



SELECTUSA TAIWAN

April 17, 2013

We SPEAK Business

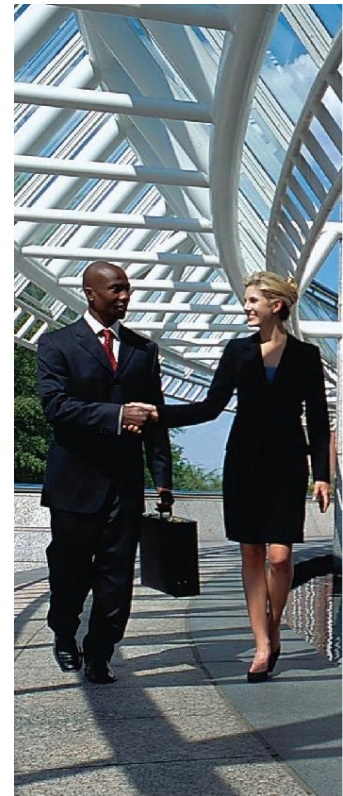
Georgia Department of Economic Development

GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT:

- ▶ **WHO WE ARE:** The Georgia Department of Economic Development (GDEcD) is the marketing and sales arm of the State of Georgia
- ▶ **WHAT WE DO:** Strategically deliver economic development throughout the state by:
 - ▶ Attracting new business investment
 - ▶ Supporting the expansion of existing industry and small businesses
 - ▶ Locating new markets for Georgia products
 - ▶ Attracting tourists from within and outside the state
 - ▶ Promoting Georgia as a desirable location for entertainment businesses and projects

GDECD: **GLOBAL COMMERCE DIVISION**

- ▶ The Global Commerce division assists businesses by coordinating:
 - ▶ Site Location Services
 - ▶ Market Research
 - ▶ Business Incentives Analysis
 - ▶ Employee Training
 - ▶ Innovation and R&D Services
 - ▶ Export Assistance
 - ▶ International Office Assistance

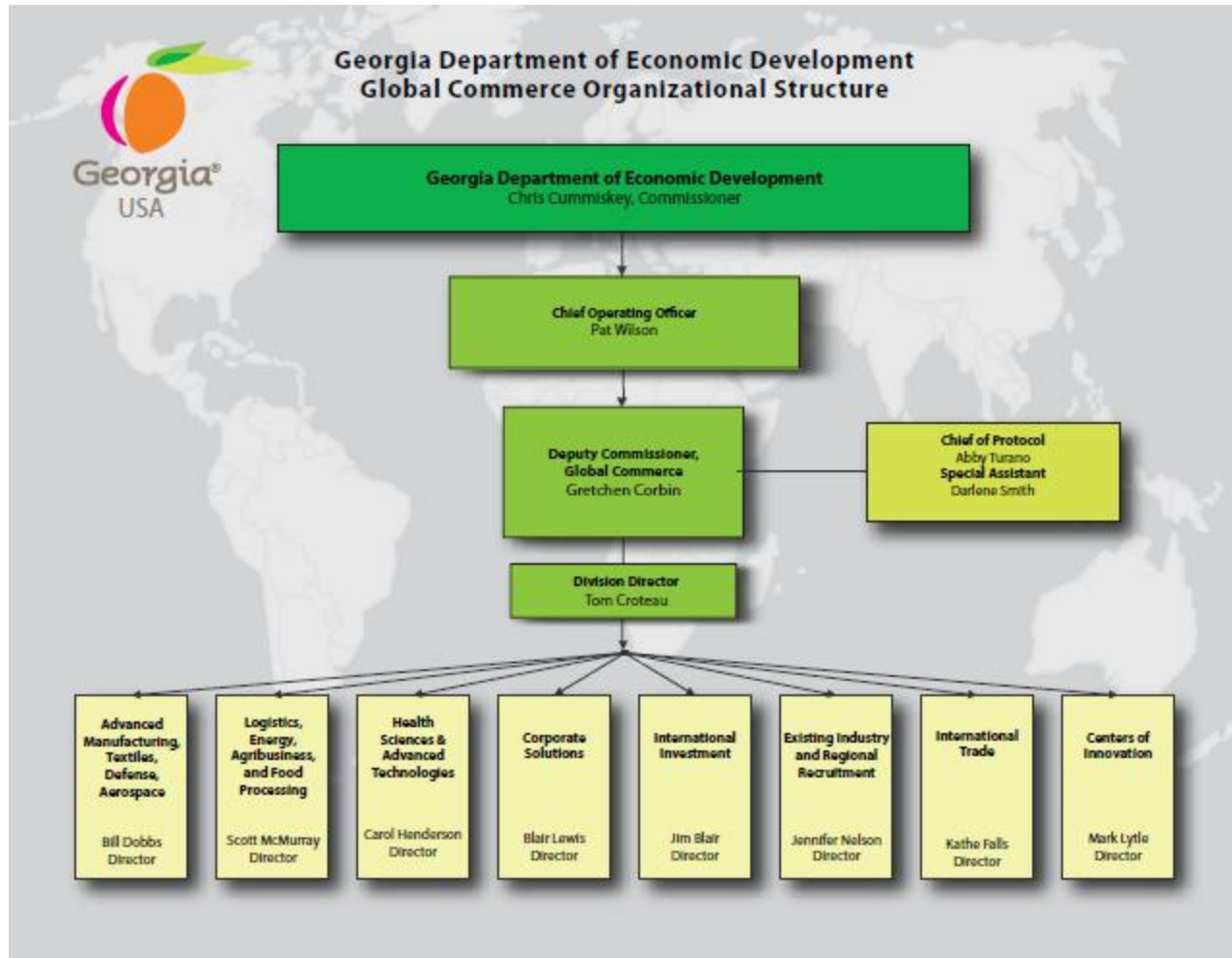


GLOBAL COMMERCE: TEAM FOCUSED / INDUSTRY SPECIFIC

- ▶ Aerospace, Defense & Advanced Manufacturing
- ▶ Logistics, Energy, Agribusiness, & Food Processing
- ▶ Health Sciences & Advanced Technologies
- ▶ Corporate Solutions
- ▶ International Investment
- ▶ Existing Industry and Regional Recruitment
- ▶ International Trade
- ▶ Centers of Innovation



GLOBAL COMMERCE: TEAM FOCUSED / INDUSTRY SPECIFIC



GLOBAL COMMERCE: STATEWIDE CONNECTIONS

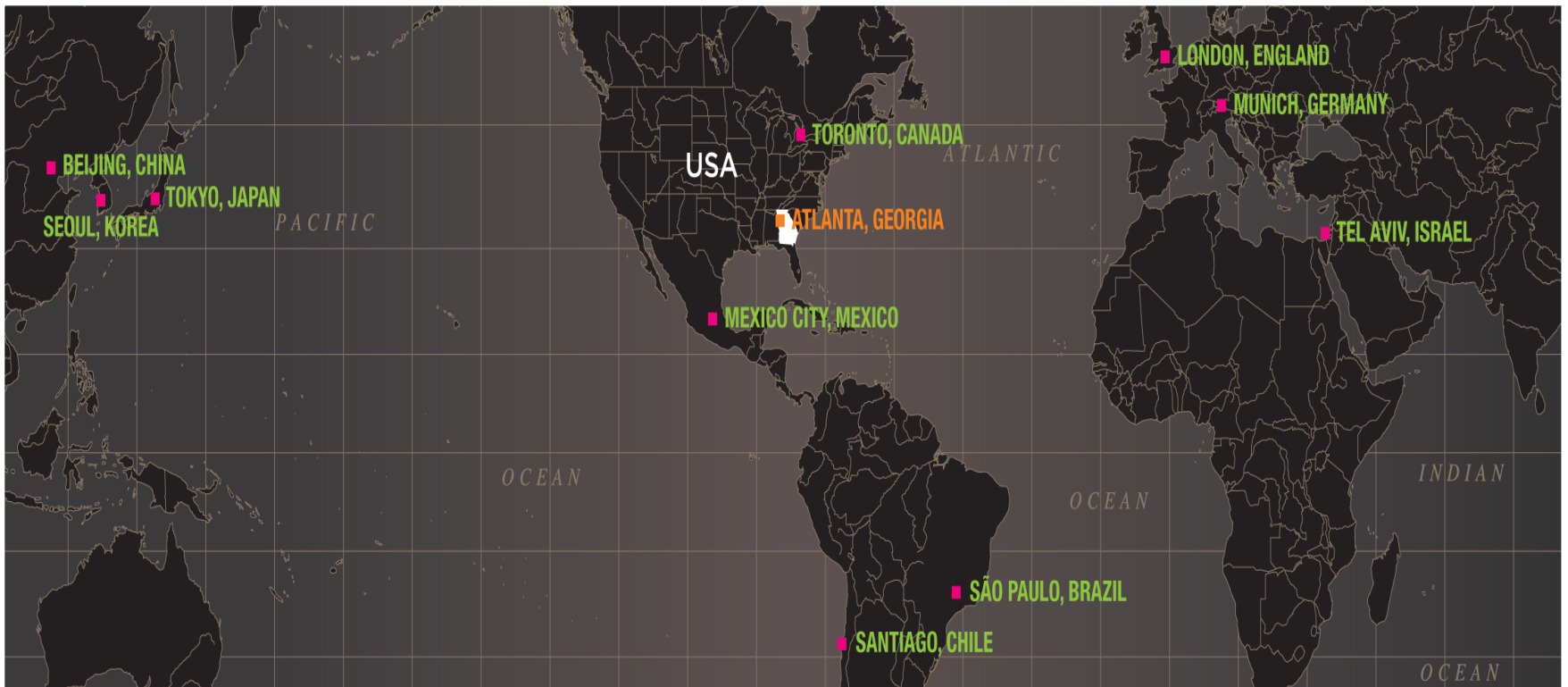


Regional Project Managers

- Work with existing companies on expansion projects
- Recruit new companies targeted for their region
- Provide regional expertise and local connections

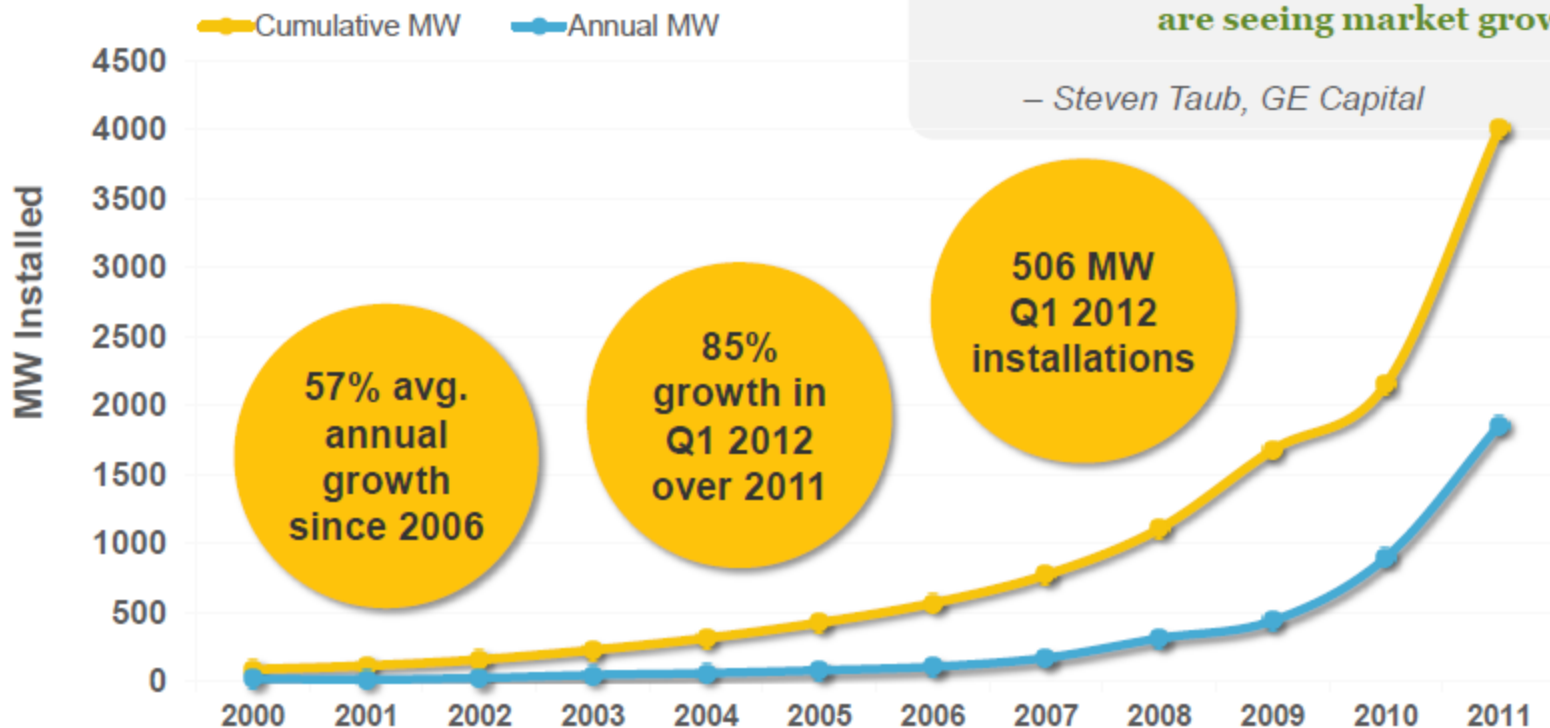
GLOBAL COMMERCE: INTERNATIONAL OFFICES

10 International Offices



US Market is Showing Healthy Growth

Annual U.S. Solar Market Growth



The U.S. "is one of the most important (solar markets), because it is one of the few places around the world where we are seeing market growth."

