

In 2012, the Valdosta-Lowndes County Industrial Authority (VLCIA) continued to drive an aggressive economic development strategy aimed at the recruitment, retention and expansion of new and existing business in Valdosta's target market sectors. Key accomplishments in 2012 consists of:

- Facilitated new and existing industry locations/expansions resulting in the creation of over 175 jobs, utilizing approximately 15 acres and 500,000 square feet of manufacturing/logistics operations building capacity and over \$13.5 million in projected capital investment in facility construction and operating equipment
- Completed the development and opening of three (3) Georgia Ready for Accelerated Development (GRAD) certified industrial parks consisting of approximately 350 acres of "shovel ready" industrial tracts to attract new/existing business and industry location/expansion. The establishment of these GRAD certified industrial parks represent \$12.5 million in capital investment by Valdosta-Lowndes County in economic development infrastructure.
- Completed a comprehensive Target Business Analysis consisting of a competitive assessment of Valdosta-Lowndes County, a target market analysis and the development of a detailed economic development strategy with implementation plan to drive economic development activities.
- Completed fifteen (15) comprehensive Georgia Department of Economic Development sponsored request for information packets and site selection team visits with prospective projects that have the potential to create over 2000 jobs with projects capital investments of approximately \$550 million.
- Presented comprehensive community profiles, economic development incentive proposals and proposed sites for location/expansion to over fifty (50) site selection consultants and new/existing industry prospects.
- Partnered with the Valdosta-Lowndes County Chamber of Commerce and key economic development professional at the local, regional and state level to forge a stronger and more responsive partnership in delivering economic development services/support to local business / industry to support ongoing business operations and planned expansions, job creation and capital investment in the community through the establishment of the *Community Business and Industry Partnership*.
- Unveiled a new, interactive economic development website geared toward prospective Valdosta-Lowndes County businesses: www.BuildLowndes.com. This new website provides businesses with useful information on Valdosta-Lowndes County, tax incentives, and resources for doing business in Valdosta and Lowndes County.
- In partnership with the University of Georgia Center for International Trade and Security, the VLCIA and City of Valdosta hosted a Chinese delegation on a tour of South Georgia Pecan and Steeda Autosports to establish relationships with local officials, an understanding of city government and identify trade opportunities.