# SITE SELECTION



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THE MAGAZINE OF
CORPORATE REAL ESTATE STRATEGY
AND ECONOMIC DEVELOPMENT

#### March 2023

VOLUME 68, NUMBER 2



TOP METROS
Our annual roundup of the metros with momentum, and experts' analysis of why

they made the lists.

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Ohio dominates this year's list with Findlay in

Ohio dominates this year's list with Findlay in the top spot once again and 21 other Buckeye boroughs among the nation's top performers. 136 TOP INDUSTRIES
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Machinery, Food & Beverage and Transportation & Logistics.

Cover design and artwork by Sean Scantland

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MINNESOTA North Star State manufacturers' expectations for the year ahead.

**NEW MEXICO** Keeping cross-border trade flowing efficiently is complicated on the southern U.S. border, but it couldn't work better in New Mexico.



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SAN BERNARDINO COUNTY, CALIFORNIA

**SOUTHWEST LOUISIANA** 

CANADA

**ROUND ROCK, TEXAS** 

**IRVING-LAS COLINAS, TEXAS** 

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## 'And I'd Also Like to Thank...'



ne of the privileges of being governor of a highly successful state in the economic development arena is being recognized for that success with an award like the Governor's Cups. Regular readers know these Cups honor the states — and their governors — that attracted the most qualified capital investment projects the previous calendar year in total and per capita. This year, we salute Governors Greg Abbott of Texas and Laura Kelly of Kansas, who both were the Cup recipients last year. This is Texas' 11th consecutive win for total projects for new and expanding projects in 2022. Governor Kelly claims Kansas' second consecutive win for total projects per capita. Learn more about how they did this in the Cover Story in this issue.

In recent weeks I also interviewed Kentucky Governor Andy Beshear for that state's annual Investment Guide that our Custom Content division has published for several years. A common thread runs through my discussions with these and other governors honored with our annual Governor's Cups in the past. I believe to a person, they have made a point to share credit with their legislatures for enabling them to implement measures that capture the attention of corporate investors.

Kansas' APEX package of incentives, for example, helped land that state's largest investment ever (Panasonic Energy in De Soto) in 2022, which was followed earlier this year by its second largest (Integra Technologies in Wichita). Similarly, the Texas Enterprise Fund has worked rather well for Governor Abbott and his predecessors when it comes time to close deals that might well have gone elsewhere.

My point is that without the legislators, or enough of them, agreeing to craft APEX and TEF and many other such programs around the country, how well could their states compete for the industry and projects that create so many jobs? It's around that point where political differences tend to subside and the good of the state is put first. Governor Beshear was adamant that readers of that interview understand that in his state, there is no room for politics when it comes to economic development.

I commend the winning governors who make a point of sharing credit with their legislators who helped them and their states be successful. Some credit, too, goes to the regions, metros and micropolitans that attracted investment on their own, or closed the deal after the state brought a prospect to them. You'll find our annual rankings of those communities in this issue too.

Governors and location experts alike will never go wrong giving credit where it's due.

Till next time,

Mark Arend, Editor in Chief



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### **2022 TOP MICROPOLITANS**