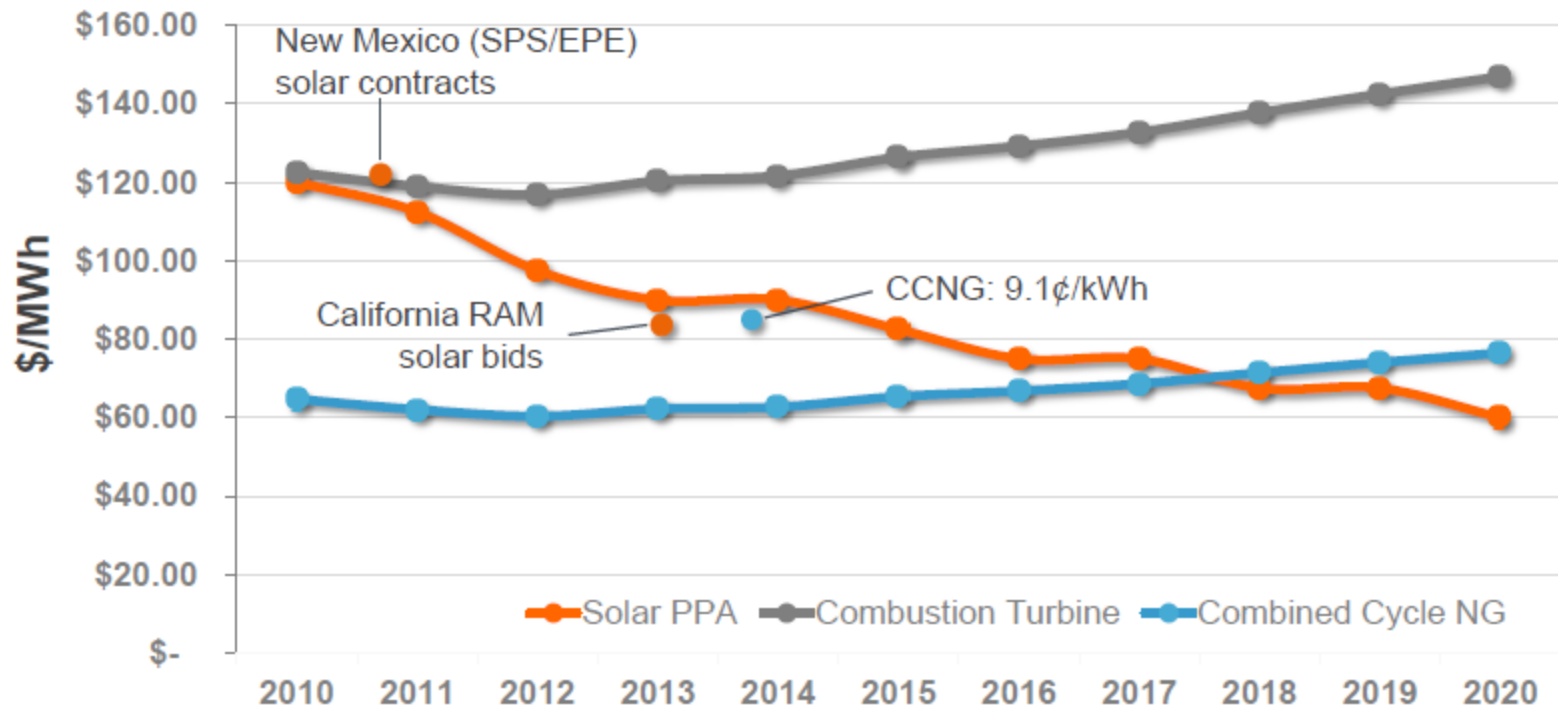
– Steven Taub, GE Capital

Source: DOE/EERE 2010 Data Book; 2011 data from SEIA/GTM Market Insight Report



Utility Solar Now Beats Natural Gas Peak Power

Wholesale Electricity Pricing

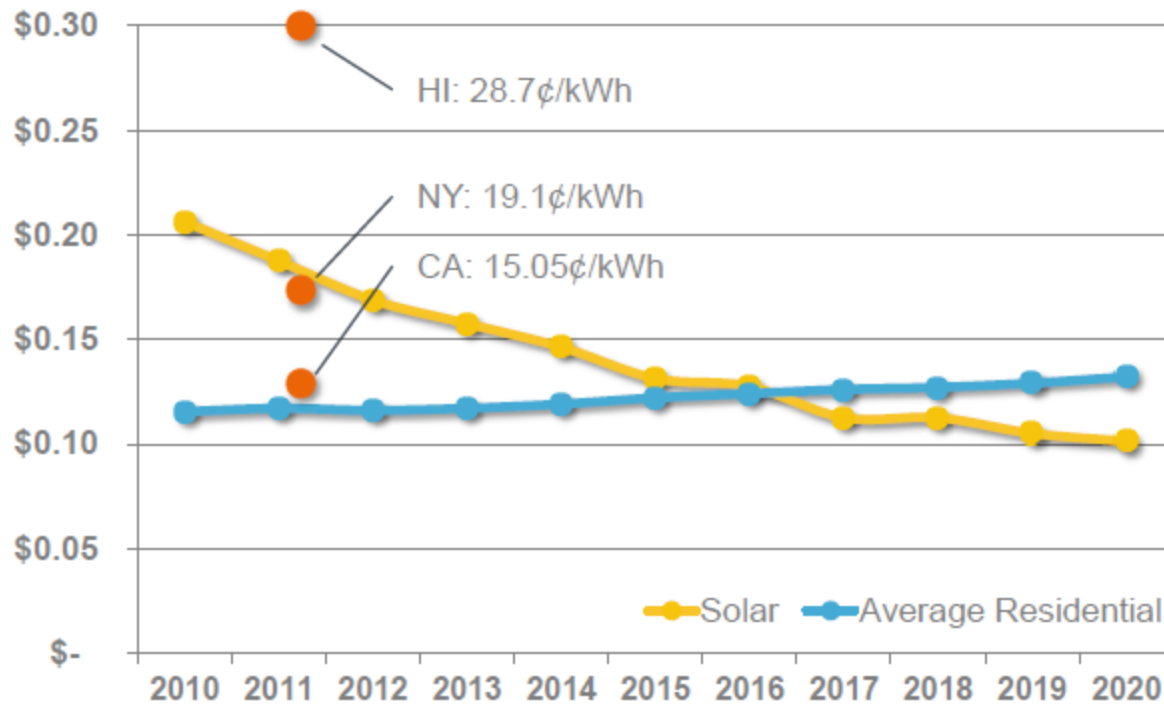


Sources: Gas Plants - EIA AEO 2012er; CCNG data point: Entergy 2012 APSC Testimony; Utility Scale Solar - EPIA, NM PRC



Residential Solar Competes in Many States Today (with more on the way)

Residential Electricity Prices vs Solar Prices

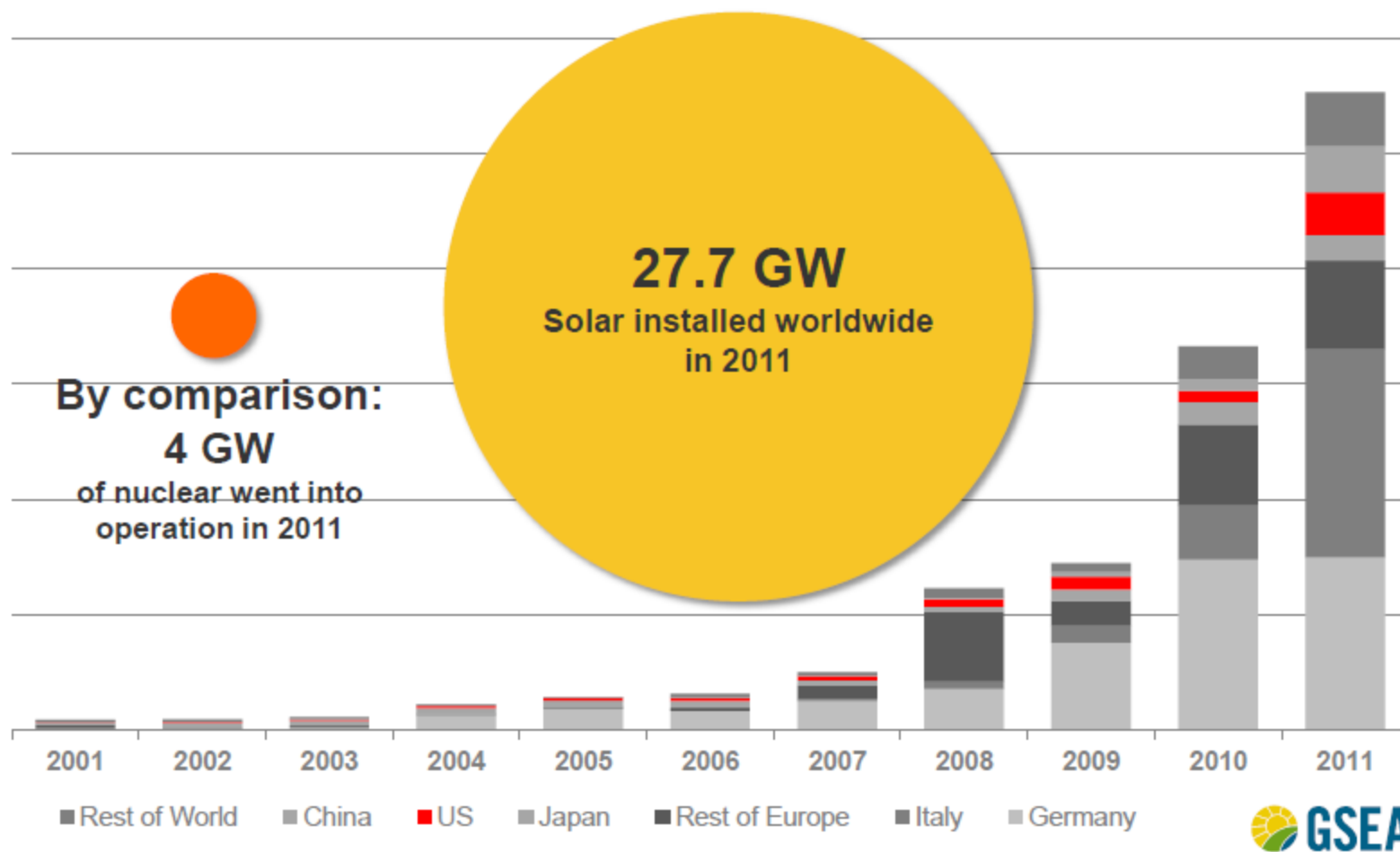


With new finance models, Americans are installing solar at no or low upfront cost.

Source: EIA (actual 2010, forecasted 2011-20); EPIA mid solar residential cost forecast

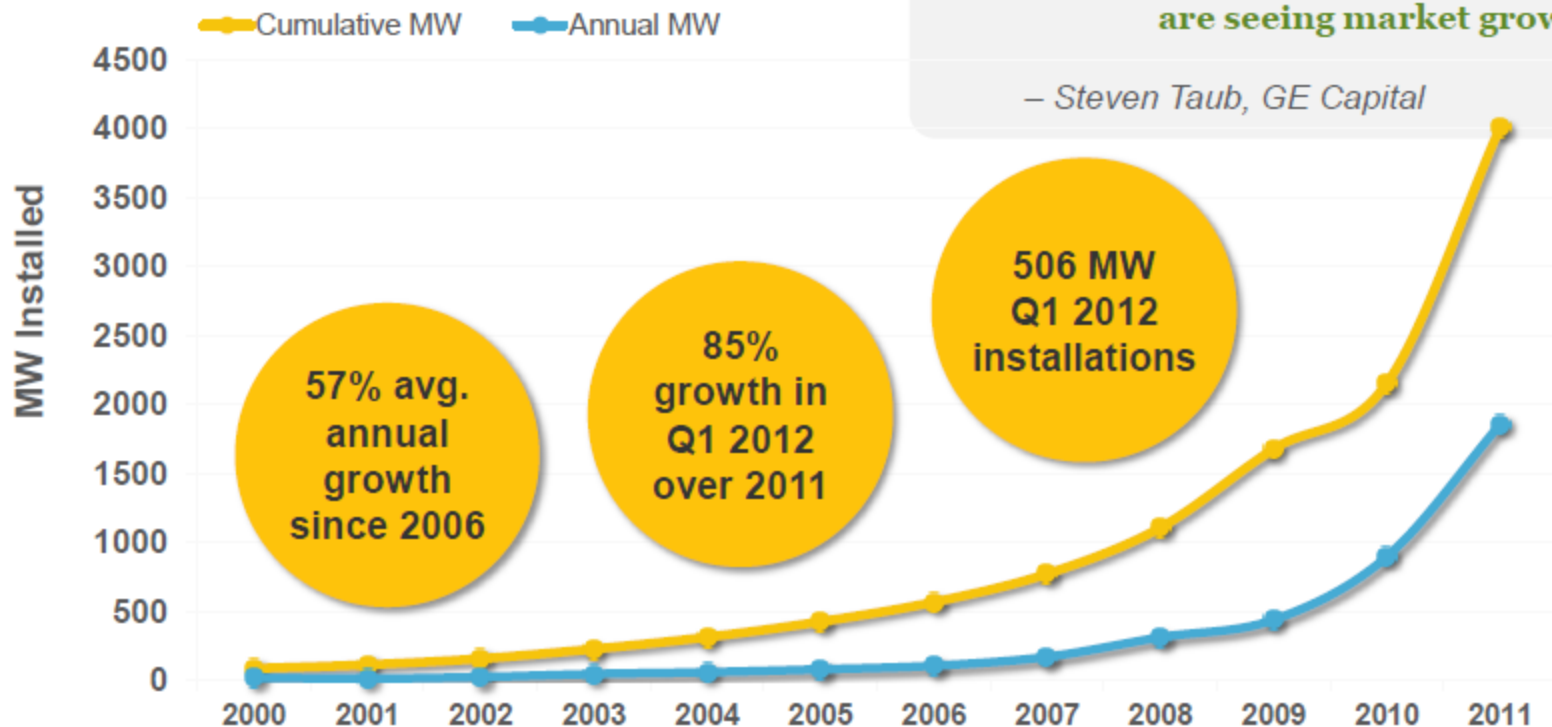


Solar is Rapidly Scaling



US Market is Showing Healthy Growth

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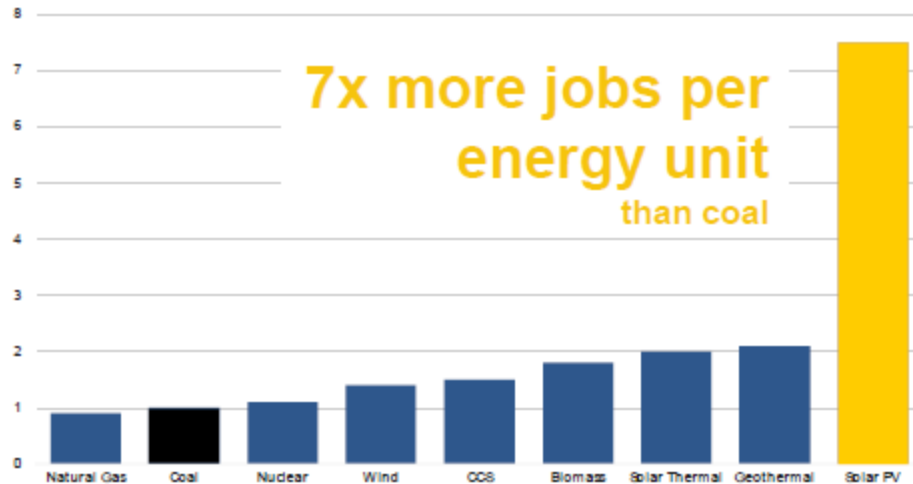
Source: DOE/EERE 2010 Data Book; 2011 data from SEIA/GTM Market Insight Report



Solar Creates Quality U.S. Jobs

It's local:

75% of solar job creation is associated with installation & development



It's growing despite the recession: Solar employment grew 10x faster than the general economy

Sources: Kammen, David M et al, 2004, Report of the Renewable and Appropriate Energy Lab, Putting Renewables to Work: How Many Jobs Can the Clean Energy Industry Create?, Energy Resources Group, Goldman School of Public Policy, University of California, Berkeley. Wei, Max et al, 2010, Putting Renewables to Work: How Many Jobs Can the Clean Energy Industry Create?, Energy Resources Group, Goldman School of Public Policy and the Haas School of Business, University of California, Berkeley, in Energy Policy, vol 38, issue 2, February 2010.

