Opportunity Zone Guide Mobile, Alabama



Photo by Tim Ard

Welcome to Mobile, AL

Founded in 1702, Mobile is one of the oldest cities in the United States. Our rich history is matched with a fast-growing modern community focused on the future.

Full of Southern charm and hospitality, Mobile gives rise to countless business opportunities. Over the last decade, Mobile's economic development efforts have garnered \$3.9 billion in capital investment and added 10,713 jobs, including 29 new businesses recruited and 60 expansions made at existing area companies.

Covering 1,644 square miles, Mobile County comprises most of the Mobile Metropolitan Statistical Area (MSA).

With a 2018 estimated population of 414,328, Mobile is Alabama's second-largest county, home to 8.5 percent of Alabama's population. Since 2000, Mobile County has grown by 3.5 percent.

Educational attainment levels in Mobile County continue to improve with 86.3 percent of the population (adults 25-plus) earning a high school diploma, and 23 percent of the population (adults 25-plus) earning a bachelor's degree or higher.

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Opportunity Zones

The Opportunity Zone incentive is a new community investment tool established by Congress in the Tax Cuts and Jobs Act of 2017 to encourage long-term investments in low-income urban and rural communities nationwide.

WHO BENEFITS?

People or companies who have capital gains they would like to defer and developers who now have access to capital by a private third party investing in an Opportunity Zone fund.

WHERE ARE THEY?

Mobile's 14 zones are primarily located in downtown, Africatown, the Port of Mobile, Mobile Regional Airport, Downtown Mobile Airport, one tract along Airport Boulevard and near I-65 West.

HOW TO GET CONNECTED?

Contact Shelby Glover Zaricor, the Mobile Area Chamber of Commerce's Director of Business Development, at szaricor@mobilechamber.com or 251-431-8616.





A. Mobile Regional Airport	Census Tract 64.03
B. Northwest Mobile / I-65	Census Tract 34.02 and 26
C. Airport Boulevard	Census Tract 28
D. Toulminville / St. Stephens Rd	Census Tract 6
E. Downtown Mobile	Census Tract 4.01 and 2
F. Oakleigh / Washington Square	Census Tract 10.02
G. Michigan Avenue Corridor	Census Tract 14, 13.02, 15.01, and 15.02
H. Mobile Aeroplex	Census Tract 74
I. Waterfront / Docklands	Census Tract 12

Incentives to Invest

Incentives are designed to attract new and expanding industries to Mobile. It is necessary for companies to consider applying for abatements prior to making public announcements to avoid possible difficulties with the abatements being granted.

Eligibility

- An eligible site must have a deficiency in site preparation or public infrastructure.
- An eligible site must have either (1) a potential project, or (2) an identifiable reason that an industrial prospect did not select the site in the past.
- An eligible site must be owned by a local economic development organization, such as an IDA, IDB, chamber of commerce or other nonprofit economic development organization.
- 25% of the Growing Alabama Funds are earmarked for sites located in Targeted Counties.
- Projects must be approved by Commerce and the Renewal of Alabama Commission.

Benefits and Restrictions

- Approved projects are funded when taxpayers make contributions to a local economic development organization.
- Taxpayers receive a tax credit equal to their contributions. The tax credit may offset up to 50% of the taxpayer's income tax liability.
- Credit can be carried forward for 5 years.



Mobile, AL Incentive Summary

SALES AND USE TAX ABATEMENT

Sales and use tax abatements are statutorily available to qualifying projects. Qualifying corporations or entities may abate all of the state and local non-educational portion of taxes associated with construction and equipping the facility. Once the facility is placed into service, this abatement will become null. The exception is for coal mining projects, in which half of the state sales and use tax may be abated. The state, county, and city abatements on the sales and use tax is statutorily granted by the local granting authority. This incentive is approved by the local granting authority. Please see the local guestionnaire for incentives for a summary of the process.

ALABAMA REINVESTMENT AND ABATEMENTS ACT

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All of the non-educational state and local property taxes can be abated for up to 20 years. For years 1-10, the local granting authority can statutorily grant property abatements to qualifying projects. Please see the local questionnaire for incentives for a summary of the process. Projects which are granted property tax abatements for years 11-20 must be granted this abatement at the state, county, and city level. For the state non-educational portion of property taxes for years 11-20, the granting shall come from the consent of the Governor. For the county non-educational portion of property taxes for years 11-20, the granting shall come from the consent of the Mobile County Commission. For the municipality non-educational portion of property taxes for years 11-20, the granting shall come from the consent of governing body of the municipality. Please note that years 11-20 are used for used only for larger projects. These projects are viewed on a case-by-case bases for this abatement.

Buildings or facilities that are refurbished, upgraded, or placed back into service may qualify for the reinvestment incentive. To qualify, the project must have a cost of at least \$2 million. The qualifying project can be granted abatements on sales and use taxes on

- Construction material;
- Non-educational portion of the incremental increases of property tax; and
- Exemption from taxes from increased utility services for the facility for up to 10 years.

JOBS CREDIT

Under the Alabama Jobs Act, qualifying projects are eligible for a jobs credit. The job creation incentive is an annual cash rebate up to 3% of the previous year's gross payroll (not including fringe benefits) for eligible employees for up to 10 years.

INVESTMENT CREDIT

Under the Alabama Jobs Act, qualifying projects are eligible for an investment credit.

- The investment incentive is a credit of up to 1.5% of the qualified capital investment expenses for a qualifying project for up to 10 years. This credit can be taken against the Alabama income tax liability
- and/or utility tax liability.
- The Investment Credit may be carried forward for 5 years.
- At the discretion of the Alabama Department of Commerce, the Investment Credit may be transferrable for the first 3 years to generate cash for the project. Investment Credit transfers must be at least 85% of face value and must be approved by the Alabama Department of Commerce.

