

## Business Marketing and Attraction by Industry Sector Q4

Measures	Industry Sectors				
	Aerospace	Bio-Science/Food & Bev. Manuf.	General Manufacturing	Other	Total
Requests for proposals	2	2	7	9	20
Proposals submitted	0	0	2	4	6
Active prospects	1	1	4	9	15
Non-local prospect visits	0	0	1	0	1
Local Site Visits	0	0	0	0	0
New business announcements/New Project Wins	1	1	0	0	2
Businesses expansion announcements/Expansion Project Wins	0	1	0	1	2
Jobs announced	-	-	-	-	-
Wages/salaries of jobs announced (average)	-	-	-	-	-
Incentives awarded (projects)	0	0	0	0	0
Targeted marketing projects	0	0	0	0	0

Inquiries	Industry Sectors				
	Aerospace	Bio-Science/Food & Bev. Manuf.	General Manufacturing	Other	Total
Land	0	0	0	1	1
Building	2	1	5	4	12
Land or Building	0	1	0	1	2

\*Total #'s don't match with total RFP's because some RFP's state land, building, neither, or both.

Special Requirements	Industry Sectors				
	Aerospace	Bio-Science/Food & Bev. Manuf.	General Manufacturing	Other	Total
Rail	0	0	3	0	3
Access to interstate or major highway	0	1	1	0	2
Access to airport	0	0	0	1	1
Access to waterway	0	0	0	0	0

\*Total #'s don't match with total RFP's because some RFP's state more than one special requirement or don't state any specific special requirement.