Solar Foundation 2011 National Jobs Census

U.S. Bureau of Labor Statistics: May 2010 National Industry-Specific Occupational Employment and Wage Estimates



Solar Creates Quality U.S. Jobs

It's real:

Americans working in various industries today



Coal Mining



Iron & Steel

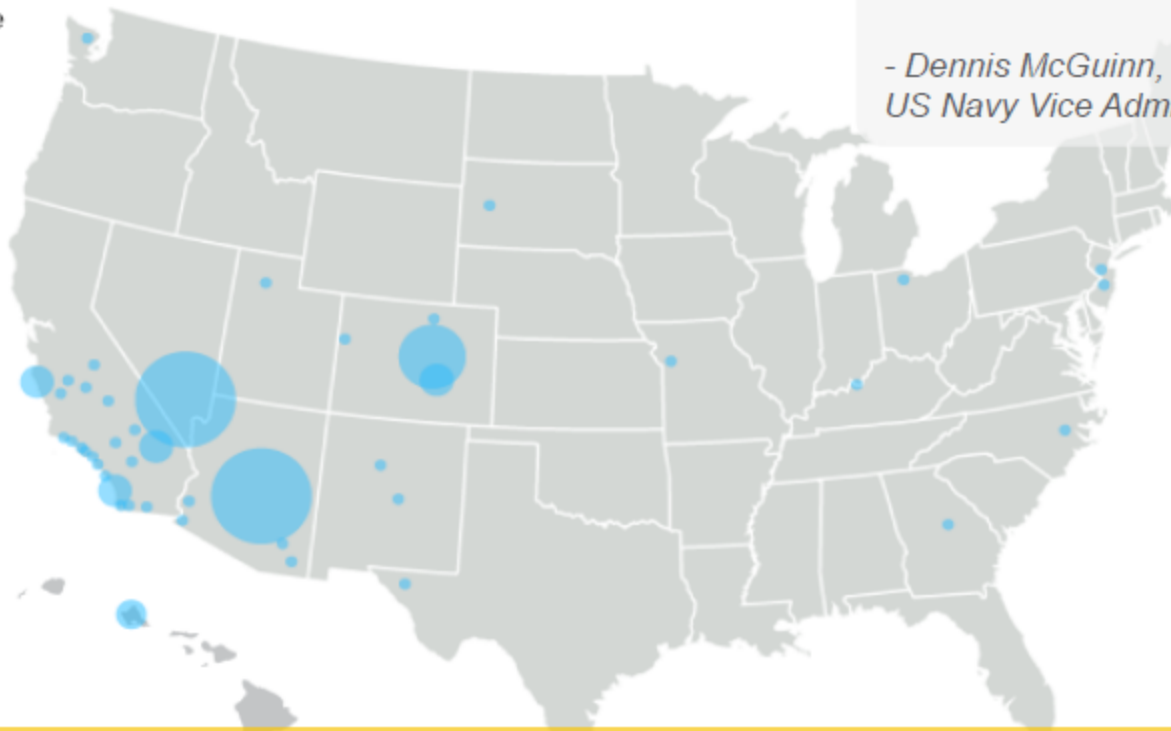
U.S. Bureau of Labor Statistics: May 2010 National Industry-Specific Occupational Employment and Wage Estimates



US Military Is Going Big on Solar

Completed US PV Projects

System Size
(MW)



“This is about the bottom line of the United States Army: it is about military effectiveness.”

*- Dennis McGuinn,
US Navy Vice Admiral (ret.)*

DoD committed to **1200 MW** on **+50** domestic bases
SolarCity to install **300 MW** on **120,000** military residences

American Businesses Are Going Big on Solar

Johnson & Johnson

STAPLES

Toys R Us

Walmart

Walgreens

COSTCO
WHOLESALE

Top 20
Companies Total:

1.2 million
solar panels

700 systems
in 25 states

\$47.3 million in
annual utility bill
savings

IKEA

Mc
Graw
Hill

Education

Campbell's

macy's

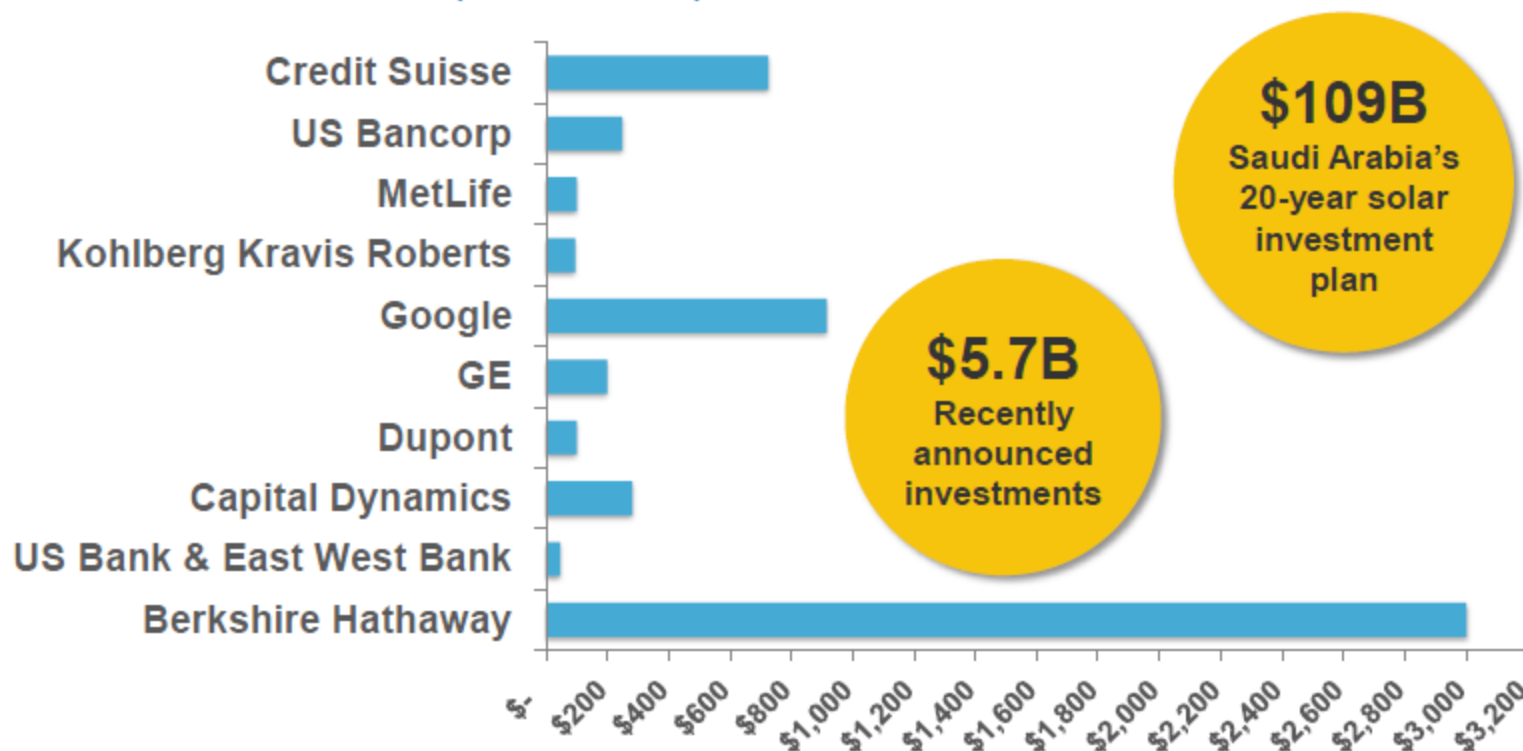
KOHL'S

GSEA

Major Financial Players Are Going Big on Solar

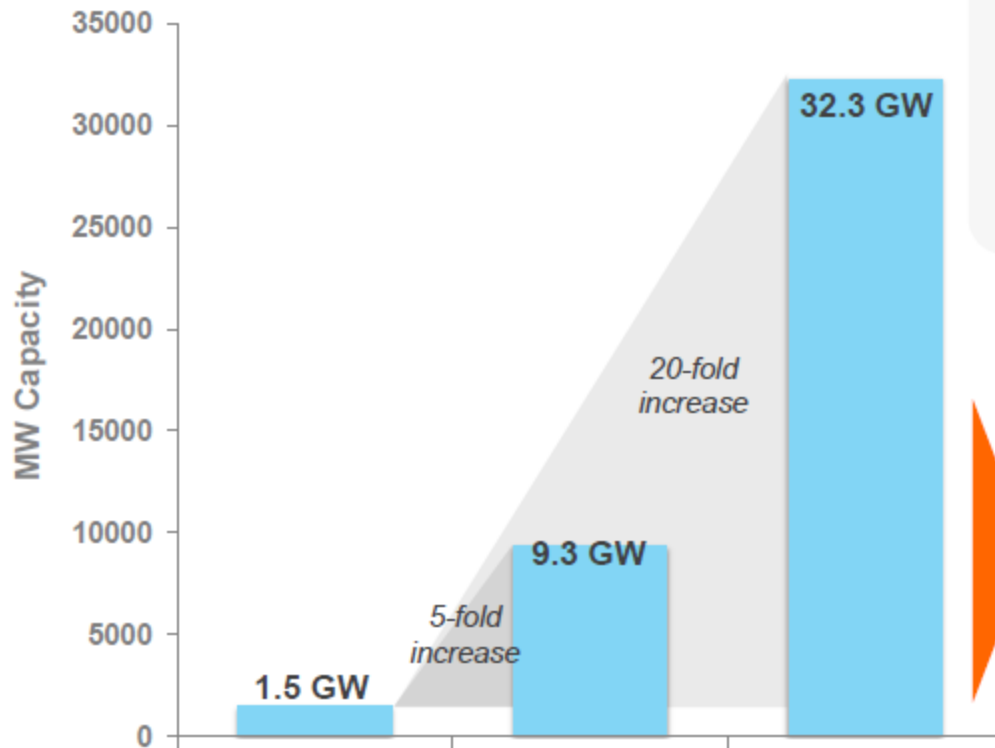
Recent Investments

Dollars Invested (\$millions)



U.S. Utilities Are Investing in Solar

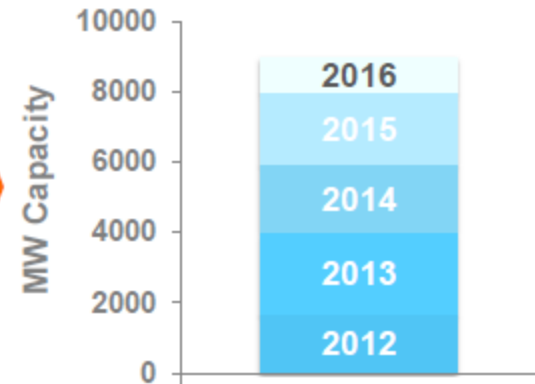
Utility PV Pipeline



“My number one fear is we’ll be pushed to build natural gas at the expense of solar and wind . . . Ben Franklin said there are two certainties in life: death and taxes. To that I would add the price of natural gas.”