JOBS AND INVESTMENT CREDIT RESTRICTIONS

- A project must create at least 50 new jobs (exception below).
- For engineering, chemical manufacturing, data centers, design, and research projects, there is no minimum number of jobs that must be created.
- The project's direct, indirect, and induced taxes must exceed the amount of tax incentives sought.

The Governor has the final authority to increase or decrease the amount of credit for a qualifying project. Once a completed application is received, the Alabama Department of Commerce can normally have a letter of commitment on the Alabama Jobs Act incentives within 30 days.

ALABAMA VETERANS INCENTIVE

For new or expanding corporations that employ a workforce of at least 12% of which is veterans, an additional 0.5% jobs credit is available in addition to the incentives under the Alabama Jobs Act. The Governor has the final authority to increase or decrease the amount of credit for a qualifying project. Once a completed application is received, the Alabama Department of Commerce can normally have a letter of commitment on the Alabama Jobs Act incentives within 30 days.

INVENTORY AND RAW MATERIAL EXEMPTION

Unlike many other states, the state of Alabama does not have a property tax on inventory of goods, wares, and merchandise that is offered for sale. Raw materials that are to be used in the manufacturing process and are stocked at facilities for manufacturing purposes are also exempt from any property taxes. Likewise, raw materials that are to be used in the manufacturing process are exempt from sales and use taxes.

POLLUTION CONTROL EQUIPMENT EXEMPTION

Any pollution control equipment and materials purchased for the control, reduction, or elimination of air or water pollution are exempt from state sales and use tax. Likewise, any pollution control equipment and materials purchased for the control, reduction, or elimination of air or water pollution are exempt from property tax.

AIDT

AIDT is a state workforce development training program that is offered to qualifying business that are looking to locate or expand in Alabama by recruiting and training potential employees. There are many customized programs offered by AIDT to meet specific, qualified company needs.

Some of these customized programs include

- Comprehensive pre-employment selection and training,
- Leadership development
- On-the job training,
- Continuous and process improvement assessments,
- Maintenance assessments, and
- Industrial safety assessments and training.

AIDT is consistently ranked as one of the top workforce development training programs in the nation.

ALABAMA TECHNOLOGY NETWORK

The Alabama Technology Network (ATN) helps solve the needs of industry and business through innovative, sustainable, cost effective solutions. ATN can conduct detailed needs assessments, outline potential solutions based on the results, and then provide technical assistance to help you solve those problems or identify those who can.



Mobile's Opportunity Zone Strategy

In 2019, Gov. Kay Ivey signed the Alabama Incentives Modernization Act (the AIM Act) into law. At the heart of the Act is a first-of-itskind framework designed to provide the best and most impact-oriented Opportunity Zone (OZ) investments with (1) aligned state-level capital gains tax breaks, (2) potential state investment dollars, and (3) new impact investment tax credits to de-risk investments.

What It Means for Our Stakeholders

Every stakeholder in the Opportunity Alabama ecosystem can benefit from the new set of OZ incentives introduced by the AIM Act.

For Investors

Investors in high impact OZ projects will get the same state-level capital gains tax benefits that they get at the federal level. More importantly, the AIM Act de- risks high impact OZ funds by using tax credits to guarantee investor returns. Read "STEP 3" below to find out how.

For Communities, Developers, and Businesses

The AIM Act is designed to make investment opportunities with the highest level of community impact more attractive to investors. For rural areas aiming to attract more investor interest, it offers significant incentives for investment in high-impact projects. For urban areas addressing challenges from growing a tech ecosystem to blight remediation, the Act offers a way to make transformational investment opportunities much more compelling.

For the State

The AIM Act provides Alabama with an unparalleled suite of OZ incentives. Because the state retains the ability to control who gets the incentives through a rigorous application process, it can steer the flow of Opportunity Fund equity into the most distressed places with the highest potential for communityaligned growth and investor return. And, thanks to Opportunity Alabama, we are one of the only states in the country that has already assembled a statewide pipeline of high-impact OZ projects – so we will be ready to leverage this incentive quickly. How the AIM Act OZ Incentives Work Whether you are a project sponsor recruiting investors for your deal or a fund manager building a pipeline, you must complete the same series of interlocking steps to access the three AIM Act incentives described above. Each of these steps is explained in our full analysis of the new law.

STEP 1 Fund Approval and State Conformity

Sponsors or managers must apply to the Alabama Department of Economic and Community Affairs (ADECA) to become an "approved Opportunity Fund." This requires a solid, stable, and return-producing pipeline of high-impact projects – all of which have strong community support and will produce strong societal returns. Once approved, fund investors will get the same OZ-based capital gains tax treatment on state income taxes that they get on their federal income taxes.

STEP 2 Access to State Capital

Once "approved," sponsors and managers can seek investment from one (or more) of the ten state-controlled funds enumerated in the AIM Act, which are now permitted (but not required) to invest at least 3% of their principal in approved Opportunity Funds. Because fund managers must get at least a dollar of state investment in order to access impact investment tax credits, this optional step becomes mandatory if approved funds want to move on to Step 3.

STEP 3 Tax Credit Cuerenteed Petur

Tax Credit Guaranteed Returns

The AIM Act creates a \$50 million pool of state "impact investment tax credits," which can only be accessed through a project agreement with ADECA. Under those agreements, credits can only be claimed if an investment underperforms expectations – meaning that they make investing in high-need projects safer by insuring against downside risk. In exchange, the state gets regular reports on project-level impact and a share of the upside if a fund outperforms expectations.

Definitions

Opportunity Zones

The Tax Cuts and Jobs Act of 2017 (the "Act") incorporated legislation which provided for the designation of certain, low-income census tracts as qualified opportunity zones and created tax incentives to encourage long-term private investment in underserved areas.

A Qualified Opportunity Fund is a

corporation or partnership organized for the purpose of investing in qualified opportunity zone property that holds at least 90% of its assets in qualified opportunity zone property. The certification process with the IRS is very easy, as the fund can self-certify by attaching Form 8996 to its tax return. The Act allows a taxpayer 180 days in which to reinvest capital gains in a "Qualified Opportunity Fund."

