



birmingham
businessalliance
THE CHAMBER FOR REGIONAL PROSPERITY

OPPORTUNITIES AHEAD:

Q1 Review and Forecast

Produced April 2023

A few key findings before we go deeper...



Generated and worked with 27 new prospective projects considering expansion.



Gathered 2,150 business leaders for 70 events.



As federal funds hit, economic development deal flow will continue to increase into 2024.



4 companies announced expansions representing 278 new jobs and over \$178 million in capital investments.

Driving Job Creation

SPOTLIGHT ON EXPANSIONS

PACK  HEALTH®

Recently acquired by Quest Diagnostics, Pack Health announced 200 new high-quality jobs and is expected to generate up to \$27 million in overall economic impact over a 20-year period.



CMC Steel Alabama announced plans to invest \$67.75 million to expand and update the capabilities of their Birmingham facility.

DID YOU KNOW?

BBA specializes in delivering complimentary advisory services to expanding, relocating or notable at-risk businesses with current or potential operations in the Birmingham market. Regardless of size, we assist every business that contacts us by providing direct services or connecting them to a partner provider that specializes in the type of assistance they are seeking. Services include but are not limited to:

- Site selection assistance
- Vendor connections
- Custom economic impact reports
- Regional market insights
- Regulatory and compliance support
- Talent solutions and connections
- Governmental affairs support
- Operating cost intelligence reports

....and more!

Retaining & Attracting Talent

HOSTED

The University of Alabama and Troy University students for two career days with Brasfield & Gorie, Shipt, Regions and Innovation Depot.



LAUNCHED

Onboard BHM is a 6-month program designed for those early in their careers who are new to the area or looking for a deeper connection to their community.

[Sign up your early career talent for Onboard BHM, starting May 18th.](#)



Growing Our Target Industries

DELOITTE CONSULTING CONDUCTED A BIOSCIENCE INDUSTRY STUDY FOR THE GREATER BIRMINGHAM REGION

The three-month study brought together stakeholders across the region to discuss challenges and opportunities in the bioscience industry. The discussions included topics such as lab space, a skilled workforce and access to capital.

FAST FACT

Bioscience is a nearly **\$3 Trillion** Industry



THANK YOU TO BBA'S BIOSCIENCE PARTNERS:

Jefferson County

58 Inc. / Shelby County

Alabama Power

Bio Alabama

City of Hoover

Southern Research

Regional Planning Commission
of Greater Birmingham

Building Relationships & Generating Opportunities

Our work with site selectors from across the county has enabled us to bring over 27 qualified prospective new projects in the first quarter.

Our team participated in three conferences exposing them to the importance of collaboration and knowledge sharing for the further development of our region.



SITE SELECTION

Consultant Connect Summits

March 9 - 10 | Phoenix, AZ

Annual Site Selectors Guild

March 28 - 31
San Antonio, TX

Bradley Consultants Forum

April 12 - 14
Nashville, TN

In Session



We published our 2023
Legislative Priorities



Hosted 100

Governmental Affairs Committee
members for a transportation panel and
meeting with U.S. Senator Katie Britt.

Making Great Connections

MONTHLY NETWORKING

Thank you to the Cahaba Brewing Company and ADIOS Bar for hosting our first quarter's "First Round" monthly networking events.

RIBBON CUTTINGS

We love celebrating with our investors when their business reaches a notable milestone, however big or small. We cut the ribbon for three new businesses in first quarter, and we look forward to celebrating even more in the months ahead:



- Coolray Heating & Air
- Milo's Hamburgers
- Frothy Monkey



Small Business Advisory Services



56

small businesses met with us for our advisory services



25

TeamUP graduates



70

Supplier Scale Cohort 2 applicants (25 selected)

Expanding Our Influence

WE PROUDLY WELCOMED NEW BOARD MEMBERS,
TEAMMATES AND INVESTORS.

35
new
investors

9
new
board members

2
new
teammates

Making Headlines: BBA's Recent News

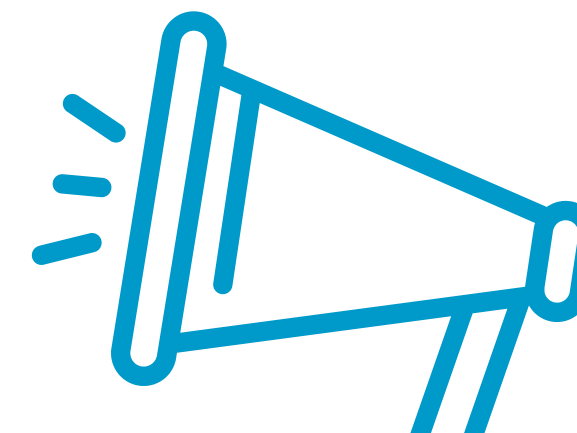
OVER **40** MENTIONS IN LOCAL AND REGIONAL MEDIA SINCE JANUARY

"Birmingham Business Alliance partners with Deloitte for bioscience research to create a 'recession-proof economy'"

BUSINESS ALABAMA

"BBA focused on biotech, brownfields, historic tax credits in legislative session"

BBJ



"Birmingham's Pack Health plans expansion, to hire 200"

AL.COM



"Birmingham Business Alliance says income trends promise area growth"

AL.COM

Contact Our Team

DID YOU SEE A TOPIC OR EFFORT THAT INTERESTED YOU? REACH OUT TO OUR TEAM TO GET MORE INFO.



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The Birmingham Business Alliance
helps businesses **start, stay** and
succeed in Birmingham.

**REQUEST
MORE INFO**

See how BBA has helped hundreds of organizations elevate their business and the Greater Birmingham Region.



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