- Jim Rogers, CEO of Duke Energy

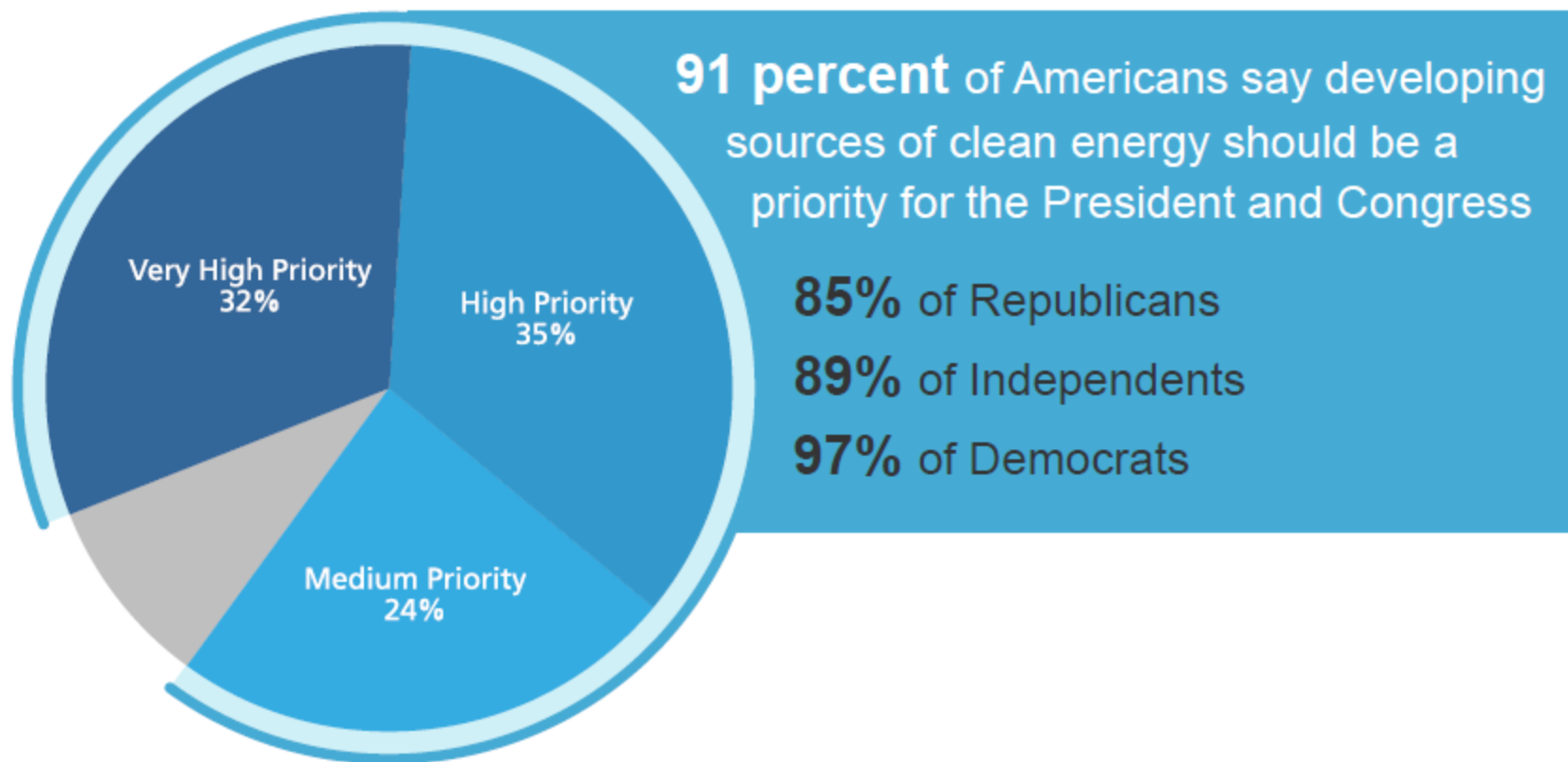
Expected Completion Date



Source: GreenTech Media, PV News, July 2012



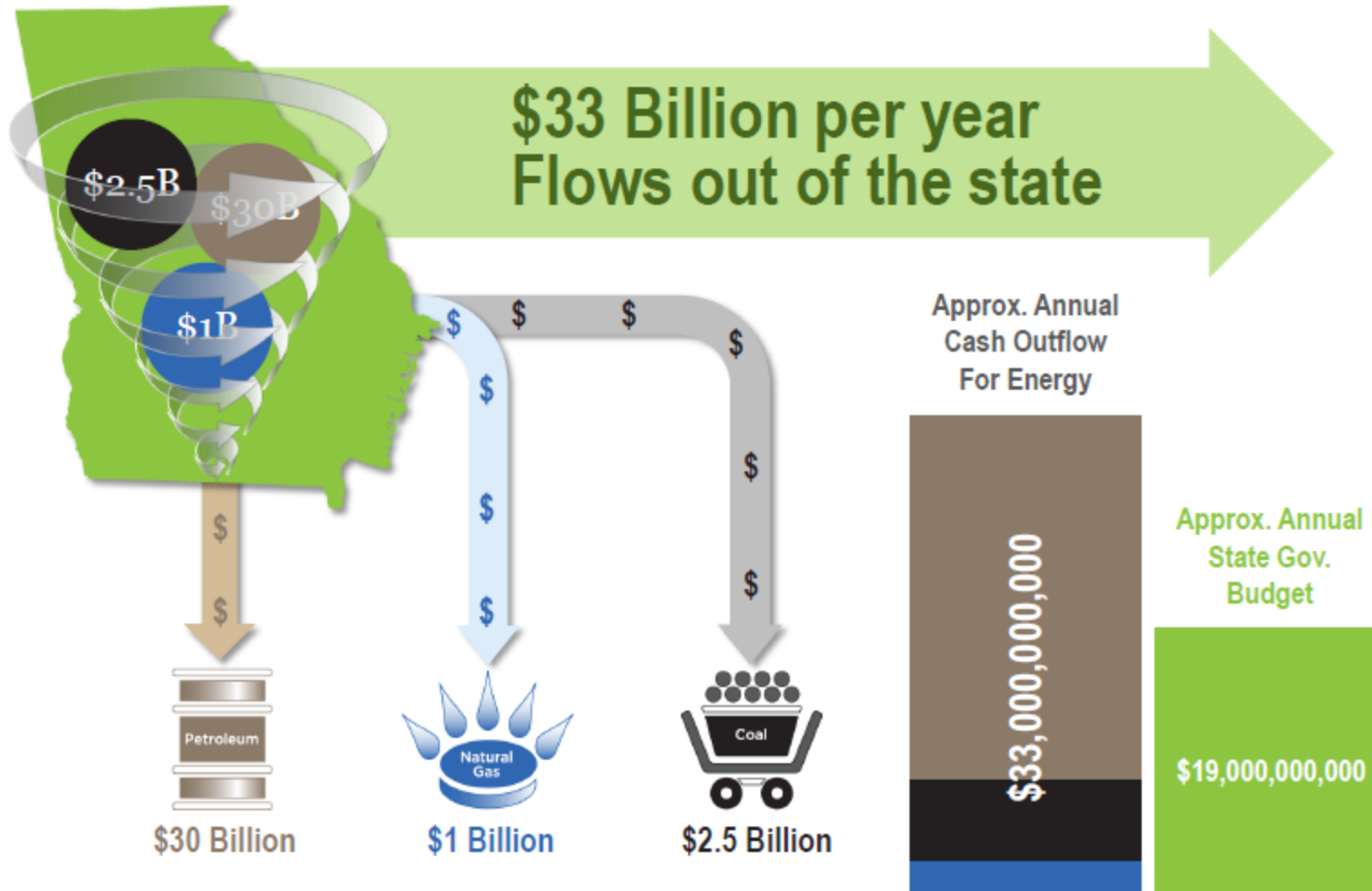
Bipartisan Public Support for Clean Energy



Sources: Public Support for Climate & Energy Policies in May 2011, Yale Project on Climate Change.

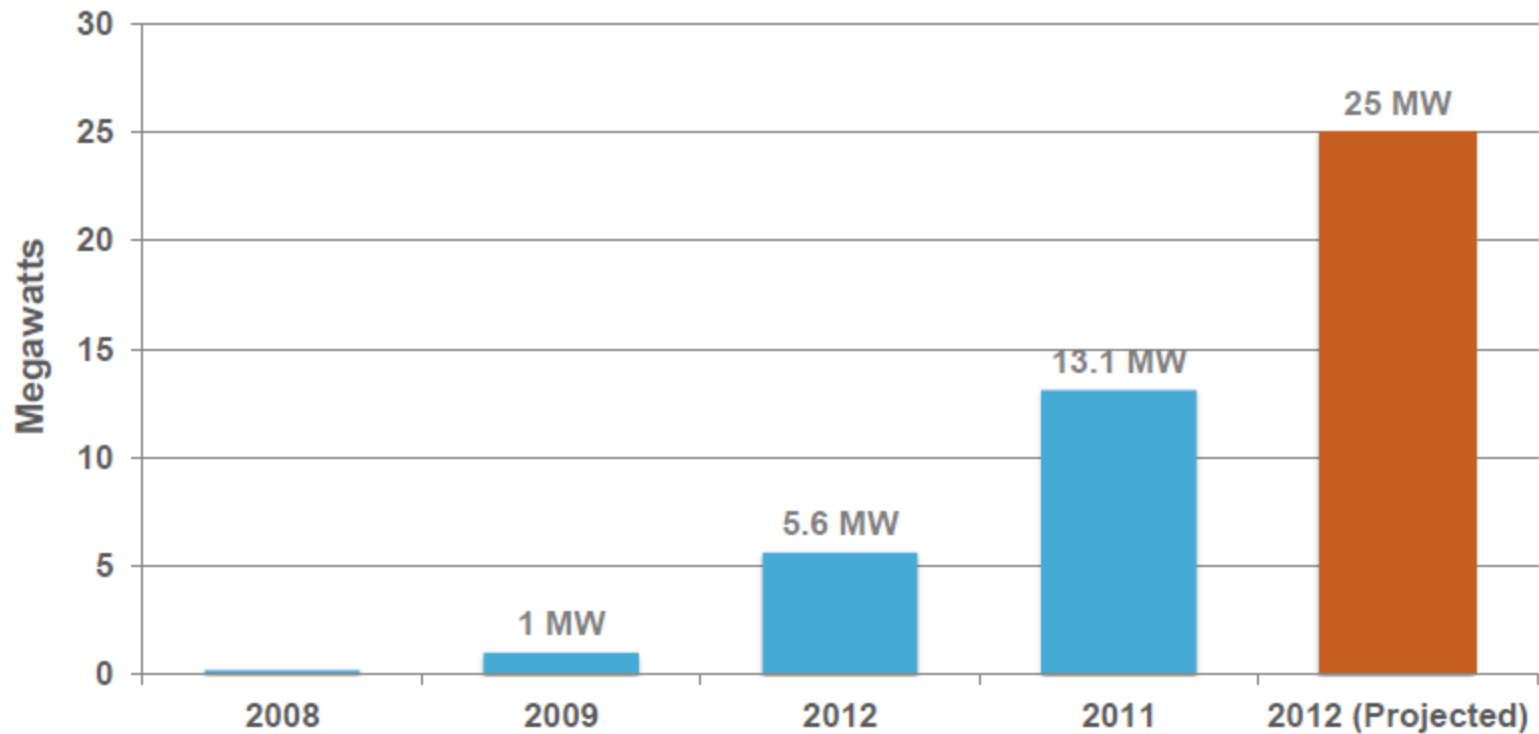


\$\$\$ Outflow for Energy Purchase



Georgia Solar PV Market

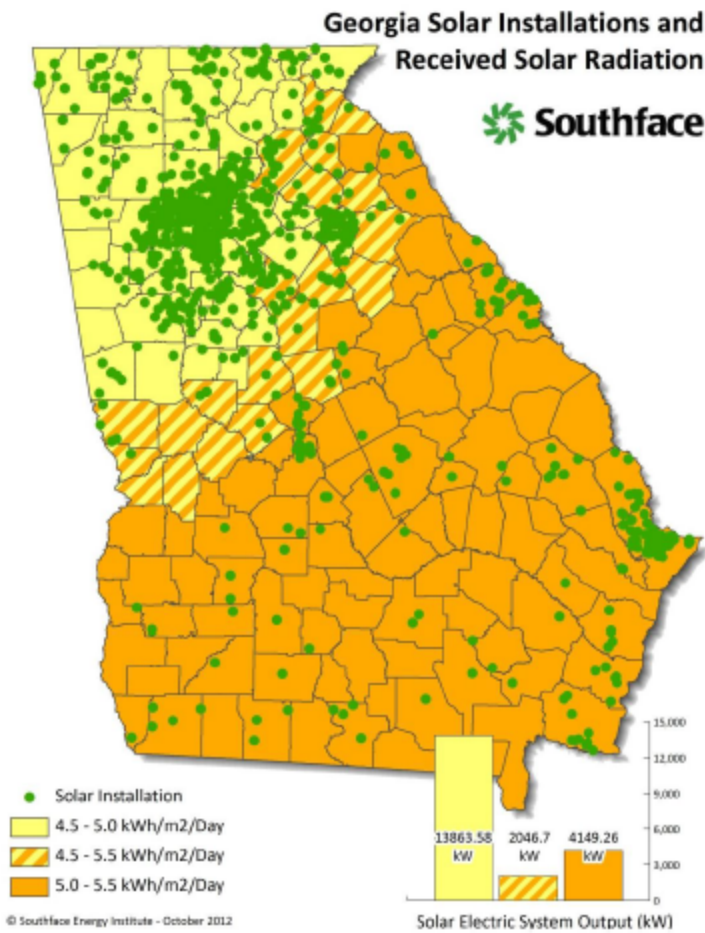
Installed Capacity of Solar PV



Source: Southface



2012 Snapshot of Solar in Georgia



- More than 1,000 solar installations statewide; More than 600 solar PV.
- 23 MW total capacity. (*Georgia Environmental Finance Authority data 3/31/12*)
- 82 counties: Commercial, residential, agricultural, military uses.
- www.georgiaenergydata.org

Source: Southface





**Georgia Institute
of Technology**



University Center of Excellence for Photovoltaics

One of two such centers in the United States, directed by [Dr. Ajeet Rohatgi](#),

Mission :

- Improve fundamental understanding of the science and technology of advanced PV devices
- Fabricate record high efficiency solar cells
- Provide training and enrich the educational experience of students in field
- Provide guidelines to industry and DOE for achieving cost-effective and high-efficiency PV devices

RECENT NEWS:

- ▶ **Suniva on U.S Energy Mission to Chile**
 - ▶ Chile's revised energy strategy focuses on energy efficiency and renewable energy
 - ▶ Aggressively expanding into Latin America and the Caribbean and aims to move even more quickly
 - ▶ India, China and Taiwan, Europe, Latin America
 - ▶ U.S. has had a free trade agreement with Chile since 2004
 - ▶ GDEcD trade office in Santiago, Chile – Mr. Brian Wilson

RECENT NEWS:

- ▶ **Georgia Tech to open Materials Research Lab in Morocco**
- ▶ Advanced materials research in a globally coordinated fashion, particularly in the fields of photovoltaics, energy recovery and conservation.

RECENT NEWS:

Invest Georgia

Directs \$100 million in state money over five years to help tech firms find more venture capital.

Announcements:

GM moving 1,000 jobs to the state

AirWatch adding 800 jobs

WHY GEORGIA: A ROBUST ENVIRONMENT FOR BUSINESS

- ▶ Georgia's Key Business Assets:
 - ▶ Access to Global Markets
 - ▶ First Class Workforce
 - ▶ Pro-Business Environment
 - ▶ International Business Connections
 - ▶ Excellent Quality of Life

- ▶ These assets set us apart from the competition!