A Qualified Opportunity Zone Property

includes any qualified OZ zone stock, any qualified opportunity zone partnership interest, and any qualified opportunity zone business property.

A Qualified Opportunity Zone Business

Property means tangible property used in a trade or business of a qualified opportunity zone fund if such property (1) was acquired by purchase after December 31, 2017, (2) the original use of such property in the opportunity zone commences with the fund or the fund substantially improves the property, and (3) substantially all of the use of such property was in an opportunity zone during substantially all of the fund's holding period for the property. Such property will be treated as substantially improved by a fund only if during the 30 month period beginning after the date of acquisition, the additions to the basis of such property in the hands of the fund exceed the adjusted basis of such property at the beginning of the 30 month period.

A Qualified Opportunity Zone Business

is a trade of business in which substantially all of the tangible property owned and leased by the business is qualified opportunity zone business property. In addition, at least 50% of the total gross income of the business must be derived from the active conduct of such business and the average of the aggregate unadjusted bases of the qualified opportunity zone business property attributable to "nonqualified financial property" must be less than 5 percent. The business cannot engage in any: private or commercial golf course, country club, massage parlor, hot tub facility, suntan facility, racetrack or other facility used for gambling, or any store the principal business of which is the sale of alcoholic beverages for consumption off premises.

Step By Step Process

- Form a qualified opportunity fund
- Certify the fund with the IRS
- Invest deferred capital gains into the fund
- Purchase property in the name of the fund
- Make substantial improvements to the
- property or commence its original use
- Operate the fund as a qualified opportunity zone business until Dec. 31, 2026
- Continue to operate the business for a total period of 10 years from the date of acquisition



Mobile Aeroplex at Brookley Zone H

The Mobile Aeroplex at Brookley is a

mixed-use industrial complex revitalized to meet the business needs of the 21st century. With roots as a former US Air Force base during and after World War II, this 1,700-acre property offers unmatched logistical advantages and intermodal capability that combines rail, road, water, and a commercial aviation airport.

Strategically located in the Foreign Trade Zone #82 and the Renewal Community Zone, the Mobile Aeroplex allows for enhanced business operations and attractive tax incentives and is home to some of the world's leaders in the aerospace/aviation industry.

Continental Aerospace

Technologies: For over 110 years, Continental has been a major leader in the aviation industry as a vertically integrated manufacturer of piston aircraft engines. The new \$75 million facility at the Mobile Aeroplex demonstrates Continental's continued commitment to Mobile. **Airbus:** Since 2015, Airbus North America has proudly called Mobile Aeroplex home. With the \$600 million A320 Aircraft assembly facility, Airbus supports over 1,000 jobs and currently assembles 40-50 planes in a given year. With introduction of the A220 and build-out of a second final assembly line, Mobile will become the 4th largest manufacturer of aircraft in the world.

VT MAE: VT MAE is an MRO with special expertise in modifications and engineering services. Since 1991, VT MAE has continued to grow its footprint in Mobile and is now one of Mobile's largest employers with approximately 1,400 employees.

Mobile Airports Zones A and H

Mobile Regional Airport:

Mobile Regional Airport (MOB) is a gateway for the Central Gulf Coast. Presently, the airport services daily non-stop flights to Atlanta, Charlotte, Houston, and Dallas/Ft. Worth, served by Delta Airlines, United Airlines and American Airlines. In addition, MOB is the ideal site for companies seeking to extend their reach in the Gulf Coast market. Currently, the airport has more than 200 acres available with runway access for immediate development, (as well as hanger space and office space available).

Mobile Downtown Airport:

Located on the Mobile Bay within the Mobile Aeroplex, the Mobile Downtown Airport (BFM) is the Gulf Coast's newest airport terminal which opened May 1, 2019. With close proximity to Downtown Mobile and greater access to the Eastern Shore of Baldwin County as well as I-10 and I-65, the Mobile Downtown Airport provides the Gulf Coast community with affordable and convenient air travel. Serviced by Frontier Airlines, passengers can fly direct non-stop to Denver and Chicago.

Mobile Airport Authority:

The Mobile Aeroplex at Brookley, the Mobile Downtown Airport, and Mobile Regional Airport are owned and operated by the Mobile Airport Authority, a quasi-governmental entity whose mission is to provide quality air service to the citizens of the Gulf Coast and beyond. In February 2018, the Mobile Airport Authority launched a 120-day feasibility study which determined that it would be advantageous to shift commercial air service from Mobile Regional Airport to the Mobile Downtown Airport due to its proximity to the downtown area and greater access to Eastern Shore of Baldwin County as well as Interstate 10 and 65. In addition, the Mobile Airport Authority is currently undergoing a 20-year Master Plan for the Brookley campus. The purpose of the study is to further assess the viability of moving all commercial air services and to guide Authority leadership on successfully executing the move and future development. With both Mobile Aeroplex and Mobile Regional Airport located in Opportunity Zones, the time for investment is prime given the bright future of the Mobile Airport Authority.

For more information, visit https://www.mobileairportauthority.com or contact Jason Wilson, Commercial Business Director, at 251-338-1631 or jason.wilson@mobairport.com.





Port of Mobile Zone I



The Alabama State Port Authority

(ASPA) ranks as 11th largest U.S. port by total volume, 2nd largest U.S. Steel port by total volume and 3rd largest U.S. coal port by volume.

In CY2018, the ASPA Tonnage was 26.8 Million Tons. ASPA handled 346,732 TEUs and 158,824 units of revenue rail cars in CY2018.*

Imports that come in through the port include heavy lift & oversized cargo, containers, coal, aluminum, iron, steel, copper, lumber, wood pulp, plywood, fence posts, veneers, roll and cut paper, consumer goods, cement and chemicals.

Exports include heavy lift and oversized cargo, containers, coal, lumber, plywood, wood pulp, OSB, laminate, flooring, roll and cut paper, iron, steel, frozen poultry, grain and chemicals.



