

The logo consists of a large, light gray diamond shape pointing to the right. Inside the diamond, the word "ARKANSAS" is written in a large, bold, sans-serif font, and the word "INC" is written in a smaller, bold, sans-serif font directly below it.

ARKANSAS
INC

**ARKANSAS ECONOMIC
DEVELOPMENT COMMISSION**

Economic Development in Arkansas

Danny Games, CEcD
EVP, Global Business
March 2, 2017



ABOUT US

ARKANSAS
INC



Mike Preston
Executive Director



Danny Games
Executive Vice
President,
Global Business



Amy Fecher
Executive Vice
President,
Operations



Jeff Moore
Executive Vice
President,
Marketing &
Communications



MISSION STATEMENT

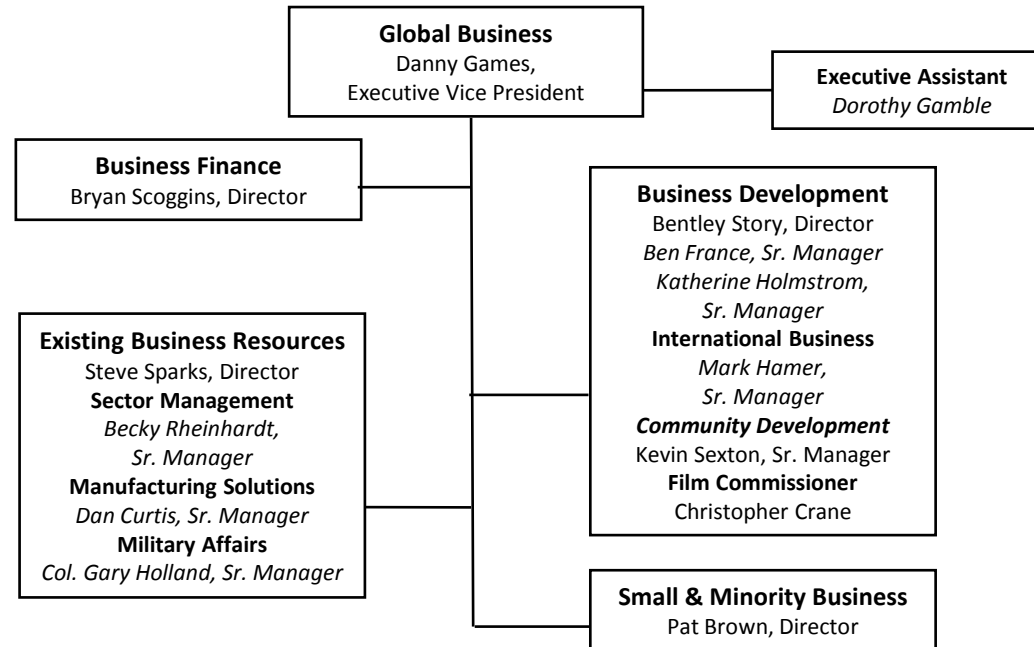
ARKANSAS
INC

To create economic opportunity by attracting higher paying jobs, expanding and diversifying our state and local economies, increasing incomes and investment, and generating positive growth throughout Arkansas.



DIVISION STRUCTURE

ARKANSAS
INC



Our Partners & Customers

- Economic Developers
 - State
 - Utilities
 - Local ED Corporations and Chambers
 - Local Elected Officials
- Financial Providers
 - National, State, Local
- Site Location Consultants
 - Accounting Firms
 - Real Estate Firms or Brokers
 - Boutique Firms
- Existing & Prospective Companies



The Drivers

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- Site Selection Determinants
 - Availability of Skills/Technical Talent (84.6%)
 - Total Operating Costs (64.1%)
 - Transportation/Logistics (53.8%)
 - Ability to Meet Project Timeline (46.2%)
 - Energy Costs (28.2%)
 - Incentives (38.5%)
 - Labor Costs (35.9%)
 - Low Business Risk (33.3%)



Fall 2016



Competitive Determinants & Interests

- Utility costs and availability
- Overall cost of doing business
- Proven success and fit, workforce
- Raw material source(s)
- Research/Scientific facility resources
- Existing industry base/Supplier network
- Geography, or not
- Natural resources and outdoor amenities
- Future growth sectors
- Higher wages



Target Sectors

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1. Advanced Manufacturing
2. Value-Added Agriculture and Forestry
3. Information Technology
4. Logistics
5. Recreation and Entertainment
6. Business Management and Services
7. Bio

Tier Two

Smart Grid Technologies

Chemicals

Walmart Suppliers

Sustainable Building Products & Fixtures

Oil and Gas Extraction



The Global Challenge

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ARKANSAS ECONOMIC DEVELOPMENT COMMISSION


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Opportunity is missed by most
people because it is dressed in
overalls and looks like work.

Thomas Edison

