, was the first college in the world chartered to grant degrees to women.

Educational Facilities in Georgia

- 35 public colleges and universities
- 31 private colleges and universities
- 9 two-year colleges
- 35 technical institutes
- Graduate studies available at 17 public and 12 private institutions

TRANSPORTATION

Since its founding in 1733, Georgia has led the region in developing every mode of transportation. Today, the state offers an unmatched transportation network, ensuring the industry of a timely and cost-effective means of transporting goods.

Aviation

As one of the nation's busiest airports for both passengers and aircraft, Hartsfield-Jackson Atlanta International Airport is the center of air transportation in Georgia. In fact, Hartsfield-Jackson is two hours or less from:

- 80 percent of the U.S. population,
- 79 percent of the nation's 150 largest metropolitan areas,
- 77 percent of the nation's metro buying income, and
- 76 percent of retail sales in the nation's top metro markets.

The facility also is the nation's fastest growing international gateway, with 28 passenger and 19 cargo carriers offering service to more than 80 international destinations in 50 countries.

Of course, Hartsfield-Jackson isn't the state's only airport. There are 465 airports and heliports statewide, 104 of which are open to the public. Of these, all but one are paved, 99 are lighted and 85 have instrument approaches.

In addition to its own airports, Georgia also is served by airports in adjacent states, including Chattanooga, Tenn.; Greenville-Spartanburg, S.C.; Jacksonville and Tallahassee, Fla.; and Birmingham, Ala.

Roadways

Georgia has 1,244 miles of interstate roads, 18,000 miles of state highways and 102,653 miles of public and well-maintained roads. According to federal data and private surveys, Georgia has the best-maintained roads in the country, a particularly impressive statistic when you consider that Georgia imposes the lowest gasoline tax of any state. Plus, the state's mild climate means roads rarely are affected by adverse weather.

Ocean Ports

Georgia's deepwater ports in Savannah and Brunswick lead the Southeast in technology and volume. Both are managed by the Georgia Ports Authority, which, despite periodic downturns in the worldwide economy, has posted record volumes nearly every year since 1975.

Five-hundred feet wide and 42 feet deep, the Port of Savannah offers two primary terminals: Garden City Terminal, a 1,200-acre campus with one of the most modern and efficient container-handling facilities in the world,



and the downtown Ocean Terminal. Together, the two terminals are used by 27 carriers and serve 120 ports in 61 countries around the world. The port also features a 1,190-acre Foreign Trade Zone where users can delay, reduce and sometimes eliminate import duties.

The Port of Brunswick has three terminals tailored to the needs of break-bulk, agri-bulk and Ro-Ro cargoes: the Colonel's Island facility, the Mayor's Point Terminal and the Marine Port Terminal. Like the Port of Savannah, all Port of Brunswick terminals have rail service provided by CSX Transportation and Norfolk Southern.

Rail Service

Two of the nation's leading rail systems, CSX Transportation and Norfolk Southern, provide Georgia industry with a 3,500-mile network of track. Twenty-one smaller independent railroads provide another 1,300 miles, producing the Southeast's most extensive rail system. Many of these systems have developed their intermodal capabilities, providing the convenience and economy of rail shipping to all communities and industries, with or without direct rail access.

TECHNOLOGY AND TELECOMMUNICATIONS

Georgia has established itself as one of the nation's leading technology centers. The state is home to 12,000 technology companies.

With two of the largest fiber trunk routes in the country, Georgia connects the United States with Europe, Asia and South America. Atlanta serves as the headquarters for EarthLink, Cox Communications and Internet Security Systems (ISS), among others. The state also has a significant presence among high-tech companies, such as Verizon Wireless, Alltel and AT&T.



Research and development are other statewide initiatives. The Georgia Research Alliance (GRA) pairs state research universities with the business community and state government, keeping Georgia at the forefront of technology. One of the most notable partnerships is with Advanced Technology Development Center (ATDC), a nonprofit technology incubator that has assisted more than 120 companies. ATDC has been recognized by both Businessweek and Inc. magazines as one of the nation's top incubators. ATDC formed in 1980 to stimulate growth in Georgia's technology business base and now has locations in Atlanta, Savannah and Warner Robins.

LOCAL AND STATE INCENTIVES

There's no doubt about it – business benefits Georgia and its citizens. For this reason, the state has developed an attractive package of incentives designed to ensure that relocating or expanding companies benefit from their decision to locate here. In fact, the state's recently enhanced incentives make Georgia one of the nation's most business-friendly states.

Although local incentives vary greatly among municipalities, state incentives are numerous, falling into four primary categories.

1) Corporate Income Tax Reductions

Since 1969, Georgia has maintained a reasonable corporate tax rate of 6 percent, and it applies only to the income apportioned to a company's Georgia operations.