APM Terminals is a 115-acre, deep-sea container terminal at the Port of Mobile. With Super Post Panamax Cranes with a 22 container row reach, APM can service vessel sizes up to 14,000 TEU capacity. Phase 3 of the dock expansion has been completed and APM is currently handling 650,000 TEUs annually. In the future, they could handle up to 1.5 Million TEUs annually. Shipping services at APM include Maersk/MSC, CMA/Cosco/ Evergreen, COSCO and ZIM/MSC.

The Port of Mobile Facts:

- 45 ft draft
- 15,000 miles of waterways
- 11th largest port
- 4 cranes
- Less than 3 hours from open sea

*ASPA terminals only and do not reflect the volumes of the private terminals at the Port of Mobile.

Downtown Mobile Zone E

Downtown Mobile is a charming urban village where Southern warmth and hospitality meet French heritage; where street level art galleries snuggle next to eclectic museums, fine cuisine restaurants and funky diners.

Downtown's current revitalization efforts were first championed by Main Street Mobile in the early 1990s. The organization began as a department of the City of Mobile and focused on street light and sidewalk improvements, as well as beautification and public art projects. The department created a non-profit arm and eventually gave rise to the Downtown Mobile Business Improvement District and the Downtown Mobile District Management Corporation.

Downtown Mobile Alliance (DMA) is

the "keeper of the vision" for Downtown redevelopment. Its current program of work includes funding studies and analyses, and securing of grants to undertake major beautification projects.

Source: Downtown Mobile Alliance For more information, visit www.downtownmobile.org or call 251-434-8498.

The DMA is working to make Downtown an even more attractive place to locate a new or existing business by utilizing research; marketing; advocacy; sanitation, safety and beautification services; and by serving as a downtown development ombudsman.

Downtown has long been the financial, logistical and governmental hub of the region. Now, as we have experienced additional investment, more businesses are opening in downtown, and more residents are choosing to make their homes in downtown. As a result, the opportunities for professional, retail and neighborhood businesses abound. In the past 14 years, the single square-mile of Downtown Mobile has seen more growth than any other square-mile in the City of Mobile.

- Nearly \$1 billion has been invested in major renovations and new construction projects.
- 714 new residential units in service or under construction
- 1,000,000 million square feet of office space built or renovated
- 1111 hotel rooms built or renovated
- 177 new businesses opened downtown.
- 55 restaurants are now located downtown, 44 of which have opened in the past 14 years.
- 29 restaurants have sidewalk or patio dining options
- Sales/square foot prices of downtown real estate have doubled from \$60.67/SF median in 2014-15 to \$123.97/SF median thus far for 2019-20
- Office Market Vacancy Rate has gone from 23.88% in 2011 to 18.39% in 2018
 - The number of buildings in the "High" rent range (commanding \$18/SF and up) doubled from 5 in 2011 to 10 in 2018.
 - Total SF in the "High" range almost doubled going from 639,320 SF to 1,123,478 SF.
 - The number of buildings in the "Low" rent range (Commanding > \$15/SF) was halved from 8 in 2011 to 4 in 2018.
 - While the total market size hovered around 1.9M SF in the time period, building renovations caused many buildings to move out of the bottom rent tiers to the top tier.

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Mobile Area Chamber of Commerce Economic Development

Mobile is the largest Gulf Coast city between New Orleans and Tampa. An economic impact study by Auburn University at Montgomery reports, Mobile has the most diverse economy in Alabama. Our current industry clusters include aviation/aerospace, chemical, healthcare, information technology, maritime, logistics/ distribution, oil and gas, and steel.

The Mobile Area Chamber of Commerce is the economic developer for the City of Mobile and Mobile County. Much of our economic success is tied to the collaborative efforts of Team Mobile – a group of city and county officials, Alabama State Port Authority, Mobile Airport Authority, local utilities, education and workforce development entities, and the Chamber.

Learn more at mobilechamber.com/economic-development.

Statistics



Unemployment Rate

(Oct. 2019)

3.0%



8.5% of State Population

R

Population Growth since 2000 census +3.5%



Per Capita Personal Income (2017) **\$37,089**



Median Household Income (2017) **\$45,802**



Bachelor's Degree or Higher **23%**

Source: U.S. Census, Alabama Department of Labor, StatsAmerica, Bureau of Economic Analysis, JobsEQ



Infrastructure

When it comes to infrastructure and extensive transportation options, Mobile leads the way. The city's strategic location on the central Gulf Coast and abundant transportation options keep commerce moving and growing. Major rail, ship and highway transportation systems converge along the Mobile River at the Port of Mobile to link Mobile businesses with the nation and the world. In addition to a deepwater port, Mobile has two major interstate connectors, five Class I railroad service providers and two airports.

Port of Mobile

Over the past decade, the Alabama State Port Authority has invested more than \$700 million on facilities at the Port of Mobile, including a container terminal, a steel terminal, expansion at McDuffie Coal Terminal, a rail ferry terminal, new warehouses and a turning basin. The 45-foot ship channel with its 1,000-foot turning basin is only three hours from deepwater. APM Terminals-Mobile, a state-of-theart marine terminal, is Post-Panamax and Super Post-Panamax capable and offers global access to shippers. Weekly container carrier services shipping to destinations worldwide include China Shipping Container Lines (CSCL), CMA CGM, Cosco Shipping, Maersk, Mediterranean

Shipping Co. (MSC) and Zim Integrated Shipping Services. An intermodal container transfer facility provides an intermodal rail option to shippers in North Alabama, Tennessee and surrounding states. McDuffie Coal Terminal is the largest import coal terminal in the nation.

Alabama Cruise Terminal

The Alabama Cruise Terminal features a 66,000-square-foot terminal, state-of-the-art security and an attached 500-space parking deck with easy access to interstates 10 and 65. The terminal is the home port for the Carnival *Fantasy*.

