

	TOTAL DEALS	TOTAL POINTS	*PPM	*PPM RANK
ALABAMA	48	315	65.6	3rd
<p>Wow, talk about a gut check. The negative publicity from the bankruptcy of Jefferson County — the home of Alabama's largest city — the strong backlash over Alabama's "self deport" immigration law and the fact that Alabama's largest project announcement ever — Germany-based ThyssenKrupp — is on the selling block and you have a recipe for disaster. That didn't happen with Alabama. Its economic development professionals carried on and earned the state an honorable mention with 315 big points. A great year even without the distractions.</p>				
ARKANSAS	3	20	6.9	14th
<p>It is difficult to even address Arkansas' 2011 year. Here is a state with the 6th-lowest unemployment rate in the South with an economy that is humming along pretty well. But 20 points on just three projects meeting or exceeding our thresholds is an all-time low for any state since we started the SB&D 100 in 1994. It just shows that you don't have to turn big deals to keep a state economy going. Regardless, Arkansas needs a game changer.</p>				
FLORIDA	15	110	5.8	15th
<p>"The 2011 SB&D 100 shows that this state continues to struggle evidenced by its last place PPM score (again)." That sentence was from last year's Florida state report and it can be repeated this year. Florida once again placed last in PPM (points per million residents) for 2012. I am not a "Florida skeptic" as one Florida economic developer apparently said about me this year. I am a cheerleader for all Southern states, but we do publish facts. Fact is, while 2010 and 2011 were terrible big deal years in Florida, game changers from Jan. to July of this year are off the charts. Those projects won't make it until this time next year. It looks like Florida is beginning to rebound and once they do, look out, because this state was a job generating monster. It will be again.</p>				
GEORGIA	21	165	17.0	12th
<p>We wrote last year that things were getting better in the Peach State since it posted a respectable 290 points. That statement was premature. With the 13th-highest unemployment rate in the South and just 21 projects meeting or exceeding our thresholds, this Southern state needs to reinvent its economic development efforts. Maybe they have. New Gov. Nathan Deal has turned some great deals — Caterpillar comes to mind — so far this year that will make the 2013 SB&D 100. Regardless, Georgia is the South's most overrated state when it comes to economic development. For decades Georgia looked down on neighboring South Carolina and Alabama. Since well before the Great Recession, though, Georgia has been looking up at South Carolina and 'Bama in economic development. Four of the past five years Georgia hasn't hit the 200 point mark and it is the South's third-largest state.</p>				
KENTUCKY	29	175	40.7	7th
<p>Like Virginia, Kentucky is a "steady Eddie" when it comes to the successful practice of economic development and that has been the case every year that Gov. Steve Beshear and economic development Secretary Larry Hayes have run things in the Bluegrass State. Rarely does Kentucky go off the charts — up or down — in the successful recruitment of game changers. This is the South's most consistent state when it comes to economic development.</p>				
LOUISIANA	70	480	106.7	1st
<p>It couldn't get any better last year when Louisiana won state of the year, New Orleans took major market of the year and Lake Charles chalked up its first mid-market of the year. Louisiana's PPM score of 115.4 in 2011 was the best state score in SB&D history. With a PPM of 106.7 in this year's SB&D 100 and two \$5 billion-plus deals, Louisiana got pretty close to its record year. This state has reached new heights.</p>				
MISSISSIPPI	13	115	39.7	8th
<p>A nice year for the Magnolia State, which was in transition in 2011 as Gov. Haley Barbour stepped down and new Gov. Phil Bryant stepped in. Brent Christensen has been brought in by Bryant to head the Mississippi Development Authority. There's a lot of economic development talent in Mississippi and we expect this state to fare well as manufacturing continues its surge in the South.</p>				

* PPM = Points per million residents. All points were earned from projects of 200 jobs or more and/or \$30 million or more in announced capital investment in calendar year 2011. PPM is determined by dividing state population into total points earned.

	TOTAL DEALS	TOTAL POINTS	*PPM	*PPM RANK
MISSOURI	11	100	16.7	13th
<p>There is no question that 2011 will be remembered as the year when the automotive sector set total deal records. Missouri's large automotive sector helped set those records as both Ford and GM made major commitments to their St. Louis and Kansas City area plants. Over 3,200 jobs were added to those plants, but more importantly, a long-range commitment to Missouri by the domestic automotive giants.</p>				
NORTH CAROLINA	89	595	62.6	4th
<p>Wow, North Carolina actually challenged Texas in total points in calendar year 2011, coming up short by only 45 points. A Texas challenge has only occurred twice in 19 years; by Florida in 2002 and North Carolina this year. The sheer number of big deals choosing North Carolina in 2011 went across the industry sector board with just about every type of business imaginable making investments. This was truly a remarkable year for North Carolina, earning the state's fourth state of the year title.</p>				
OKLAHOMA	8	65	17.6	11th
<p>Not unlike Arkansas, Oklahoma's low score of 65 points in this year's SB&D 100 is nowhere close to describing this state's economy. At 4.8 percent, Oklahoma enjoys the South's lowest unemployment rate by a wide margin. Virginia is next with 5.6 percent. The oil and gas industry is driving this state's economy and those massive job generating deals are usually not made public. But the Boeing deal in Oklahoma City was. Boeing looks like it is making OKC its second home.</p>				
SOUTH CAROLINA	28	200	43.5	5th
<p>With the successful recruitment of Bridgestone, Continental and Nephron, South Carolina posted three projects in the South's top 25 for 2011. The Palmetto State is benefiting greatly from the surge in manufacturing projects in the South and some of that activity is sourced from re-shored deals. South Carolina is back and it will be a strong contender for any large project looking at the South for a footprint in the U.S.</p>				
TENNESSEE	34	240	38.1	9th
<p>Kind of a down year for Tennessee, as it didn't make it in the upper tier of Southern states in PPM, a place it has settled into for many years except for a disastrous year in 2006. In fact, other than 2006, Tennessee's point total hasn't dipped below 290 in a decade until this year. Restarting the GM plant in Spring Hill was the No. 1 job-generating deal in the South in 2011. But not having Memphis, Nashville or Knoxville mentioned anywhere in their divisions is a sure sign this state has had better years.</p>				
TEXAS	86	640	25.6	10th
<p>Like Oklahoma and Arkansas, oil and gas is driving Texas' economy and few of those projects are counted by our SB&D 100 methodology. With an unemployment rate around 7 percent, Texas is doing just fine. And so is Fort Worth, which drove the D-FW market to mega-market of the year for 2012. All of Texas' major markets are flourishing, but it has had much better years than 2011 in the past.</p>				
VIRGINIA	50	330	41.3	6th
<p>Considering what the automotive industry did for states like Alabama, Tennessee, Kentucky and South Carolina in 2011, Virginia's year is pretty stout. It doesn't have a large automotive sector and it still ranked 6th in PPM. And with a total of 50 projects meeting or exceeding our thresholds, the total is fourth-best in the South. Virginia's economy is one of the most diversified in the entire region.</p>				
WEST VIRGINIA	22	170	94.4	2nd
<p>West Virginia's economy is soaring and its SB&D 100 numbers support that. A second place PPM score is very impressive. This is the second year in the last four that West Virginia was considered for state of the year. If it weren't for North Carolina's breakout year, this state wouldn't have had to settle for an honorable mention.</p>				

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