

Contact:  
Mark Arend  
(770) 325-3438 tel  
(770) 263-8825 fax  
mark.arend@conway.com

Suite 150  
35 Technology Parkway  
Norcross, GA 30092 • USA  
www.sitenet.com

Conway Data, Inc.

# Press Release

## *Site Selection's* 2003 Top Deals and Top Groups

Atlanta, April 28, 2004: *Site Selection* has named its Top Deals and Top Groups in North America for 2003. Led by the \$3-billion wafer plant forthcoming from Texas Instruments in the Dallas suburb of Richardson (the subject of an exclusive cover story in the magazine's May 2004 issue), the Top 10 Deals will create or save more than 22,000 jobs.

Unlike 2002, when transportation OEMs grabbed seven of the Top 10 Deals, in 2003 only six of the entire Top 20 (including honorable mentions) were automotive-related. Other recognized deals represented such industries as financial services and insurance (Wells Fargo, GEICO, New York Life), aerospace and airlines (Boeing, JetBlue) and human health (Scripps Research Institute, Pfizer). Such a trend points to a healthy diversity in the North American economy. But the most distinguishing geographic characteristic was that four of the Top 10 are in Tex-Mex territory.

"It's easy to see why," said Ron Starner, director of publications for Conway Data, publisher of *Site Selection*. "Low corporate tax rates, plenty of available labor, a pro-business climate and good weather year-round make Texas and Mexico two favorite locations for large capital investment projects."

In evaluating the top economic development projects of the year, the editors of *Site Selection* took into account total capital investment; number of jobs created; regional economic impact; value of jobs created; creativity of the deal; role of incentives in the deal; competition for the project to locate elsewhere; and speed to market.

"Each year we select the Top 10 Deals through a number of criteria, including the size of the project and its importance to the company's strategy, the competition for the project, and the innovation on both the corporate and economic development sides that helped make the project a reality," said Mark Arend, *Site Selection* Editor.

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### **Top Groups Know How to Strike a Balance**

*Site Selection* magazine has also selected its Top 10 local development groups in North America for 2003. Averaging nearly US\$565 million in corporate capital investments (a 48-percent increase over 2002's average), these 10 agencies, as well as the 10 honorable mentions, have shown how best to mesh new growth and redevelopment in order to attract the renewed corporate investment that's signaling the current economic turnaround.

"This year's honorees demonstrate an ability to rise above territorial lines and persist with the sheer hard work that brings hard-earned results," said Adam Bruns, *Site Selection* managing editor, "just like the companies they keep."

Local economic development groups that submitted a nomination form or directory entry were first ranked according to four objective categories: new jobs, new jobs per 10,000 residents, new investment amount and new investment per 10,000 residents. Then they were scrutinized for more subjective attributes — among them innovation, leadership and customer service.

The entire Top Groups and Top Deals articles appear in the May 2004 edition of *Site Selection* and at [www.sitenet.com](http://www.sitenet.com).

*Site Selection* magazine, published by Conway Data Inc., delivers expansion planning information to 45,000 executives of fast-growing firms. Celebrating its 50<sup>th</sup> anniversary this year, *Site Selection* is also available via *Site Selection Online* ([www.siteselection.com](http://www.siteselection.com)). *SiteNet Dispatch*, a weekly e-mail newsletter, goes to more than 22,000 industry professionals. *Site Selection* is the official publication of the Industrial Asset Management Council ([www.iamc.org](http://www.iamc.org)).

Conway Data is an international publishing and association management company headquartered in Atlanta. The firm manages the Industrial Asset Management Council, the Development Hall of Fame and the World Development Federation (WDF), offers consulting services and awards the annual Conway Safe Skies Award.

**Top 10 Deals of 2003 (in alphabetical order)**

**Boeing Co.**

Everett, Washington  
\$900 million      1,200 jobs

**Ford Motor Co.**

Hermosillo, Mexico  
\$1 billion      2,000 jobs

**Ford Motor Co.**

Wayne, Michigan  
\$583 million      11,426 jobs saved

**Pfizer**

New York, New York  
\$1 billion      2,000 jobs

**Philip Morris USA**

Richmond, Virginia  
\$300 million      450 jobs

**Scripps Research Institute**

Palm Beach County, Florida  
\$147 million      2,800 jobs

**Texas Instruments**

Richardson, Texas  
\$3 billion      1,000 jobs

**Toyota**

San Antonio, Texas  
\$800 million      2,000 jobs

**Volkswagen**

Puebla, Mexico  
\$2 billion      1,500 jobs

**Wells Fargo**

Des Moines, Iowa  
\$250 million      2,000 jobs

**HONORABLE MENTION DEALS OF 2003**

Company	Location	Inv. (US\$MM)
Boehringer Ingelheim	Petersburg, VA	260
Magna Cosma	Bowling Green, KY	213
JetBlue	Orlando, FL	160
Mack Trucks	Hagerstown, MD	150
New York Life	Forsyth County, GA	140
Haverhill	Haverhill, OH	135
Intel	Costa Rica	110
Fuji Photo	Greenwood, SC	100
Federal Express	Boone, KY/Hutchins, TX	(3,700 jobs)
GEICO	Amherst, NY	(2,500 jobs)

**Top Groups of 2003** (in alphabetical order)

**Boston Redevelopment Authority**

Boston, Mass.  
\$400 million                      3,000 jobs

**Greater Dallas Chamber**

Dallas, Texas  
\$3.37 billion                      5,994 jobs

**Elgin Area Chamber**

Elgin, Ill.  
\$67.8 million                      2,311 jobs

**Hagerstown-Washington County Economic Development**

Hagerstown, Md.  
\$177 million                      919 jobs

**Nashville Area Chamber of Commerce/Partnership 2010**

Nashville, Tenn.  
\$861 million                      9,157 jobs

**City of Opelika**

Opelika, Alabama  
\$52 million                      465 jobs

**Operation Oswego County**

Oswego, New York  
\$87.3 million                      856 jobs

**San Antonio Economic Development Foundation**

San Antonio, Texas  
\$966 million                      3,152 jobs

**Virginia Beach Department of Economic Development**

Virginia Beach, Va.  
\$221 million                      2,660 jobs

**Wake County Economic Development**

Raleigh, North Carolina  
\$222 million                      2,509 jobs

**HONORABLE MENTION GROUPS OF 2003**

Group	Location	2003 Inv. (US\$MM)
World Business		
Chicago	Chicago, IL	5,000
Southwest Michigan First	Kalamazoo, MI	289.6
London Econ. Dev. Corp.	London, Ont., Canada	109
Mooresville-S. Iredell		
Chamber of Commerce	Mooresville, NC	109
City of Ontario	Ontario, CA	88
Metro Orland Econ.		
Dev. Commission	Orlando, FL	407
Prince William Co.		
Dept. of Econ. Dev.	Prince William County, VA	524.9
Randolph Co. Econ.		
Dev. Corp.	Asheboro, NC	115.8
Greater Richmond		
Partnership	Richmond, VA	418.5
Community Development		
Foundation	Tupelo, MS	40.8