Railroads

Mobile is served by five national Class I railroads: CSX, Canadian National, Alabama Gulf Coast Railroad - BNSF, Norfolk Southern and Kansas City Southern with piggyback and containerized freight service.

Public Transportation

Mobile is served by The Wave Transit System, offering bus service throughout the city. The Wave also operates Moda!, a free bus route in downtown Mobile. Baldwin Rural Area Transportation System (BRATS) operates BayLinc, a daily commuter bus connecting Baldwin and Mobile counties.

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Highway System

Mobile's highway system includes two major interstates and five federal highways. Interstate 10, the southernmost coast-to-coast interstate highway in the U.S. connects Jacksonville to Los Angeles. Interstate 65, a major north-south route, links the Great Lakes to the Gulf Coast. The area's federal highways are U.S. 31, 43, 45, 90 and 98. As a major manufacturing center and port city, Mobile offers competitive trucking for shippers. Most major regional and national trucking lines serve Mobile and operate terminals in the area.

Airports

The Mobile Airport Authority owns and operates Mobile's two airports, Mobile Regional Airport (MOB) and the Mobile Downtown Airport (BFM) at Mobile Aeroplex at Brookley. Mobile Regional Airport is served by Delta Air Lines, United Airlines and American Airlines. Daily flights go to some of the nation's largest hubs: Atlanta, Charlotte, Dallas/Fort Worth and Houston. The Downtown Mobile Airport is served by Frontier Airlines and has on-stop flights to Chicago and Denver.

Air Cargo

From the Mobile Downtown Airport, near the port and downtown, Mobile has FedEx air cargo service.

Mobile Aeroplex at Brookley

A former U.S. Air Force base located on Mobile Bay near downtown Mobile, Mobile Aeroplex at Brookley has been transformed into a leading 1,700-acre industrial and trade complex. Built around a fully operational airfield with a 9,600-foot runway, the complex offers transportation infrastructure second to none. Along with a fully-operational airport able to accommodate the largest aircraft, Brookley provides superb road and rail access.



Quality of Life

Our friendliness, historic character, abundance of cultural and recreational activities, and low cost of living make Mobile a place anyone would want to call home.

Here are a few things that make Mobile unique:

Mobile is the birthplace of modern-day **Mardi Gras** celebrations in the U.S. The first masked carnival society paraded through downtown streets in 1830.

The **Mobile-Tensaw River Delta**, the second-largest river delta in the U.S., covers more than 260,000 acres of water, swamps, river bottoms and marshes. Designated by the U.S. Congress as a National Natural Landmark, the area is rich in diverse wildlife.

Regional golf is among the nation's finest with more than 25 courses; and Mobile is home to one of the nation's largest public tennis facilities with 60 hard courts. The **McDuffee Oak** is a 300-plus-year-old tree, and one of 3,000 live oaks more than 100 years old in the city.

Mobile was founded by the French in 1702. The city has also flown under the flags of Spain and Britain, in addition to the United States.

The Lending Tree Bowl, Reese's Senior Bowl, Alabama Deep Sea Fishing Rodeo, Dauphin Island Regatta, Azalea Trail Run and the Distinguished Young Women

scholarship program all call Mobile home.

There are more than 70 **parks and playgrounds** in the Mobile area offering facilities for picnicking, canoeing, biking, hiking, camping and other leisure activities. In Mobile County alone, there are 25 boat launches and marinas.

The University of South Alabama has

the only Level 1 Trauma Center in the region and its Mitchell Cancer Institute is the only academic cancer research center in the upper Gulf Coast region.

In the Gulf of Mexico, Mobile County's barrier island – **Dauphin Island** – is the sunset capital of Alabama.

It's Mo-beel! The city's name is pronounced "mo-beel," (with a soft emphasis on the second syllable). The name was given by the French and comes from the Maubila Indians.

Anchored by a WWII battleship, **USS ALABAMA Battleship Memorial Park** is home to a museum filled with aircraft, memorabilia and memorials.

Mobile is known as the **Azalea City** thanks to Frise Langlois, who first brought the bright pink blossoms here from his father's garden in Toulouse, France.



Employment

From October 2018 to October 2019, Mobile's total non-farm employment increased by 2,500 jobs, reaching a total of 188,800 employees.

Sectors gaining the most net jobs over the past year include: retail trade (+900), transportation, warehousing and utilities (+1000) and professional and business services (+1100).

PERCENT OF TOTAL				
NONFARM EMPL		EMPLOYMENT		
	100%	188,800		
GOODS PRODUCING	16%	30,500		
GOODS PRODUCING Mining, Logging, and Construction Manufacturing	16% 6% 10%	30,600 11,700 18,900		
SERVICE PROVIDING	84%	158,200		
Trade, Transportation, and Utilities	20%	37,800		
Wholesale Trade	4%	7,800		
Retail Trade	11%	21,200		
Transportation, Warehousing & Utilities	5%	8,800		
Information	1%	1,900		
Financial Activities	5%	9,300		
Professional and Business Services	13%	24,300		
Education and Health Services	15%	28,600		
Leisure and Hospitality	10%	18,700		
Other Services	7%	12,200		
Government	13%	25,400		
Federal	1%	2,600		
State	4%	7,800		
Local	8%	15,000		



INDUSTRY PERCENT OF TOTAL NONFARM EMPLOYMENT

Employment

MOBILE AREA LARGEST EMPLOYERS

4,000-PLUS EMPLOYEES

Austal * Infirmary Health System Ingalls Shipbuilding Mobile County Public Schools University of South Alabama & Medical Facilities

3,999 - 3,000 EMPLOYEES

Baldwin County Board of Education

2,999 - 1,000 EMPLOYEES

AM/NS Calvert * Chevron Refinery City of Mobile Mobile County CPSI Providence Hospital Springhill Medical Center VT MAE*