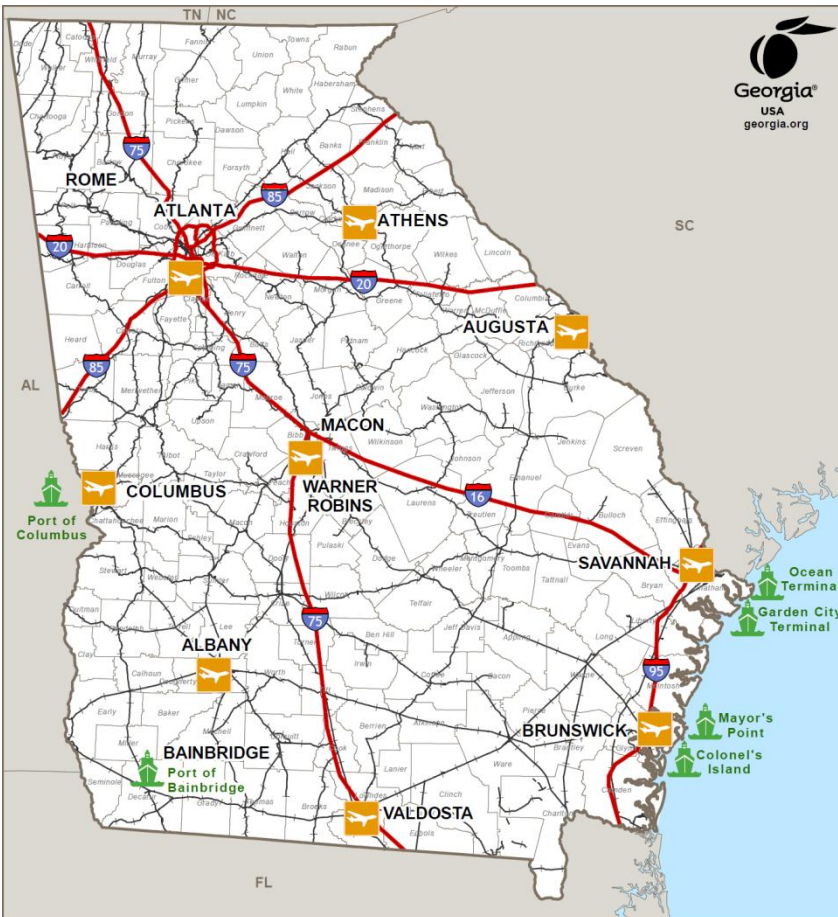


GLOBAL ACCESS: STRATEGIC LOCATION IN A GROWING REGION



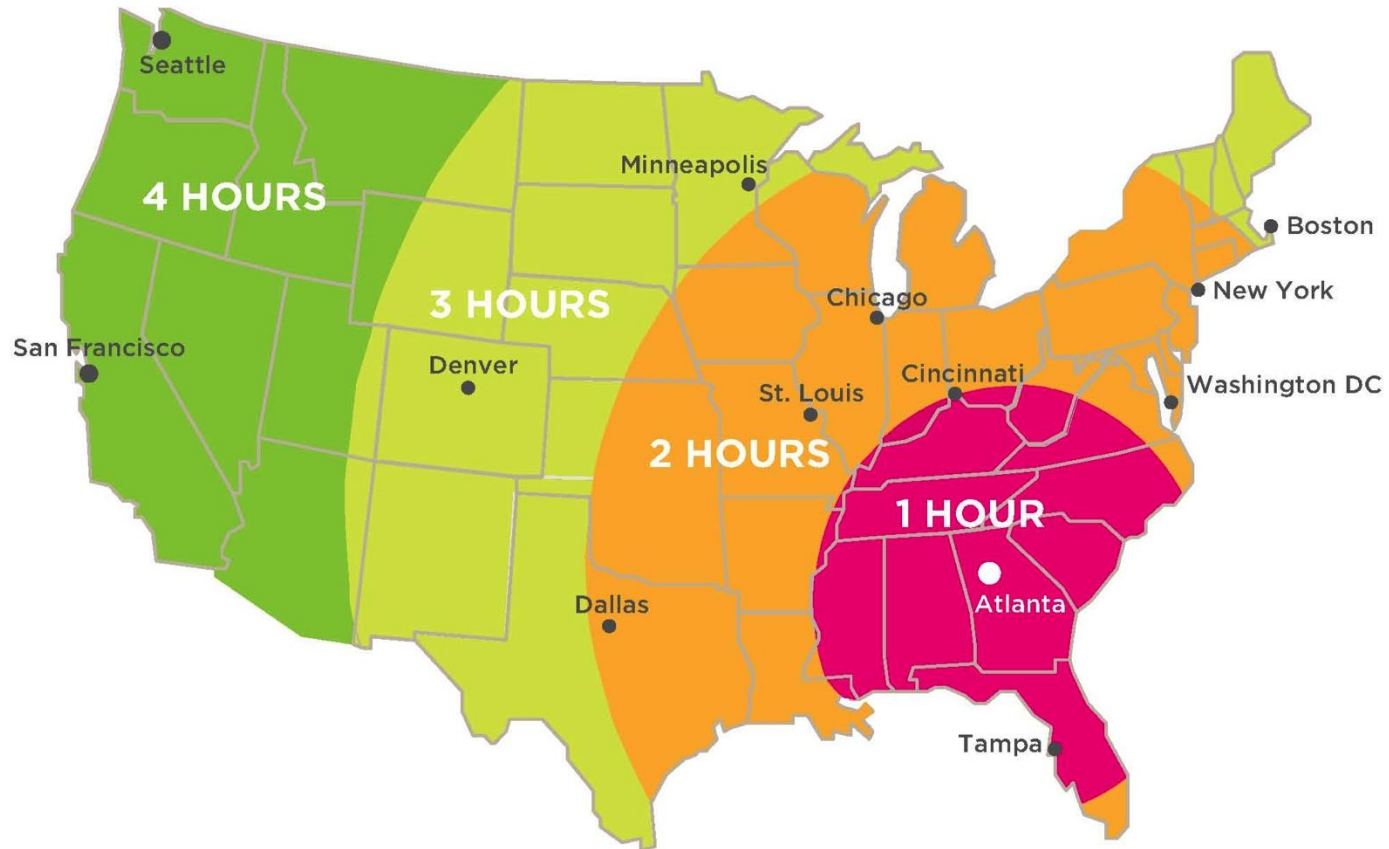
- **Growing Southeast Region**
 - GDP from the 12-state region grew by over \$1 trillion between 2001 and 2011 (49%)
 - Population grew by over 8.9 million people between 2001-2011
 - Four of the states were in the top 10 fastest growing in the U.S. over the last decade
- **Georgia: A Growing State**
 - 9th largest state in the U.S. – 9.82 million people in 2011
 - Grew by 17.2%, adding over 1.4 million people between 2001 and 2011
 - Added the 4th most number of people between 2010 and 2011

GLOBAL ACCESS: INTERCONNECTED TRANSPORTATION NETWORK



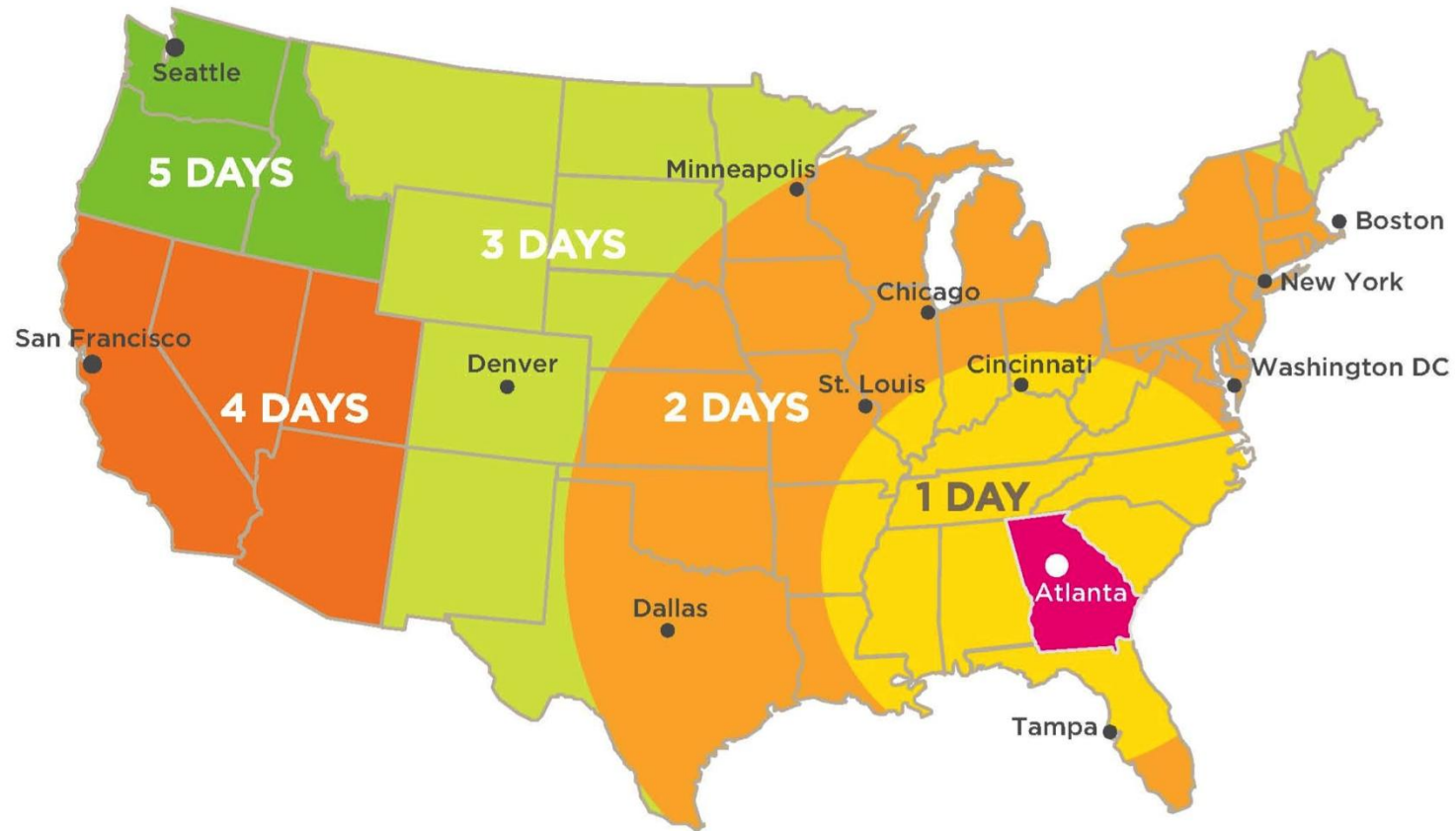
- ▶ **Air:**
 - ▶ Hartsfield-Jackson Atlanta International Airport is the busiest passenger airport in the world
 - ▶ averages more than 250,000 passengers a day
 - ▶ 104 public airports in the state
- ▶ **Seaports:**
 - ▶ Savannah: Fastest growing and 4th largest port in the U.S.
- ▶ **Roads:**
 - ▶ 1,200 miles of interstate highway
 - ▶ 20,000 miles of federal and state highways
- ▶ **Rail:**
 - ▶ Largest rail network in the SE: 4,966 miles of rail

GLOBAL ACCESS: AIR TRANSIT TIMES



80% of U.S. market within a 2-hour flight of Atlanta

GLOBAL ACCESS: TRUCK TRANSIT TIMES



By truck, Georgia-based companies
are two days or less from 80% of U.S. markets

GLOBAL ACCESS: AIR TRAVEL FROM ATLANTA

- Hartsfield-Jackson International Airport named a leader in airport efficiency for 10 consecutive years
- Direct flights to over 150 U.S. destinations and more than 75 international destinations
- Served by more than 35 passenger carriers and 20 cargo carriers



**Note: Map shows only Delta's direct flights from Atlanta;
it doesn't include flights on other airlines.**

GLOBAL ACCESS: SEAPORTS

▶ Port of Savannah

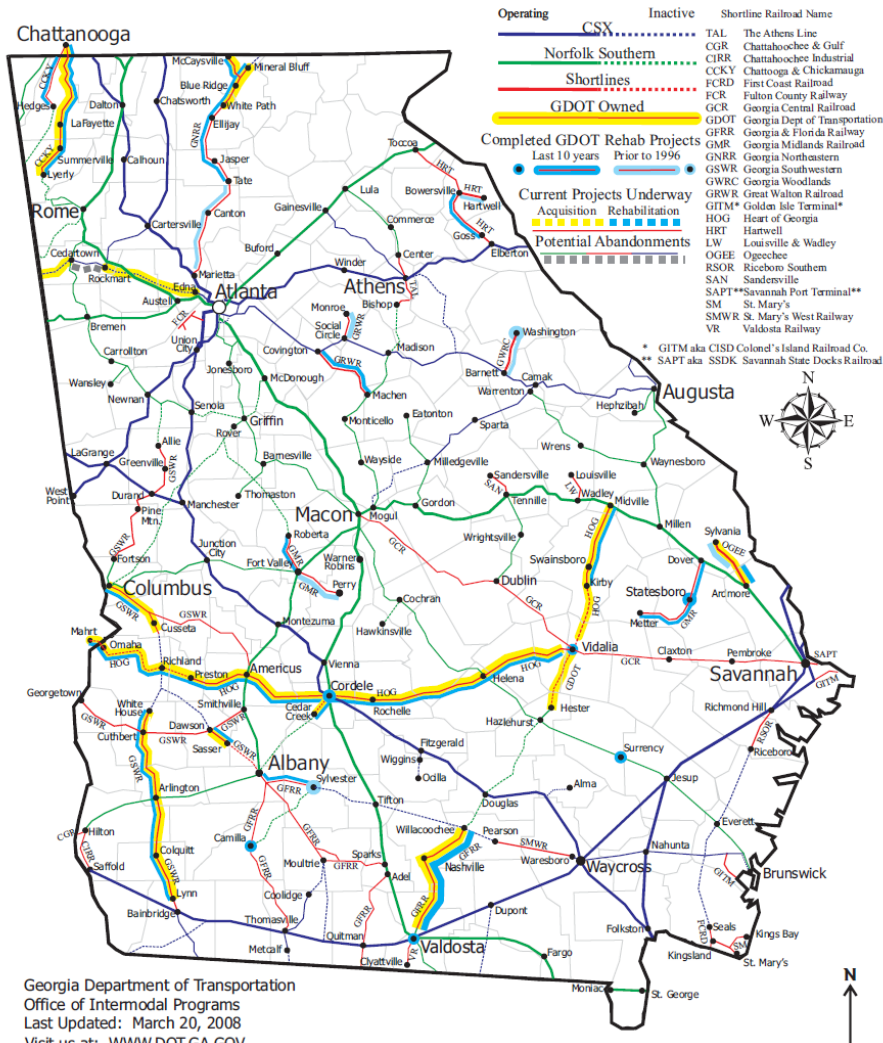
- ▶ 2nd largest port in the U.S. for the export of American containerized goods (CY11 & FY11)
- ▶ 4th largest port in the U.S. by total container volume
- ▶ Fastest growing U.S. port from 2001-2011
- ▶ Savannah's Garden City Terminal is the largest single container terminal in North America

▶ Port of Brunswick

- ▶ Dedicated RoRo facility is now the 5th largest auto port in the U.S. by tonnage (FY11)
- ▶ Has among the largest deepwater agri-bulk operations in the U.S. South Atlantic



GLOBAL ACCESS: RAIL TRANSIT



▶ Class I Railroads

Two major freight railroad companies own and operate 71% of the total state system:

- ▶ CSX operates 1,626 railroad miles
- ▶ Norfolk Southern operates 1,912 railroad miles

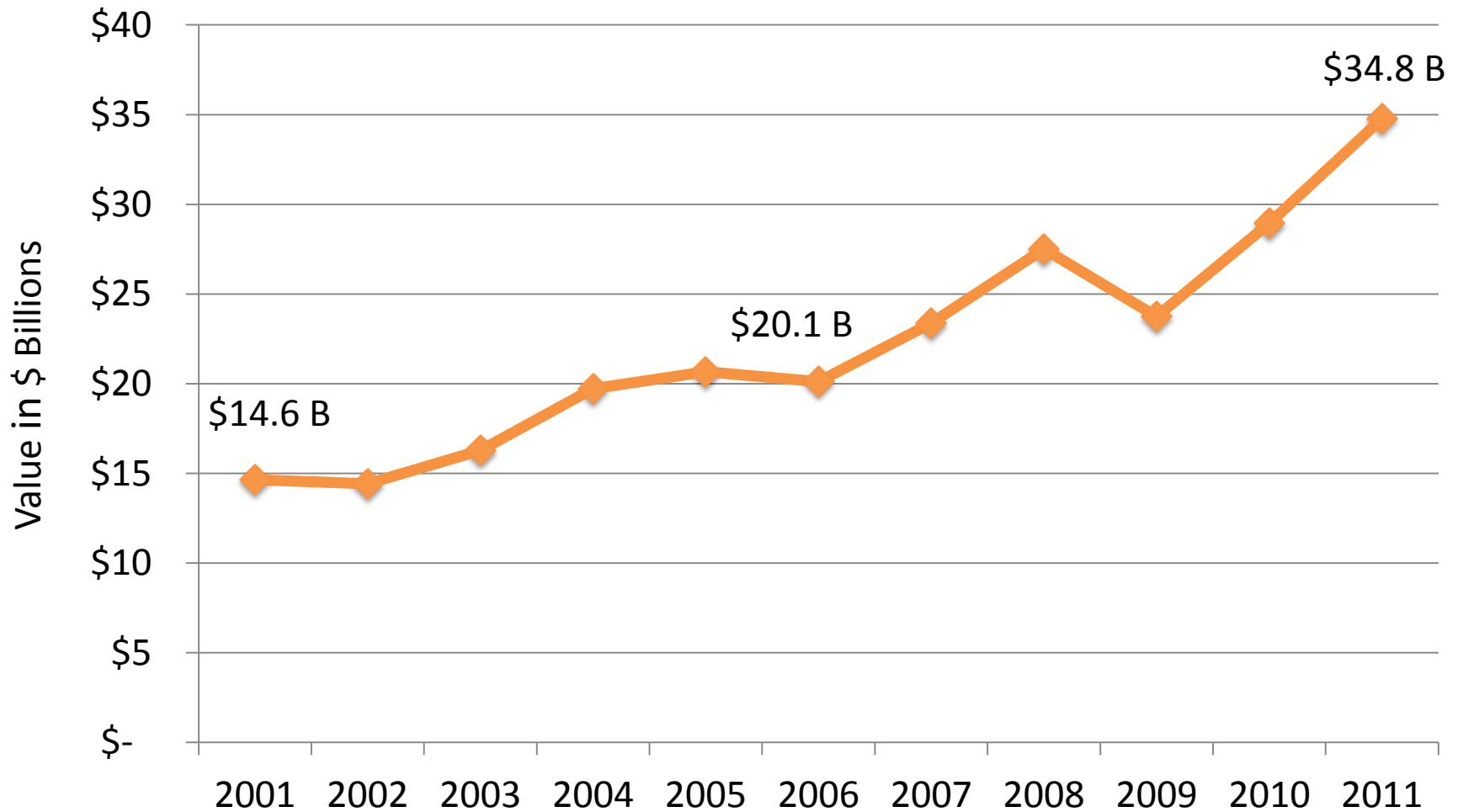
▶ Light Density Lines

29% (1,433 miles) is operated by 25 independent or short-line operators

▶ Mainlines: 2,436 miles

Some Georgia mainlines transport more than 80 million gross tons per year, ranking them among the most heavily used in the country.