by Number of Projects

by Number of Projects								
	Micropolitan	Projects	T44	Crawfordsville, IN	3	T77	Pittsburg, KS	2
1	Findlay, OH	32	T44	Peru, IN	3	T77	Campbellsville, KY	2
2	Thomasville, GA	12	T44	Warsaw, IN	3	T77	Mayfield, KY	2
T3	Cullman, AL	11	T44	Winfield, KS	3	T77	Maysville, KY	2
T3	Sidney, OH	11	T44	Frankfort, KY	3	T77	Middlesborough, KY	2
T5	Auburn, IN	9	T44	Paducah, KY-IL	3	<b>T77</b>	DeRidder, LA	2
T5	Greenville, 0H	9	T44	Richmond-Berea, KY	3	T77	Natchitoches, LA	2
T7	Batavia, NY	8	T44	Sturgis, MI	3	T77	Ruston, LA	2
T7	Fremont, OH	8	T44	Owatonna, MN	3	T77	Coldwater, MI	2
T9	Angola, IN	7	T44	Bozeman, MT	3	<b>T77</b>	Willmar, MN	2
<b>T9</b>	McPherson, KS	7	T44	Fernley, NV	3	<b>T77</b>	McComb, MS	2
T9	Bardstown, KY	7	T44	Auburn, NY	3	<b>T77</b>	Meridian, MS	2
<b>T9</b>	Tupelo, MS	7	T44	Lumberton, NC	3	T77	Kirksville, M0	2
T9	Shelby, NC	7	T44	Rockingham, NC	3	T77	West Plains, MO	2
T9	Muskogee, OK	7	T44	Sanford, NC	3	<b>T77</b>	Kearney, NE	2
T9	Greenwood, SC	7	T44	Defiance, OH	3	T77	Scottsbluff, NE	2
T9	Bluefield, WV-VA	7	<b>T44</b>	Portsmouth, 0H	3	<b>T77</b>	Pahrump, NV	2
T17	Blytheville, AR	6	T44	Sandusky, OH	3	<b>T77</b>	Concord, NH	2
T17	Richmond, IN	6	T44	Tiffin, OH	3	T77	Jamestown-Dunkirk-Fredonia, NY	2
T17	Glasgow, KY	6	T44	Wooster, OH	3	<b>T77</b>	Ogdensburg-Massena, NY	2
T17	London, KY	6	T44	New Castle, PA	3	<b>T77</b>	Plattsburgh, NY	2
T17	Orangeburg, SC	6	T44	Pottsville, PA	3	<b>T77</b>	Albemarle, NC	2
T22	Dublin, GA	5	T44	Sunbury, PA	3	<b>T77</b>	Kinston, NC	2
T22	Waycross, GA	5	T44	Gaffney, SC	3	<b>T77</b>	Laurinburg, NC	2
T22	Muscatine, IA	5	T44	Brookings, SD	3	<b>T77</b>	Pinehurst-Southern Pines, NC	2
T22	Wilson, NC	5	T44	Mitchell, SD	3	<b>T77</b>	Marion, OH	2
T22	Bucyrus-Galion, 0H	5	T44	Tullahoma-Manchester, TN	3	<b>T77</b>	New Philadelphia-Dover, OH	2
T22	Celina, OH	5	<b>T44</b>	Manitowoc, WI	3	<b>T77</b>	Norwalk, OH	2
T28	Huntington, IN	4	T44	Whitewater, WI	3	<b>T77</b>	Salem, OH	2
T28	Vincennes, IN	4	T77	Arkadelphia, AR	2	T77	Van Wert, OH	2
T28	Washington, IN	4	<b>T77</b>	Batesville, AR	2	<b>T77</b>	Wilmington, OH	2
T28	Hutchinson, KS	4	T77	Helena-West Helena, AR	2	<b>T77</b>	Ardmore, OK	2
T28	Salina, KS	4	T77	Magnolia, AR	2	<b>T77</b>	Tahlequah, OK	2
T28	Murray, KY	4	T77	Cedartown, GA	2	<b>T77</b>	Lock Haven, PA	2
T28	Columbus, MS	4	T77	Cordele, GA	2	T77	Seneca, SC	2
T28	Laurel, MS	4	T77	Jesup, GA	2	177	McMinnville, TN	2
T28	Natchez, MS-LA	4	T77	Moultrie, GA	2	T77	Sevierville, TN	2
T28	Sedalia, MO	4	<b>T77</b>	Statesboro, GA	2	<b>T77</b>	Bay City, TX	2
T28	Cortland, NY	4	T77	Tifton, GA	2	T77	Corsicana, TX	2
T28	Chillicothe, OH	4	<b>T77</b>	Galesburg, IL	2	T77	Paris, TX	2
T28	Jackson, OH	4	<b>T77</b>	Ottawa, IL	2	T77	Barre, VT	2
T28	Wapakoneta, OH	4	T77	Rochelle, IL	2	T77	Bennington, VT	2
T28	Zanesville, 0H	4	<b>T77</b>	Decatur, IN	2	T77	Martinsville, VA	2
T28	Danville, VA	4	T77	Marion, IN	2	T77	Moses Lake, WA	2
T44	El Dorado, AR	3	T77	Clinton, IA	2	T77	Fairmont, WV	2
T44	Douglas, GA	3	T77	Fort Dodge, IA	2	T77	Point Pleasant, WV-0H	2
T44	Jefferson, GA	3	T77	Dodge City, KS	2	T77	Riverton, WY	2
T44	Bedford, IN	3	T77	Emporia, KS	2	177	Rock Springs, WY	2

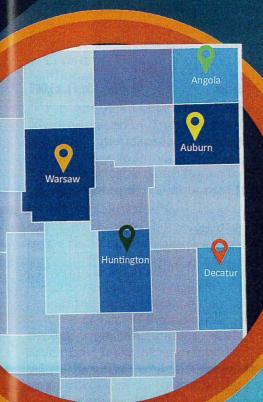
Source: Conway Projects Database

# ASK US WHY WE'RE CONSISTENTLY RANKED HIGH



Angola, Auburn, Decatur, Huntington and Warsaw consistently rank as some of the top micropolitans nationally.

There's a reason these five Northeast Indiana communities consistently attract corporate investment. Access to key markets, skilled workforce, business friendly tax climate are only a few factors. We invite you to find out the many other reasons why there's no better place to establish your Midwest footprint.



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