999 - 500 EMPLOYEES

Airbus U.S. Manufacturing Facility * Alabama Power Alorica/EGS AltaPointe AT&T Evonik Corp. * G.A. West & Co. Kimberly-Clark Corp. Outokumpu Stainless USA * PCA Jackson Mill PCH Hotels & Resorts Poarch Band of Creek Indians Regions Bank SSAB Americas * Walmart Shipbuilding Healthcare Shipbuilding K-12 Public Education Education/Healthcare

Education

Steel Chemicals Local Government Local Government Software Healthcare Healthcare Maintenance & Repair

Aerospace Utility Inbound Call Center Healthcare Utility Chemicals Industrial Construction Paper Steel Paper Tourism Tribal Government Financial Steel Warehousing

499 – 250 EMPLOYEES

Alabama Orthopaedic Clinic Alabama State Port Authority BASE * Bishop State Community College Cardiology Associates Coastal Alabama Community College Coca-Cola Bottling Co. Continental Aerospace Technologies * Fresenius Medical Care Hargrove Engineers + Constructors Mobile Area Water & Sewer System Olin Corp. * Premier Medical **Regions Bank** Saad Healthcare SE Toyota Finance Spring Hill College The Hiller Cos.* The SSI Group Thompson Engineering **UOP Honevwell**

Healthcare Maritime/Transportation Chemicals Education Healthcare Education Food Services Aerospace Engines Healthcare Engineering Utility Chemicals Healthcare Financial Healthcare Financial Education Fire Systems & Safety Software Engineering Chemicals

* Mobile companies with foreign headquarters.

Unemployment

In October 2019, the unemployment rate (not seasonally adjusted) in Mobile County was 3.0 percent, which was 0.3 percent lower than the national rate at 3.3 percent and 0.6 percent higher than the state rate at 2.4 percent.

The underemployment rate in Mobile County as of August 2018 was 29.9 percent, with 56,049 underemployed workers who are looking for better jobs. The available labor pool in Mobile County at that time was 65,331 - this is made up of the underemployed and the unemployed (9,282).

2013 -								
2014 -								
2014								
0015								
2015 -								
2016 -								
2017 -								
2018 -				•				
2019 -								
0	1	2	3	4	5	6	7	8
		🔵 U	nited States	🛑 Alabai	ma 🔵 N	1obile		

UNEMPLOYMENT RATE

	U.S.	Alabama	Mobile
2013	7.0	7.0	8.3
2014	5.5	6.2	7.1
2015	4.8	5.9	6.8
2016	4.7	5.9	6.7
2017	3.9	3.8	4.4
2018	3.5	3.7	4.4
2019	3.3 (P)	2.4 (P)	3.0 (P)

Source: Bureau of Labor Statistics, Alabama Department of Labor; University of Alabama Center for Business and Economic Research

Wages

The average worker in Mobile County, Alabama earned annual wages of \$46,837 as of 2019 Q2. Average annual wages per worker increased 2.9 percent in the region over the preceding four quarters.

For comparison purposes, annual average wages were \$57,025 in the nation as of 2019 Q2.



AVERAGE ANNUAL WAGES FOR MOBILE COUNTY. ALABAMA



Source: JobsEQ (Annual average wages per worker data derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data updated through 2018Q4 with preliminary estimates updated to 2019Q2.)

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Real Gross Domestic Product

GDP is comprised of consumption, government expenditures, investment, and net exports. Real GDP adjusts for inflation and is one measure of economic growth.

As of 2018, total GDP in the Mobile MSA was \$20.14 B. Of the sectors in the Mobile MSA: Manufacturing (\$4.28 B) contributed the largest portion of GDP in 2018.

The next-largest contributions came from Healthcare and Social Assistance (\$2.15 B); Real Estate and Rental and Leasing (\$2.14 B); and Retail Trade (\$1.34 B).

Source: JobsEQ; GDP is computed by Chmura and is consistent at the national and state level with data reported by the Bureau of Economic Analysis through 2018.

GDP BY INDUSTRY SECTOR (NAICS CODE) MOBILE MSA

INDUSTRY

GDP

Agriculture, Forestry, Fishing and Hunting Mining, Quarrying, and Oil and Gas Extraction Utilities	\$120,121,000 \$165,707,000 \$515,866,000
Construction	\$886,586,000
Manufacturing	\$4,281,828,000
Wholesale Trade	\$1,100,913,000
Retail Trade	\$1,348,556,000
Transportation and Warehousing	\$873,444,000
Information	\$451,447,000
Finance and Insurance	\$1,043,180,000
Real Estate and Rental and Leasing	\$2,143,961,000
Professional, Scientific, & Technical Services	\$1,157,865,000
Educational Services	\$945,555,000
Health Care and Social Assistance	\$2,152,376,000
Arts, Entertainment, and Recreation	\$67,855,000
Accommodation and Food Services	\$564,577,000
Other Services (except Public Administration)	\$614,726,000
Public Administration	\$623,894,000

TOTAL - ALL INDUSTRIES

\$20,147,737,000





Mobile Area Industries

The **Mobile Area Chamber of Commerce** serves as the lead economic development engine for the City of Mobile and Mobile County. The region's continuous economic development success can be contributed to the collaborative efforts of Team Mobile. This diverse team includes the City of Mobile, Mobile County, the Alabama Department of Commerce, Alabama State Port Authority, Mobile Airport Authority, Visit Mobile, Mobile Downtown Alliance, and local utility and educational entities. It provides ready access to the resources and agencies that help economic development projects succeed.