GLOBAL ACCESS: GEORGIA'S EXPORT GROWTH 2001-2011

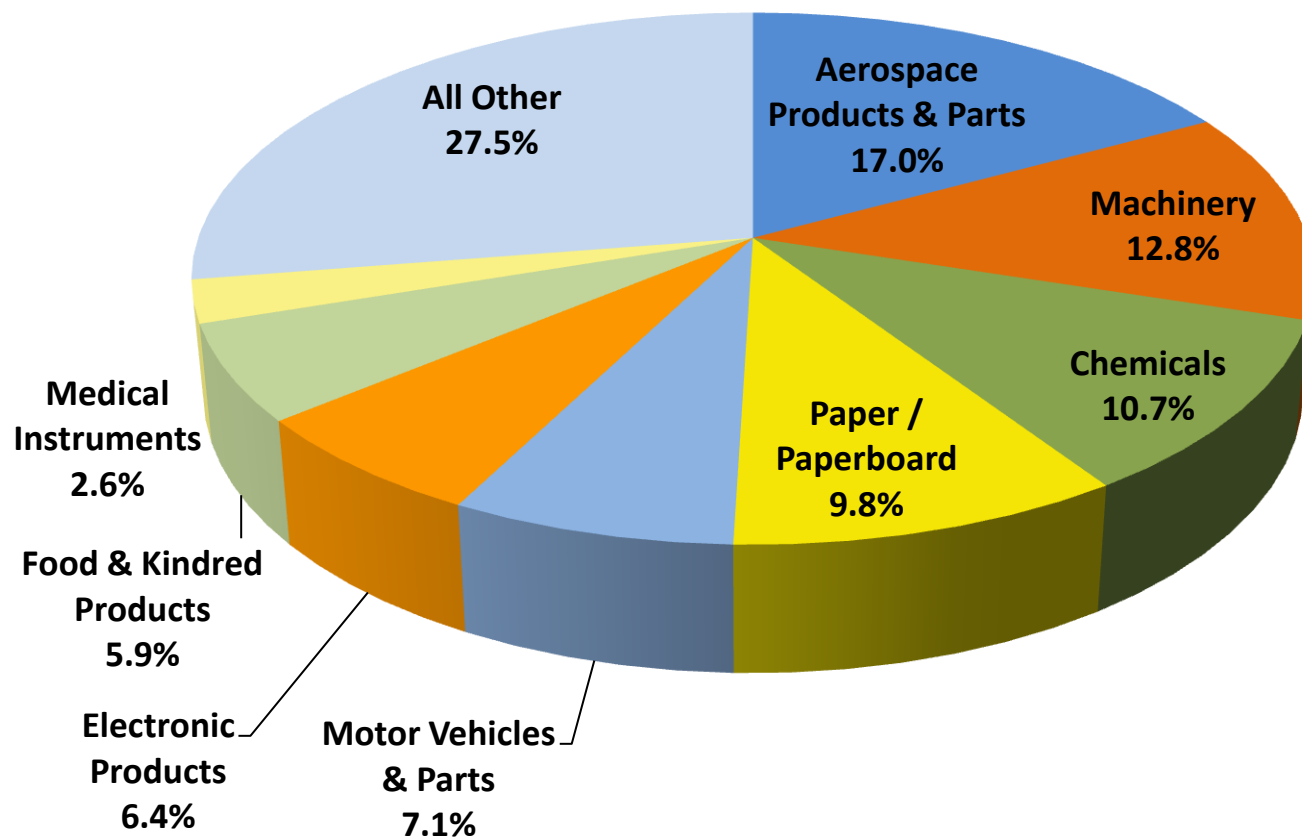


GLOBAL ACCESS: TOP TRADING PARTNERS

Georgia's Top 10 Export & Import Markets (2011)

Rank	Exports (\$34.8B)	Imports (\$67.3B)
1	Canada (18%)	China (22%)
2	China (9%)	Germany (15%)
3	Mexico (6%)	Mexico (7%)
4	Singapore (4%)	South Korea (7%)
5	Japan (4%)	Japan (6%)
6	Germany (3%)	Canada (5%)
7	Brazil (3%)	United Kingdom (3%)
8	United Kingdom (3%)	Chile (3%)
9	Hong Kong (3%)	France (2%)
10	South Korea (3%)	Italy (2%)

GLOBAL ACCESS: TOP GEORGIA EXPORTS IN 2011

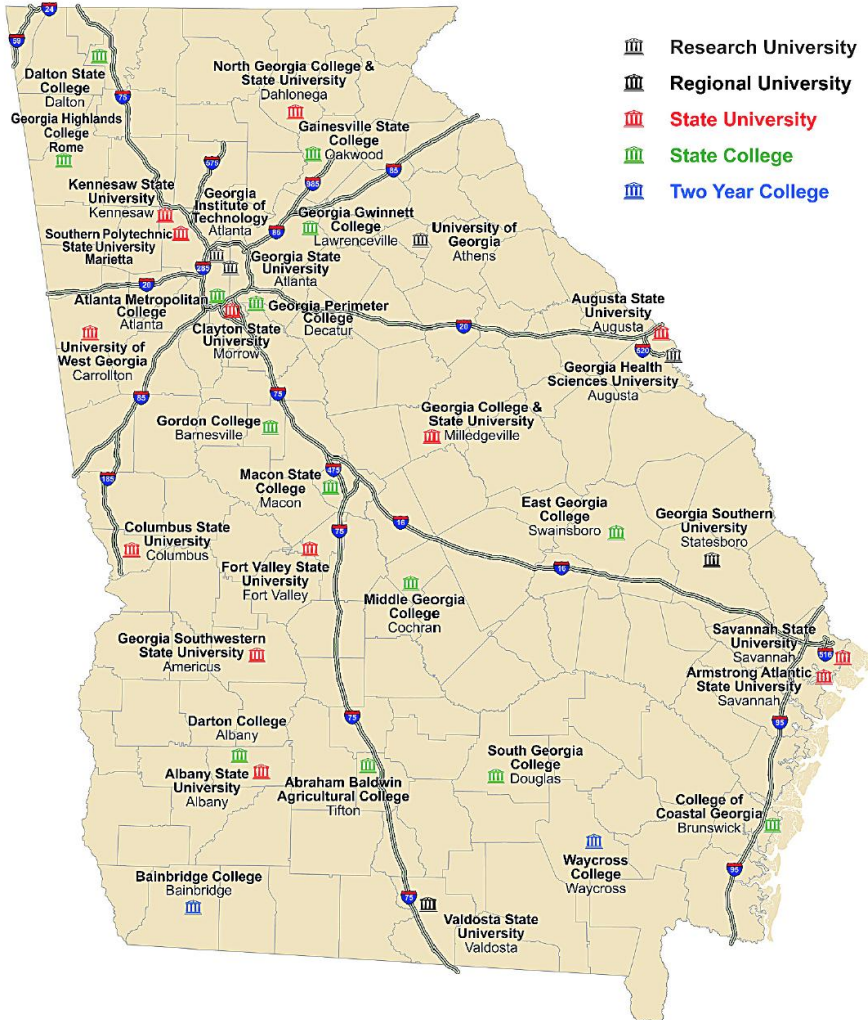


WORKFORCE AND EDUCATION: AVAILABLE AND WELL QUALIFIED

- ▶ Georgia's 4.8 million plus member workforce is young, productive, and growing rapidly.
- ▶ Roughly half of the population is ages 18-64, and net migration to Georgia adds about 50,000 new residents to the state per year.
- ▶ Public and private colleges in Georgia award over 15,000 Associate's, 42,000 Bachelor's, and 20,000 graduate degrees annually.

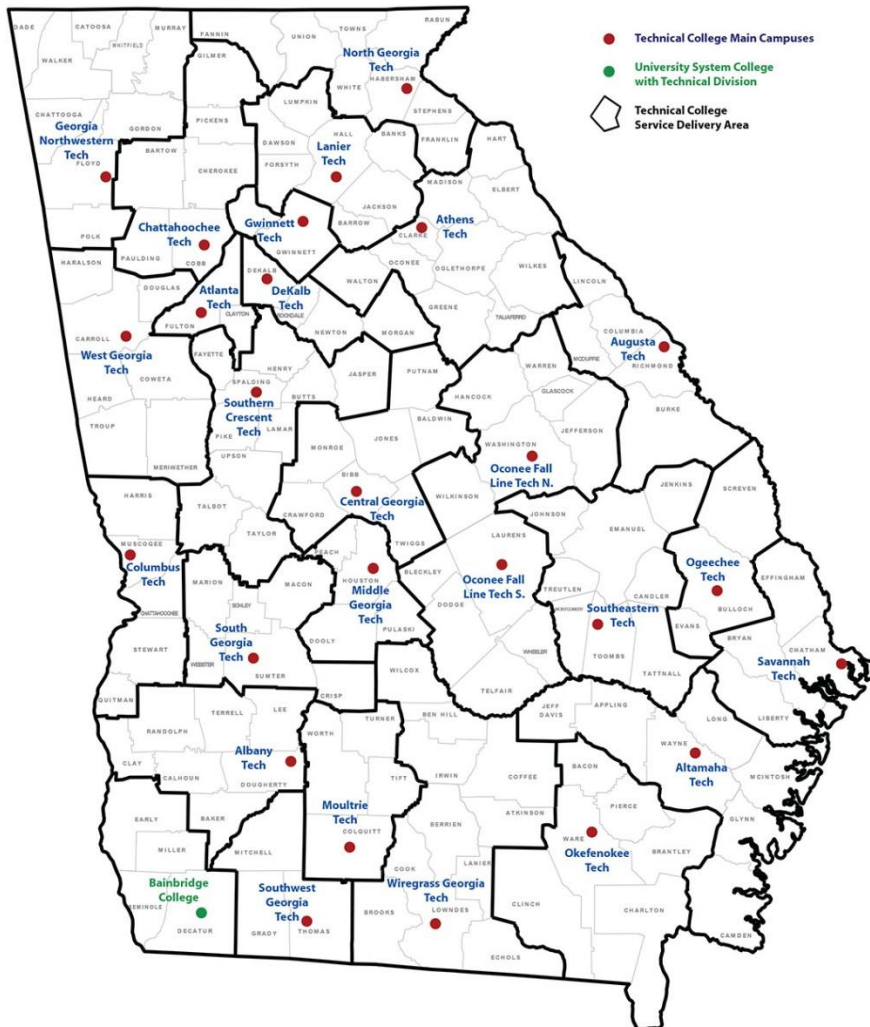


WORKFORCE AND EDUCATION: UNIVERSITY SYSTEM OF GEORGIA



- 31 public colleges and universities
- 4th largest public university system in the U.S.
- Georgia Tech #4 Best Engineering Graduate School
- Over 54,000 degrees & certificates conferred each year

WORKFORCE AND EDUCATION: TECHNICAL COLLEGE SYSTEM OF GA



- 25 technical colleges with multiple satellite campuses and one university system technical division
- Dual enrollment programs engage High School students
- New credit programs are rapidly developed

WORKFORCE AND EDUCATION: TRAINING AND HIRING PROGRAMS



- #1 Rated workforce development program in the U.S.



Department of Labor

- Screens applicants to project standards



Retraining
Tax Credits

- Offset training costs with tax credits



Grants &
Scholarships

- Advantageous for families and employees seeking training

WORKFORCE AND EDUCATION: TRAINING PROGRAM



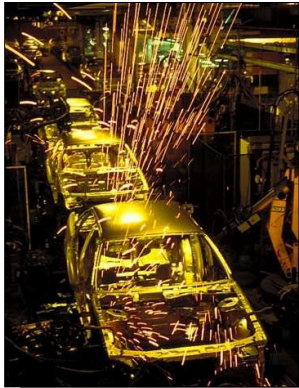
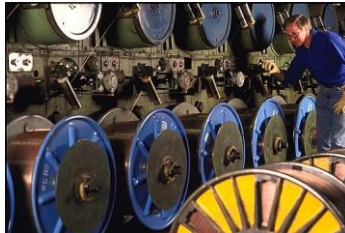
- ▶ **High-quality training services at no cost**
 - ▶ Training needs analysis
 - ▶ Detailed training plan
 - ▶ Advanced instructional technologies
 - ▶ Computer Based Training (CBT)
 - ▶ Expert training staff

“The Technical College System of Georgia and Georgia Quick Start have been essential partners...from the very beginning of our project here in Georgia.”
Mr. K. S. Kim, senior vice president of Kia Motors Manufacturing Georgia, Inc.

