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Conway Data, Inc.

Press Release

Site Selection's 2004 Top Deals and Top Groups

Atlanta, May 2, 2005: *Site Selection* has named its Top Deals and Top Groups in North America for 2004. Led by deals from IBM in New York, Ford Motor Co. in Ontario and Alenia/Vought in South Carolina, the Top 10 Deals will create or save more than 17,500 jobs.

Of the Top 20 deals (including honorable mentions), the financial services and automotive industries led the way with five projects each. But the most striking attribute of the Top 10 is the presence of three projects in California: Genentech's US\$600-million expansion in Vacaville, Mag Instruments' \$80-million new plant in Ontario and Stater Bros. Markets' \$200-million headquarters and distribution center in San Bernardino.

"Perhaps this is some tangible evidence that the pro-business reforms of the Schwarzenegger administration are helping," said Adam Bruns, managing editor of *Site Selection*. "But just as influential in these cases were critical masses of established facilities and customers, as well as strong economic development efforts at the local level."

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, competition for the project and innovation on both the corporate and economic development sides that helped make the project a reality," said Mark Arend, *Site Selection* Editor.

Top Groups List Has Southern Accent

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Site Selection magazine has also selected its Top 10 local development groups in North America for 2004. Six of the Top 10 and 14 of the Top 20 (including honorable mentions) hail from the South, and the Greater Dallas Chamber was the only repeat honoree from the previous year's list.

"This year's battle for the top group honor was closer than ever," said Ron Starner, *Site Selection* director of publications. "What separated the highest performing groups from the rest of the pack were creativity, innovation and customer service. These are the hallmarks of top economic development organizations."

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 2005 edition of *Site Selection* and at www.sitenet.com.

Site Selection magazine, published by Conway Data Inc., delivers expansion planning information to 44,000 executives of fast-growing firms. Now in its 51st year, *Site Selection* is also available via *Site Selection Online* (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).

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 2004 (in alphabetical order)

Alenia/Vought

Charleston, S.C.
\$560 million 645 jobs

Countrywide Financial

Richardson, Texas
5,000 jobs

Dell

Winston-Salem, N.C.
\$115 million 1,500 jobs

Ford Motor Co.

Oakville, Ontario, Canada
\$818 million 3,900 jobs saved

Genentech

Vacaville, Calif.
\$600 million 570 jobs

IBM et al

Fishkill and Albany, N.Y.
\$2.7 billion 1,000 jobs

Mag Instrument

Ontario, Calif.
\$80 million 1,600 jobs

Stater Bros. Markets

San Bernardino, Calif.
\$200 million 2,000 jobs

Union Tank Car Co.

Alexandria, La.
\$100 million 850 jobs

USEC

Piketon, Ohio
\$1.5 billion 500 jobs

HONORABLE MENTION DEALS OF 2004

Company	Location	Inv. (US\$MM)	Jobs
Aisin Automotive Casting	Clinton, Tenn.	67	400
Cabela's	Wheeling, W.V.	117	400
CitiCorp Credit Services	Louisville, Ky.	35.8	1,620
Credit Suisse/First Boston	Wake Co., N.C.	100	400
GEICO	Amherst, N.Y.	40	2,500
General Motors	Flint, Mich.	450	2,862 (saved)
Goldman Sachs	New York, N.Y.	1,800	800
Hino Motor Mfg. USA	Marion, Ark.	185	280
Toyo Tire	Rome, Ga.	392	900
John B. Sanfilippo & Son	Elgin, Ill.	40	1,000
Unilin Flooring	Thomasville, N.C.	120	470

Top Groups of 2004 (in alphabetical order)

City of Brantford

Brantford, Ont., Canada
\$249.5 million 766 jobs

Cullman Economic Development Agency

Cullman Co., Ala.
\$153 million 960 jobs

Greater Dallas Chamber

Dallas-Ft. Worth, Texas
\$3.04 billion

Greater Erie Co. Marketing Group

Erie Co., Ohio
\$152 million 700 jobs

**Fairfax Co. Economic
Development Authority**

Fairfax Co., Va. 25,000 jobs

Montgomery Area Chamber

Montgomery, Ala.
\$144.2 million 1,698 jobs

Mooresville-South Iredell Chamber

Mooresville, N.C.
\$150 million

Onondaga Co. Economic Development

Syracuse, N.Y.
\$206 million 2,000 jobs

San Joaquin Partnership

Stockton, Calif.
\$158 million 2,754 jobs

Greater Shreveport Chamber

Shreveport, La.
\$584.5 million 3,074 jobs

HONORABLE MENTION GROUPS OF 2004	
Group	Location
Baldwin Co.	
Econ. Dev. Alliance	Alabama
Buffalo-Niagara Enterprise	New York
Greenwood-Leflore-Carroll	
Econ. Dev. Foundation	Mississippi
Greer Dev. Corp.	South Carolina
Huntsville/Madison Co. Chamber	Alabama
City of Marion	Arkansas
Newport News Econ./Industrial	
Dev. Authority	Virginia
City of Ontario	California
Seminole Co. Econ. Dev.	Florida
Community Development	
Foundation (Tupelo)	Mississippi