A few of Mobile's key assets include:

- Five Class I railroads and Interstates 10 and 65 lead to major U.S. markets
- Mobile Downtown Airport and Mobile Regional Airport
- The 9th largest port by tonnage in the U.S.
- Skilled workforce in a right-to-work state
- AIDT national leader in training and workforce development programs
- Strong foreign investment presence, including more than 50 companies representing more than 19 countries
- 1,650 acre (667 ha) center for aviation and logistics Mobile Aeroplex at Brookley
- Established clusters in key industries: aviation/aerospace, chemical, shipbuilding and steel manufacturing
- 1.6 million people with a median age of 38 living within 60 miles
- Low cost of living and doing business

Aerospace

Mobile Aeroplex at Brookley is Mobile's expanding aerospace industry hub. It is home to Airbus U.S. Manufacturing Facility, Airbus Engineering, Continental Aerospace Technologies, VT MAE, MAAS Aviation, Aerostar and many other global companies. Mobile offers aviation leaders the right combination of low business costs, skilled labor force in a right-to-work state, airport capabilities and intermodal access to national and

Mobile area aviation and aerospace companies employ an estimated 3,500 engineers, processors, mechanics, welders and other skilled workers, forming an ever-growing labor market.

international markets.

Workers are recruited from across the Gulf Coast area and trained through **AIDT**, Alabama's nationally recognized training program, Alabama Aviation Center of Coastal Alabama Community College and the Flight Works Alabama program. Area universities provide a wealth of engineers and other professional staff.

TOP MOBILE AREA AEROSPACE COMPANIES

VT MAE Collins Aerospace Airbus U.S. Manufacturing Facility Continental Aerospace Technologies Airbus Engineering Center Carlisle Interconnect Technologies (Star Aviation) Segers Aerospace Airbus Defense and Space Military Aircraft Inc. MAAS Aviation AeroStar







AEROSPACE FACTS & FIGURES:

- 30-plus aerospace companies call Mobile home.6 aerospace companies hold FAA Part 145 Certification.
- The Mobile Bay Area's aviation/aerospace industry employees an estimated 3,500-plus skilled workers.
- The Airbus U.S. Manufacturing Facility is expected to create \$409 million of additional output (GDP) annually in the state of Alabama.*

*Economic Impact of the Airbus Final Assembly Line Facility on the Economy of the State of Alabama, Dr. Keivan Deravi, June 2012.





Chemical

Chemicals have long been a leader in Mobile's manufacturing profile. Chlor-alkali production at **Olin Corp.** is being developed around the area's salt domes, while refineries and petrochemical plants take advantage of ready access to the Gulf of Mexico. Specialty chemicals manufactured at **Evonik**, its largest site in North America, improve hundreds of consumer products worldwide.

Chemical manufacturing in the Mobile area (Mobile and Washington Counties) employs more than 3,400 people - 2,500+ in Mobile and 800+ in Washington County.





For more than 60 years, the Mobile area's diverse chemical industry has grown along a 60-mile corridor reaching from McIntosh in the north to Theodore in the south. The Chamber has joined area, state and national partners to create the **MAST** (McIntosh, Axis, Saraland and Theodore) Initiative to highlight the chemical sector's assets and help new and existing companies take advantage of the infrastructure and synergies supporting this established industry cluster. The corridor offers an extensive pipeline network enabling efficient production and fast shipment by road, rail, air or sea.



Source: Alabama Power Co. MAST Initiative

23. Evonik

25. BASF

Entrepreneurship

> UNIVERSITY OF SOUTH ALABAMA MITCHELL COLLEGE

> > **OF BUSINESS**

through targeted programming, funding opportunities, networking and community events. It provides entrepreneurs access to expertise, resources, and funding, allowing them to rapidly scale their ventures to regional, national and international markets.

Innovation PortAL (IP) is an innovation and entrepreneurial hub accelerating startup growth in

southwest Alabama and the central Gulf Coast

A new location is currently under construction on 358 St. Louis St. and there are 80+ IP clients to date.

The University of South Alabama's Melton Center for Entrepreneurship and

Innovation within the Mitchell College of Business builds strategic collaboration opportunities to promote the growth and development of the Central Gulf Coast region. The Center's vision is to educate, engage, develop, and impact our entrepreneurial community. The Center's core functions include academics, professional education, and business consulting services.

ADDITIONAL COWORKING SPACES IN MOBILE

Fuse Factory	A co-working office space with shared amenities created by the Fuse Project
The Exchange	A place to collaborate, run your business, and find resources & people
Container Yard	Co-working space for creative inspiration, business people, and entrepreneurs
Mid-Towne Works	Co-working center with fully furnished office spaces



Healthcare

Mobile is a regional center for medical care, research and education. Nearly 12 percent of Mobile's workforce is employed in the healthcare sector including more than 850 physicians and more than 160 dentists. The **University of South Alabama** (USA) College of Medicine and its affiliated research facilities help keep Mobile on the cutting edge of patient care.

The USA Mitchell Cancer Institute is a

world-class treatment and research center serving the central Gulf Coast. It is the only Stage II and III cancer center between Houston and Tampa. Providence Hospital's partnership with the M.D. Anderson Physicians Network also connects Mobile with many of the latest cancer treatment options.

Support services include some of the region's leading healthcare software companies committed to developing technology solutions to improve efficiency in care, administration and medical records.

HEALTHCARE STAFFING PATTERN







AND 160 DENTISTS





Information Technology

Mobile is the home to an emerging technology ecosystem. The top seven technology companies by employment are home grown. Some 158 technology companies employ more than 5,500 in the Mobile area.

The leading occupational job categories in the Mobile area include software and systems software developers, computer systems analysts, computer programmers, and computer user support specialists.

As the focal point for technology in south Alabama and the central Gulf Coast, key areas of growth in this sector are: software development, communications, IT manufacturing and services, and digital media.

TECHNOLOGY SECTOR FACTS & FIGURES

- Some industries that include technology occupations include information; software publishers; data processing, hosting and related services; computer systems design and related services; custom computer programming services; and computer systems design services.
- Leading occupational categories in Mobile for tech employees include computer programmers, software developers, network and computer systems administrators, computer user support specialists, and computer systems analysts.
- There are about 2,825 employees in various computer related occupations. The annual mean wage as of 2019Q1 for these occupations was \$70,058.