“We have received outstanding support through our partnership with Quick Start, which is producing a well-trained workforce for our startup operation.”
Tom Gray, vice president of operations, SKC

“We’ve been a real success story out here, and Quick Start has been a big part of it.”
Mike Dilworth, vice president of manufacturing, Plasma Surgical

Economic & Industry Diversity



PRO-BUSINESS ENVIRONMENT: NATIONAL RECOGNITION

- ▶ #1 best state for workforce (*CNBC, 2012*)
- ▶ #1 in workforce development programs (*Area Development, 2012*)
- ▶ #1 in labor climate (*Area Development, 2012*)
- ▶ #2 in infrastructure and global access (*Area Development, 2012*)
- ▶ #2 in entrepreneurial growth over past decade (*Kauffman Foundation, 2012*)
- ▶ #2 in entrepreneurial activity among top 15 U.S. metro areas – Atlanta metro (*Kauffman Foundation, 2012*)
- ▶ #3 for doing business (*Area Development, 2012*)
- ▶ #3 in infrastructure & transportation (*CNBC, 2012*)
- ▶ #3 in speed of permitting (*Area Development, 2012*)
- ▶ #3 most Fortune 500 company headquarters of all cities in the U.S. – Atlanta (*Fortune, 2012*)
- ▶ #4 in business climate (*Site Selection, 2012*)

PRO-BUSINESS ENVIRONMENT: HEADQUARTERS TO GLOBAL COMPANIES

Atlanta has the 3rd most Fortune 500 company headquarters
of all cities in the United States



Source: Fortune Magazine, May 2011

GEORGIA COMMITTED TO YOUR SUCCESS: CENTER OF BUSINESS

State	Fortune 500 Headquarters
Georgia	15
North Carolina	14
Tennessee	9
South Carolina	1
Alabama	1



PRO-BUSINESS ENVIRONMENT: HEADQUARTERED COMPANIES

15 Fortune 500 Companies with Headquarters in Georgia

State Rank	Company	Fortune 500 rank	City	Revenues (\$ millions)
1	Home Depot	30	Atlanta	67,997.0
2	United Parcel Service	48	Atlanta	49,545.0
3	Coca-Cola	70	Atlanta	35,119.0
4	Delta Air Lines	88	Atlanta	31,755.0
5	Aflac	125	Columbus	20,732.0
6	Southern	147	Atlanta	17,456.0
7	Genuine Parts	215	Atlanta	11,207.6
8	First Data	236	Atlanta	10,380.4
9	SunTrust Banks	244	Atlanta	10,071.7
10	AGCO	340	Duluth	6,896.6
11	Coca-Cola Enterprises	347	Atlanta	6,714.0
12	Newell Rubbermaid	397	Atlanta	5,759.2
13	Mohawk Industries	427	Calhoun	5,319.1
14	NCR	469	Duluth	4,819.0
15	Rock Tenn	449	Norcross	5,399.6

Source: Fortune Magazine, May 2012

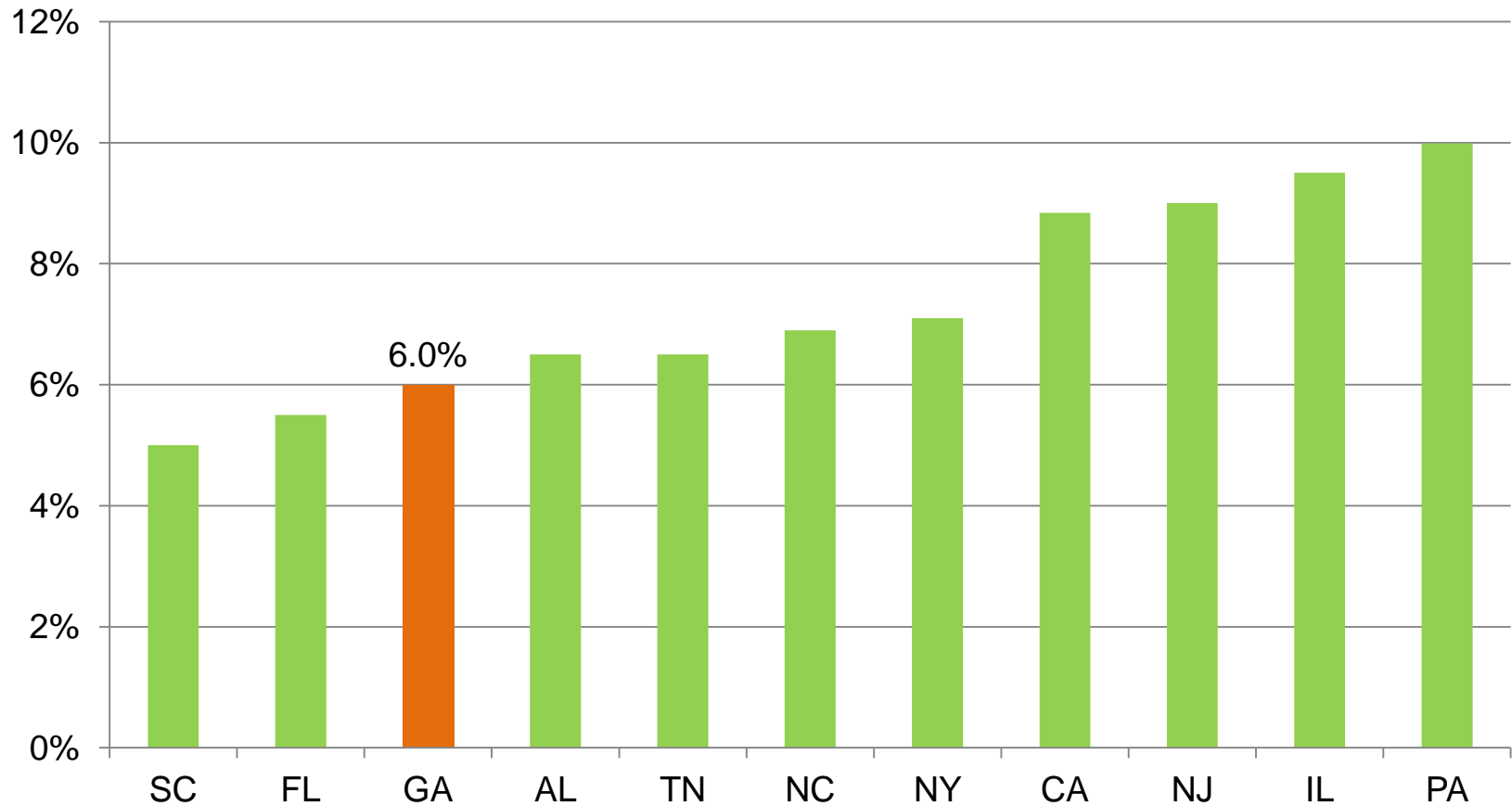
PRO-BUSINESS ENVIRONMENT: LOW TAXES AND TAX CREDITS

- ▶ Low Effective Tax Rate
 - ▶ 6% Corporate Income Tax Rate
 - ▶ Single Factor Apportionment
- ▶ Corporate Tax Credits
 - ▶ Job Tax Credit
 - ▶ Investment Tax Credit
 - ▶ Port Tax Credit Bonus
 - ▶ Quality Jobs Tax Credit
 - ▶ Mega Project Tax Credit
 - ▶ R&D Tax Credit
 - ▶ Retraining Tax Credit
 - ▶ Child Care Tax Credits



PRO-BUSINESS ENVIRONMENT: LOW CORPORATE TAX RATE

Corporate Income Tax Rate (%)



Source: Federation of Tax Administrators, February 2011

PRO-BUSINESS ENVIRONMENT: LOW EFFECTIVE TAX RATE

Single Factor Apportionment:

- ▶ Treats a company's gross receipts, or sales in Georgia, as the only relevant factor in determining the portion of that company's income subject to corporate income taxation.
- ▶ Significantly reduces the effective rate of income taxation of companies with substantial sales to customers outside Georgia.
- ▶ No "Throw Back Rule"

Example: Assume for the 2011 tax year, In-State Manufacturing Co., Inc. has the following total overall taxable income and gross receipt sales in Georgia as compared to total gross receipts:

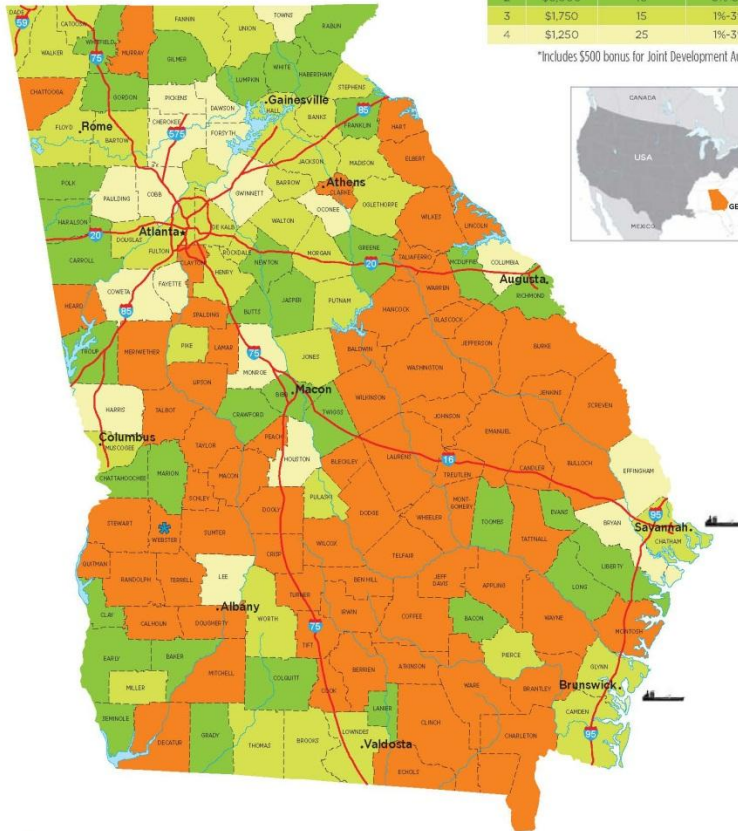
- ▶ Taxable Income: \$10 million
- ▶ Percent of Gross Receipts in Georgia: 13%
- ▶ Accordingly, only \$1.3 million of In-State Manufacturing Co., Inc.'s income would be subject to Georgia's six percent corporate income tax, making its corporate income tax liability \$78,000. [$(\$10 \text{ million} \times 13\%) \times 6\%$]

PRO-BUSINESS ENVIRONMENT: JOB TAX CREDITS

Georgia 2013 Job Tax Credit Tiers

TIER	JOB TAX CREDITS*	MINIMUM # OF NEW JOBS	INVESTMENT CREDITS
1	\$4,000	2	5%-8%
2	\$3,000	10	3%-5%
3	\$1,750	15	1%-3%
4	\$1,250	25	1%-3%

*Includes \$500 bonus for Joint Development Authority.



* Represents a county that is not a member of a joint development authority (JDA) and thus does not qualify for the \$500 JDA bonus. Job tax credit amounts for these counties are \$500 less than indicated on the chart above.

— = Georgia port

This map is current based on information provided by the Department of Community Affairs as of January 2013.

- ▶ Available to a business or its headquarters engaged in:
 - ▶ Manufacturing
 - ▶ Warehouse / Distribution
 - ▶ Research & Development
 - ▶ Telecommunications
 - ▶ Processing (data, information, software)
 - ▶ Tourism
 - ▶ Biomedical Manufacturing
 - ▶ Alternative Energy Products Manufacturing
- ▶ Available to any business creating jobs in Opportunity Zones, Military Zones, as well as Georgia's 40 least developed counties
- ▶ Job Tax Credits range from \$750 to \$3500 per job, per year, for up to 5 years
 - ▶ An additional \$500 credit is offered in counties that participate in a multi-county Joint Development Authority (JDA)

PRO-BUSINESS ENVIRONMENT: JOB TAX CREDITS

- ▶ Increased job tax credits, equal to Tier 1 credits (\$3,500/job), are also allowed for companies that create jobs in Less Developed Census Tracts (LDCT), Opportunity Zones (OZ) or Military Zones (MZ)
- ▶ The “tier status” of the community determines the credit value, minimum job creation requirement, and the use of the credits

TIER	JOB TAX CREDIT \$	JOB	USE OF CREDITS	CARRY FORWARD
1	\$3,500 - \$4,000*	2	100% of tax liability - excess to withholding tax up to \$3,500	10 years
2	\$2,500 - \$3,000*	10	100% of tax liability	10 years
3	\$1,250 - \$1,750*	15	50% of tax liability	10 years
4	\$750 - \$1,250*	25	50% of tax liability	10 years
MZ/OZ	\$3,500	2	100% of tax liability - excess to withholding	10 years
LDCT	\$3,500	5	100% of tax liability - excess to withholding	10 years

** Includes \$500 bonus for Joint Development Authority. Georgia counties can form partnerships which benefit companies with this \$500 Job Tax Credit bonus. There are currently only three counties in Georgia that do not participate in a JDA: Whitfield, Murray and Webster.*

Example: Taxpayer creates 50 jobs in a Tier 1 county offering a \$4,000 credit, receives \$1 million in tax credits over five years to reduce or eliminate Georgia income tax [50 jobs x \$4,000 x 5 years = \$1 million].

PRO-BUSINESS ENVIRONMENT: INVESTMENT TAX CREDITS

- ▶ Available to an existing manufacturing or telecommunications business that has operated a facility in Georgia for three years and invests \$50,000 or more
- ▶ Investment tax credits range from 1% to 5% of the qualified capital investment, depending on the tier level of the county where the investment occurs
- ▶ Higher credits (3% to 8%, depending on the tier status) are available for investments in recycling or pollution control equipment and for defense plant manufacturing conversion to a new product

TIER	INVESTMENT CREDITS	LIMITS OF CREDITS	CARRY FORWARD	MINIMUM INVESTMENT
1	5% - 8%*	50% of tax liability	10 years	\$50,000
2	3% - 5%*	50% of tax liability	10 years	\$50,000
3	1% - 3%*	50% of tax liability	10 years	\$50,000
4	1% - 3%*	50% of tax liability	10 years	\$50,000

**Recycle, Defense Conversion, Pollution Control*

PRO-BUSINESS ENVIRONMENT: PORT TAX CREDIT BONUS

- ▶ Available to taxpayers who increase their imports or exports through a Georgia port by 10% over the previous or base year.
- ▶ The port tax credit bonus can be used with either the Job or the Investment Tax Credit program (provided that the company meets the requirements for one of those programs).
- ▶ Port Tax Credits may be used to offset up to 50% of the company's corporate income tax liability.
- ▶ Unused credits may be carried forward for 10 years.



PRO-BUSINESS ENVIRONMENT: PORT TAX CREDIT BONUS

- ▶ Port Bonus for Job Tax Credits:

The “port bonus” is a \$1,250 per job bonus that is added to the job tax credit, and may be taken for five years.

- ▶ Port Bonus for Investment Tax Credits:

The “port bonus” increases the investment tax credit to a Tier 1 status regardless of location (5% of the qualified investment in expenses directly related to manufacturing or providing telecommunication services, or 8% for recycling, pollution control and defense conversion).

PRO-BUSINESS ENVIRONMENT: QUALITY JOB TAX CREDITS

- ▶ Available to companies that create at least 50 jobs in 1 year where each job pays wages at least 110% of the county average
- ▶ Credits range from \$2,500-\$5,000 per job, based on the scaled system below
- ▶ Credits may be taken for up to five years as long as the jobs are maintained
- ▶ Credits may be used to offset the company's payroll withholding once all other tax liability has been exhausted, and may be carried forward for 10 years

Average Wage Requirement (% of County Average)	Credit Value per New Quality Job
≥110% and <120%	\$2,500
≥120% and <150%	\$3,000
≥150% and <175%	\$4,000
≥175% and <200%	\$4,500
200% or greater	\$5,000

PRO-BUSINESS ENVIRONMENT: MEGA PROJECT TAX CREDITS

- ▶ Available to large, high-impact economic development projects
- ▶ Companies must meet strict criteria:
 - 1,800 net new jobs minimum,
AND
 - \$450 million investment
OR
\$150 million annual payroll
- ▶ Credit is \$5,250 per job, per year for the first five years of each net new job
- ▶ Credits are first applied to state corporate income tax, with excess credits eligible for use against payroll withholding.
- ▶ Credits may be carried forward for 10 years.