Job Creation

Using a four-tier system, Georgia offers job creation tax credits for manufacturing, telecommunications, warehousing, distribution, processing, tourism and research and development companies.

Credits apply for five years after jobs are created and may be taken against 100 percent of corporate income tax liability in Tier 1 and 2 counties and 50 percent in Tiers 3 and 4. Unused credits may be carried forward 10 years.

Job Creation in Joint-development Districts

An additional \$500 per job credit applies to companies located in a community that participates in a joint-development authority.

Quality Jobs Tax Credit

Companies that create at least 50 jobs and pay wages that are at least 110 percent of the county average are eligible to receive a credit of \$2,500 to \$5,000 per job, per year, for up to five years, based on the scaled system below. Credits may be used to offset the company's payroll withholding once all other tax liability has been exhausted and may be carried forward 10 years.

Mega Project Tax Credit

Companies that employ at least 1,800 net new employees and either invest a minimum of \$450 million or have a minimum annual payroll of \$150 million may claim a \$5,250 per job per year tax credit for the first five years of each net new job position. Credits are first applied to state corporate income tax with excess credits eligible for use against payroll withholding. Credits may be carried forward for 10 years.

2) Sales Tax Exemptions

Manufacturing Operations

Sales-and-use tax exemptions apply to:

- Raw materials
- Manufacturing machinery used directly in the manufacturing process for the following:
 - New facilities
 - Replacement machinery and components to upgrade existing machinery
 - Machinery components used to upgrade or expand production capacity
 - Machinery and equipment used directly to remanufacture aircraft engines, engine parts or components
- Pollution control equipment

Material-handling Equipment

Material-handling equipment purchased by warehouses and distribution centers and costing \$5 million or more is exempt from sales tax.

Electricity

Electricity used directly in manufacturing is exempt from sales tax if it totals at least 50 percent of material costs.

Government Contracts

Goods used in performance of a U.S. government contract by a contractor employing 500 or more workers are exempt from sales and use taxation.

3) Property Tax Exemptions

Freeport

Approximately 90 percent of Georgia's counties provide inventory tax exemptions, or Freeport, ranging from 20 percent to 100 percent for raw materials and goods in process, finished goods held by manufacturers and finished goods held for out-of-state shipment.

Software

Computer software is taxable on the value of its storage medium, effectively exempting it from property taxation.

4) Employee Training

Georgia's Quick Start program is a job creation and retention initiative administered by Georgia's Department of Technical and Adult Education that develops and delivers customized training at no cost to eligible new and expanding companies. Quick Start is recognized by leading companies around the world for its high-quality training services and its results.

The heart of Quick Start's service is job-specific training customized to each company's processes, equipment, procedures and standards. Quick Start enhances this with training in safety, automation, quality systems, productivity improvement, employee involvement, instructor skills and leadership.

In addition to manufacturing operations, Quick Start provides comprehensive training for distribution centers and service operations, such as corporate headquarters, billing and remittance centers and technical support centers. Quick Start's performance-based training equips employees with the technical and interpersonal skills companies need to achieve their quality and productivity goals in the shortest possible time.

ONE-STOP PROCESS

Typically, both federal and state governments regulate environmental protection, and in many states, differences between the two authorities' requirements can make the permitting process long and rigorous. In Georgia, the state's Environmental Protection Division's (EPD) requirements are nearly identical to those of the federal government, so there is little duplication of effort and minimal overlapping of state versus federal standards.

The EPD also reduces the environmental compliance procedure into "one-stop" permitting, which generally includes all necessary state and federal environmental requirements. Georgia's EPD director also coordinates the EPD's action with review by the federal Environmental Protection Agency.

The EPD regulates discharge into the air or water, discharge onto land, water withdrawal from ground or surface waters, solid waste management and erosion control. Permits required under the Coastal Marshlands Protection Act and Section 404 dredge and fill permits are issued by the U.S. Army Corps of Engineers. However, they are coordinated internally by the EPD to avoid or shorten delays.

For private-sector projects, Georgia requires no environmental impact statement. Moreover, because Georgia's environmental review satisfies federal guidelines as well as state guidelines, no federal environmental impact statement is needed either. However, the Georgia Environmental Policy Act requires state agencies and authorities to prepare environmental impact reports for their own projects.



ABUNDANT AND COST-EFFICIENT UTILITIES

With its sophisticated network of utilities, Georgia has long been known for offering industry a variety of utility options at costs that are typically at or below the national average.

Water

Georgia's high-quality ground and surface water make the state a prime location for water-dependent industries. South Georgia's aquifers are among the most productive in the country, with yields of up to 6,000 gallons per minute. Moreover, the state's assignments of water resources protect users from encroachment by others.