ONLY HIGH-TECH

LARGEST TECHNOLOGY COMPANIES IN MOBILE

CPSI Global Tel Link Powerschool Group LLC Rural Sourcing Inc. (RSI) The SSI Group Inc. Uniti Fiber Xanté Software (Healthcare) Telecommunications Software (K-12 Schools) Software Development Software-Claims Management Technology Fiber, Optics, Equipment Services Printer Manufacturing

Source: Bureau of Labor Statistics, Occupational Employment Statistics; JobsEQ, www.chmuraecon.com/ jobseq



Foreign investment in Mobile creates good jobs across a range of sectors. Mobile workers need trade to maintain and create jobs. Mobile County is home to more than 50 foreign-owned companies that support more than 13,500 Mobile area families. These companies represent 19 countries and cross 13 industry sectors.

Foreign-based companies are represented in industries such as aerospace, chemicals, steel/metals, oil & gas, distribution, maritime and more.



International Trade

MOBIILE. ALABAMA. U.S.A.

A TIMELINE OF MOBILE COUNTY'S FOREIGN INVESTMENT

SINCE 2010

Inter Informatics

US Inc.

CZECH

REPUBLIC

Kloeckner Metals

GERMANY

M-Technologie

FRANCE

MAAS Aviation

IRELAND

NAVAIR USA

SPAIN

Nouryon

Outokumpu

Continental

Aerospace

Technologies

CHINA

CANADA

Daher

FRANCE

ERM Group

ENGLAND

Expleo

FRANCE

Hiller Companies

FOREIGN-BASED COMPANIES IN MOBILE

Australia Austria Canada China Czech Republic England Finland France Germany Ireland Japan Luxembourg Netherlands Norway Singapore South Korea Spain Sweden Switzerland

AAA Aerospace USA FRANCE Aaron Oil Co. LLC. a Tradebe Co. Danby Products SPAIN Airbus U.S. Manufacturing Facility FRANCE **AKKA** Technologies

FRANCE

Broetje Automation

GERMANY

Canfor Southern

Pine

CANADA

AM/NS Calvert LUXEMBOURG & JAPAN

> Hutchinson Aerospace & Industry Inc. FRANCE

Stainless USA FINLAND Panasonic Avionics **JAPAN**

NETHERLANDS NETHERLANDS

REEL USA Corp. FRANCE

Ricoh Business Solutions **JAPAN**

Safran Nacelles FRANCE

Sonovision USA FRANCE

> Thales FRANCE

Wood Group SCOTLAND

> Trescal FRANCE

Vartan Aviation Group

GERMANY

Zodiac Aerospace FRANCE

MOBILE EXPORT FACTS & FIGURES

- Manufacturers help to drive Mobile's economy, with \$1.998 billion in manufactured goods exports in 2017.
- That same year, Mobile exported \$545.5 million in services and \$98.8 million of non-manufactured goods, making Mobile's total value of exports \$2.64 billion.
- Mobile's manufactured goods exports accounted for 50.7 percent of Mobile's total manufacturing GDP and total exports account for 13.25 percent of total GDP.

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Manufacturing

Leading major sectors in job growth, Mobile's key economic growth driver is manufacturing. In 2010, manufacturing employment in Mobile dropped to 13,900 employees – the lowest level of manufacturing employment in more than 20 years. In the years since the recession, manufacturing employment has continued to increase, driving economic growth in Mobile, and is now at 18,700 employees.

LARGEST MANUFACTURING COMPANIES IN MOBILE

Austal USA AM/NS Calvert Outokumpu Stainless Evonik Airbus U.S. Manufacturing Facility SSAB Americas UOP Honeywell LLC Kimberly-Clark Corp. Continental Aerospace Technologies Olin Corp. Shipbuilding Steel Chemical Aerospace Steel Chemical Paper Aerospace Chemical

ALMOST **19,000** PEOPLE WORK IN MANUFACTURING IN MOBILE COUNTY



MANUFACTURING SECTOR FACTS & FIGURES

- In 2019, the average salary in Mobile's manufacturing sector was \$74,964 9 percent more than the nation's average salary of \$67,622.
- In 2019, manufacturing employment in Mobile reached 18,700 employees.
- Manufacturing jobs in Mobile increased by 15 percent from 2011 to 2018, compared to 11 percent in Alabama.
- 2,379 new manufacturing jobs were added to the Mobile economy between 2011 and 2018, representing 8 percent of new manufacturing jobs in Alabama (29,422) during this same time period.
- In Mobile, manufacturing is 20.2 percent of total GDP compared to 11.7 percent in the nation.



Mobile & Alabama Accolades

Alabama ranks 4th in America by Site Consulting Firms for Top States for Doing Business (Area Development, 2019)

Alabama ranks in the top 10 states in Site Selection Magazine's Business Climate Rankings, reflecting consistent attractiveness for high-value economic development projects. (2018)

Alabama ranks as the No. 1 state for manufacturing. (Global Trade, 2018)

Alabama was ranked No. 1 for Best Business Climate; No. 2 in the nation among Workforce Training Leaders; No. 4 for Economic Growth Potential; and No. 6 for Automotive Manufacturing Strength. (Business Facilities, 2018) PropertyShark ranks Mobile best city to buy a home in for life, physical and social science occupations and healthcare practitioners and technical occupations. (2019)

SmartAsset ranks Mobile one of the top 10 places in the U.S. for counties receiving the greatest amount of investment in their local communities. (2018)

IBM Services names Alabama the No. 1 state in the U.S. based on new job creation from foreign investments announced during 2018. (2019)

Alabama ranks No. 1 for Best Business Climate (Business Facilities, 2018) Global Trade ranks Alabama 7th state in the US for tech manufacturing *(2019)*

Area Development awarded Alabama with the 2019 Gold Shovel Award, the highest award given for achievements in attracting high-value investment and creating new jobs.

Foreign Direct Investment (fDi) released its American Cities of the Future 2019/20 in its June/July edition. Mobile landed in the No. 5 spot for best FDI strategy to attract investors. (June 2019)