Investment Amount	Investment ramp up period	Years to meet job requirement
≥\$450,000,000	By end of year 6	6
≥\$600,000,000	By end of year 6	8
≥\$800,000,000	By end of year 8	10

PRO-BUSINESS ENVIRONMENT: R&D TAX CREDITS



- ▶ Available to new and existing businesses performing qualified research and development in Georgia
- ▶ Companies may claim a 10% tax credit of increased R&D expenses subject to a base year calculation
- ▶ The credit is applied to 50% of the company's income tax liability after all other credits have been applied
- ▶ Excess R&D credits can be applied to the company's payroll withholding
- ▶ Unused credits can be carried forward for up to 10 years

PRO-BUSINESS ENVIRONMENT: TAX EXEMPTIONS

▶ **Sales & Use Tax Exemptions**

[subject to specific regulations]

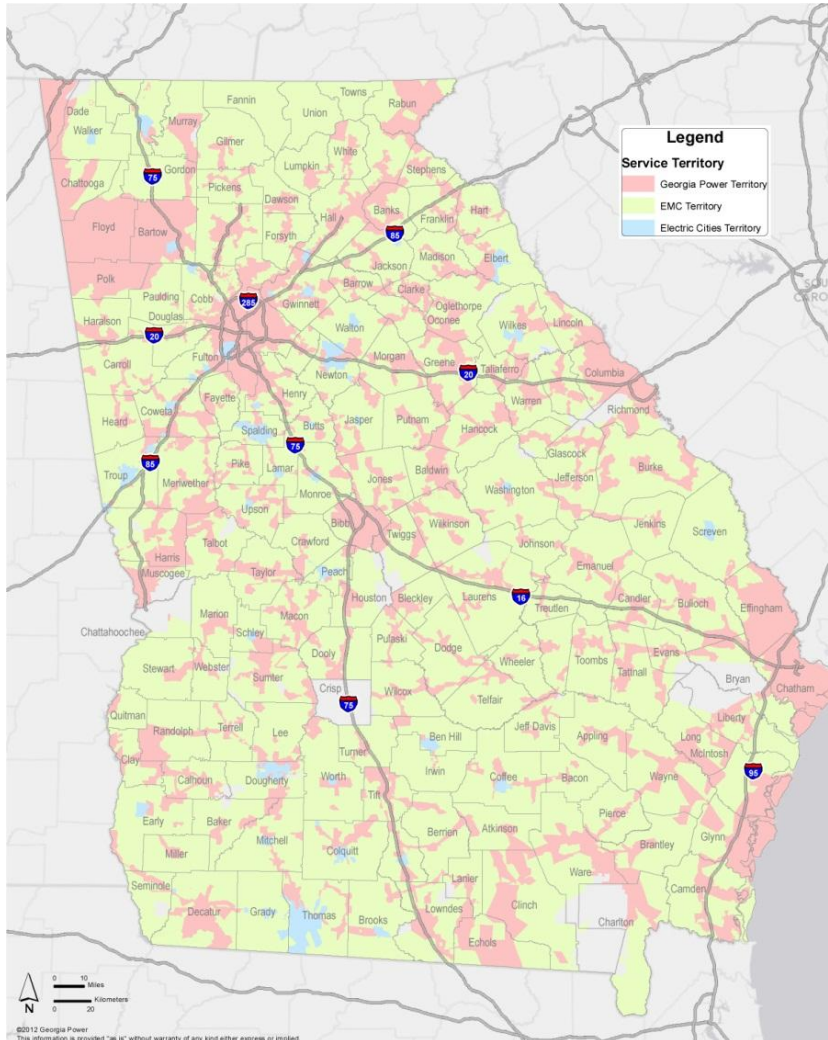
- ▶ Manufacturing Machinery & Equipment
 - ▶ Repair to Industrial Machinery
 - ▶ Raw Materials & Packaging
 - ▶ Primary Material Handling Equipment
 - ▶ Computer Hardware & Software
 - ▶ Clean Room Equipment
 - ▶ Pollution Control Equipment
- ▶ And starting in 2013 – Energy Used in Manufacturing

▶ **Property Tax Incentives**

- ▶ Business Inventory
 - ▶ Exempt from state property taxes
 - ▶ Many counties and municipalities also exempt business inventory through local “Freeport” referendums
- ▶ Tax Abatements
 - ▶ Available in many communities throughout the state



UTILITIES IN GEORGIA: ELECTRIC SERVICES TERRITORIES



A SOUTHERN COMPANY



Georgia EMC

Representing Georgia's Electric Cooperatives

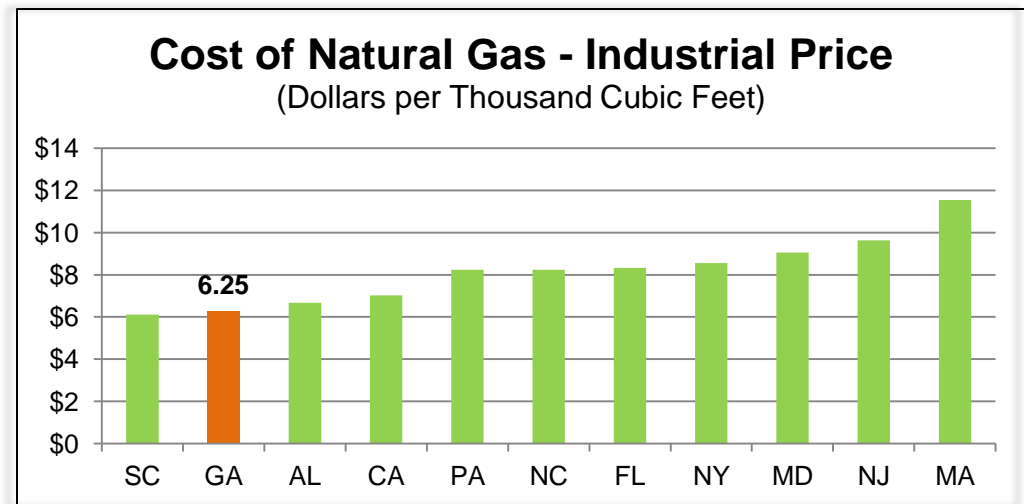
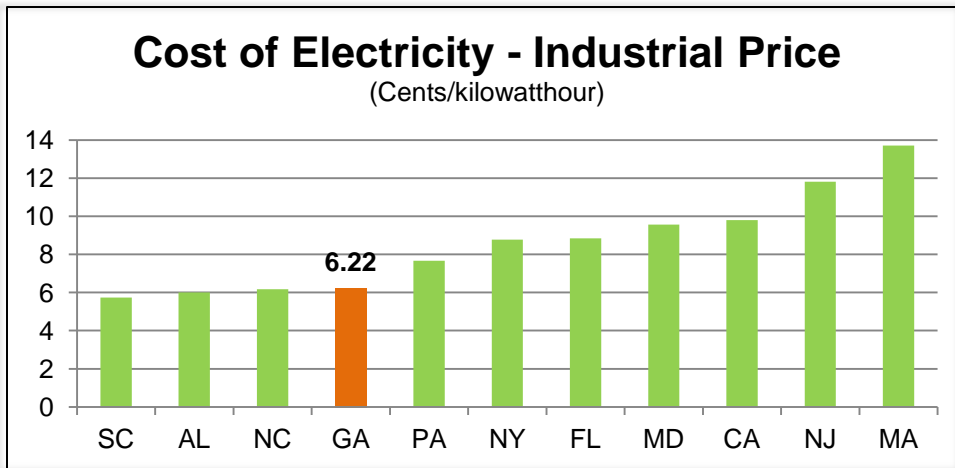


ECG

electric cities of georgia

Map provided by Georgia Power Community & Economic Development

PRO-BUSINESS ENVIRONMENT: LOW COST OF UTILITIES



Source: U.S. Energy Information Administration, U.S. Department of Energy, 2010

INTERNATIONAL BUSINESS CONNECTIONS

- ▶ Over 3,000 internationally-owned business operations
- ▶ 69 consulates, trade offices and honorary consulates
- ▶ 42 bi-national chambers of commerce
- ▶ 74 countries represented



TAIWAN BUSINESS CONNECTIONS

Mr. David Tyng-Hwa Wang

Director, Commercial Division

Taipei Economic and Cultural Office in Atlanta

Atlanta, Georgia USA

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INTERNATIONAL BUSINESS CONNECTIONS: INTERNATIONAL COMPANIES IN GEORGIA



KIA MOTORS



Firth Rixson



PORSCHE

Kubota

SIEMENS



ThyssenKrupp

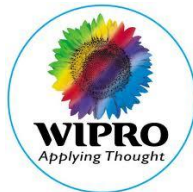


BOMBARDIER

HONDA

The Power of Dreams

Husqvarna



TOYO TIRES

driven to perform



Sony Ericsson



YAMAHA



SANY



INTERNATIONAL BUSINESS CONNECTIONS: TOP INVESTOR NATIONS

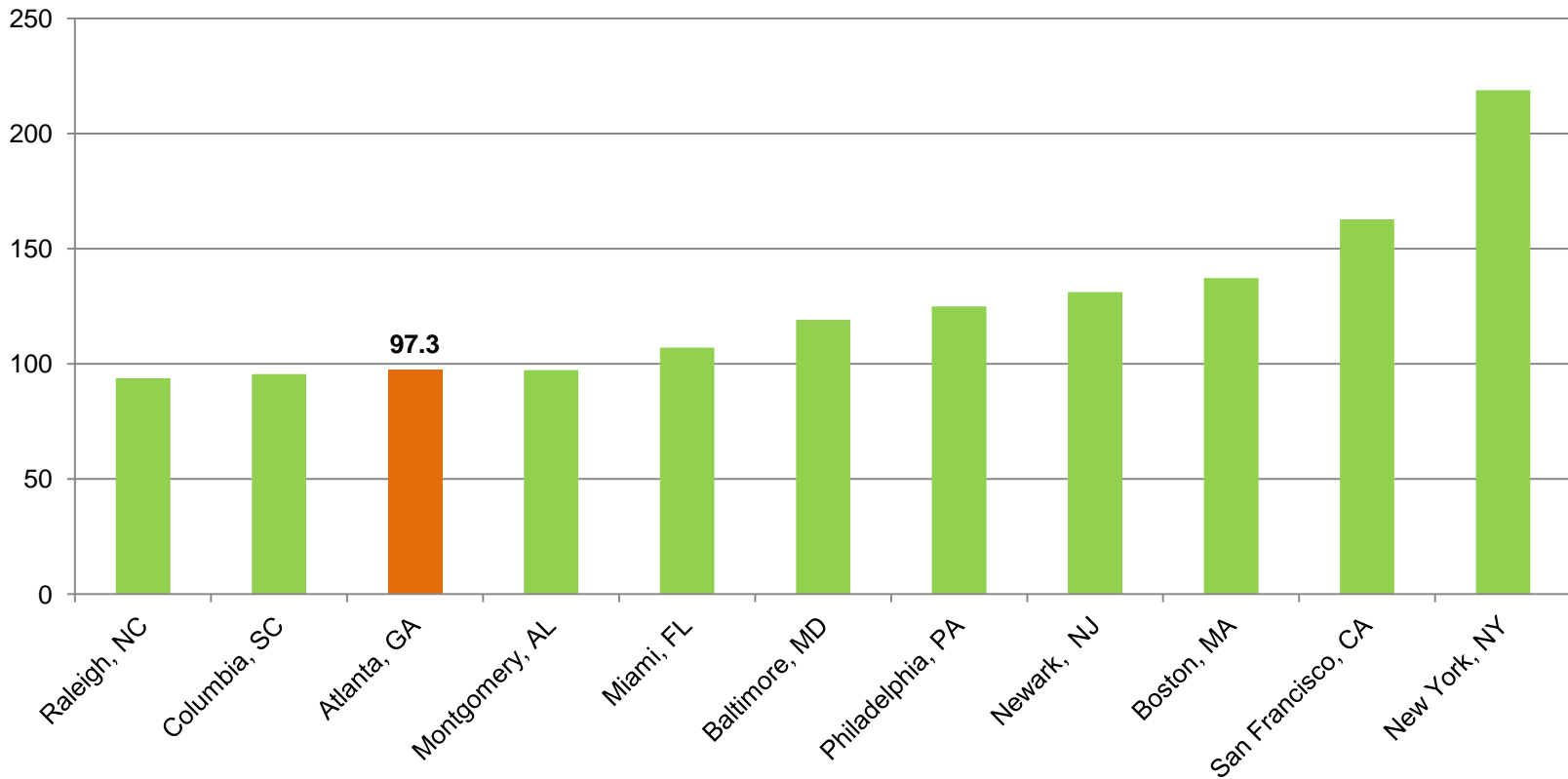
By # of Jobs	By # Facilities	By Cumulative Investment
United Kingdom	United Kingdom	Japan
Germany	Germany	S. Korea
Japan	Japan	Canada
Netherlands	France	United Kingdom
France	Canada	Germany

- **More than 3,000 foreign-owned facilities currently exist in Georgia. These companies represent more than 50 nations and employ over 100,000 workers.**

QUALITY OF LIFE: LOW COST OF LIVING

Cost of Living

U.S. Average = 100



Source: C2ER, ACCRA Cost of Living Index, 2011 Annual Average

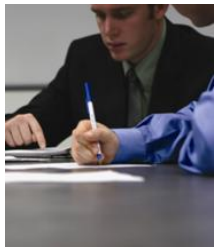
GEORGIA COMMITTED TO YOUR SUCCESS: RESOURCES

- ▶ Assistance through the Georgia Department of Economic Development
- ▶ University System of Georgia
- ▶ Technical College System of Georgia
- ▶ Georgia Centers of Innovation

WORKFORCE AND PROFESSIONAL TALENT



- Low Unionization Rate: 4.4% Statewide
- Young, motivated & technology savvy workforce
- 54 public and private universities
- 32 technical colleges & universities
- Georgia is a “Right to Work” state



QUALITY OF LIFE: YOUNG PROFESSIONALS

- ▶ Atlanta has what young talent is looking for
 - ▶ Recreational opportunities
 - ▶ Food and art festivals
 - ▶ Music venues, and college and professional sports options
 - ▶ Easy access weekend travel in the mountains or the beach
- ▶ Meet Up, a popular site among young talent for finding new social opportunities, has 39 groups listed in Atlanta
 - ▶ Compared to 1 in Chattanooga, 3 in Greenville, 8 in Birmingham, and 25 in Charlotte

QUALITY OF LIFE: YOUNG PROFESSIONALS

Atlanta ranked top in the Southeast for city with the happiest young professionals (*Forbes*)

Metro Area	2011 Population 25-34 years old
Atlanta, GA	755,976
Charlotte, NC	259,635
Birmingham, AL	158,860
Greenville, SC	82,406
Chattanooga, TN	66,554

Source: U.S. Census



QUALITY OF LIFE: ACTIVITIES, CULTURE, COMFORT

- ▶ Temperate southern climate
- ▶ Moderate costs of living, housing, lodging and construction
- ▶ Variety of sports and cultural activities year-round
- ▶ Rich and diverse natural environment
- ▶ Traditional “Southern Hospitality”





Georgia[®]
USA