Electricity

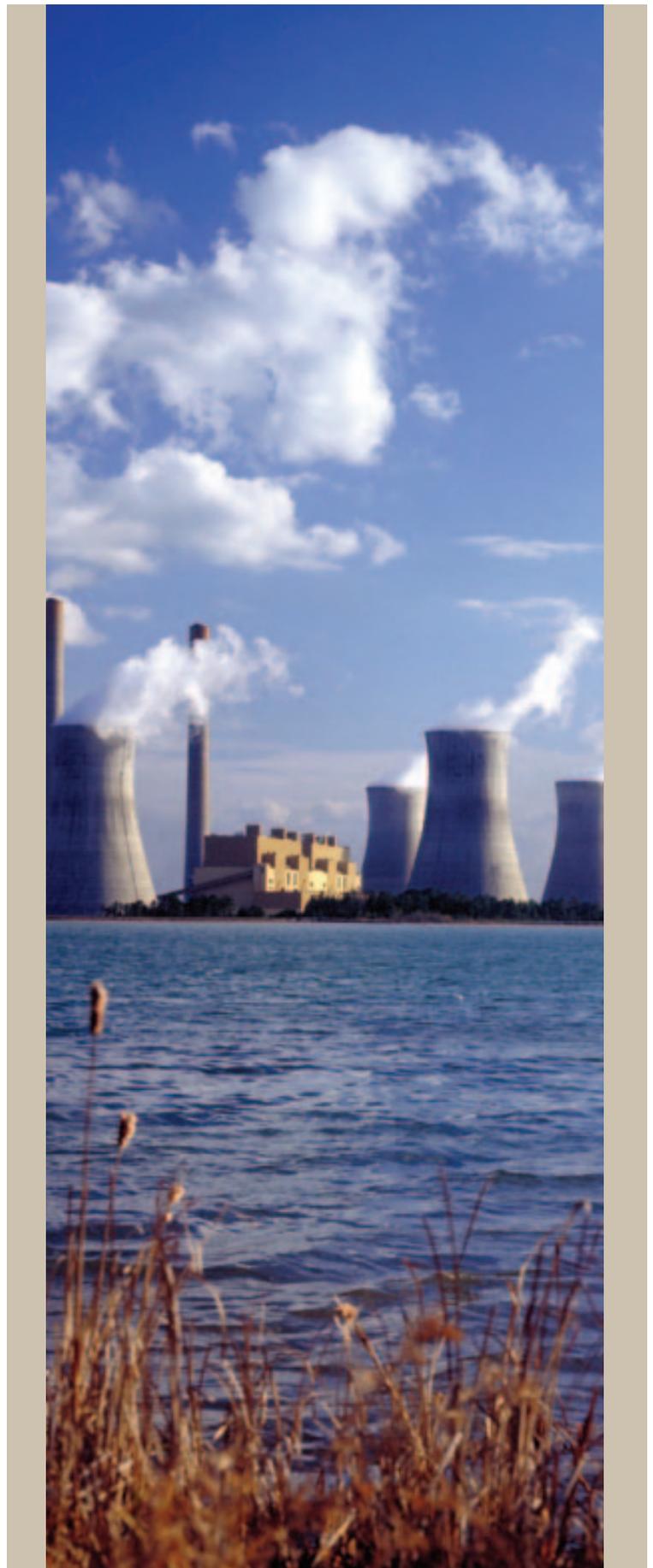
More than 90 percent of Georgia's communities and electricity distributors are supplied through an integrated transmission network jointly owned by three organizations: EMC-owned Georgia Transmission Corporation, Georgia Power Company and MEAG Power.

Companies establishing new facilities in Georgia benefit from competition among the various power suppliers. The Georgia Territorial Electric Service Act created a unique customer choice situation for power supply state-wide. In most cases, new industrial/commercial enterprises with a 900 kW connected load or greater and located outside municipal limits have the right to choose their power supplier in a competitive environment.

The sources of electrical generation are significant – the state's two nuclear plants produce approximately 27 percent of the electricity. Coal, the nation's major energy resource, produces roughly 64 percent of total electricity, compared to 51 percent for the rest of the nation. The state is in an especially enviable position regarding oil, since less than 1 percent of the state's electricity is oil-generated, compared to 3 percent of the nation as a whole. The remaining electricity is produced from hydroelectric sources (about 4 percent) and natural gas (approximately 5 percent).

Natural Gas

Natural gas equates to roughly 40 percent of the energy used in Georgia's industries, so the availability of abundant natural gas supplies at competitive prices is a key component of industrial growth in the state. There are approximately 84 municipal gas systems, 10 natural gas marketers and two investor-owned gas distribution companies: Atlanta Gas Light Company and Atmos Energy Corporation. Atlanta Gas Light Company, the largest natural gas distributor in the Southeast, provides gas service to more than 228 communities, while United Cities Gas Company, a multi-state gas distributor, serves the cities of Gainesville and Columbus.





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