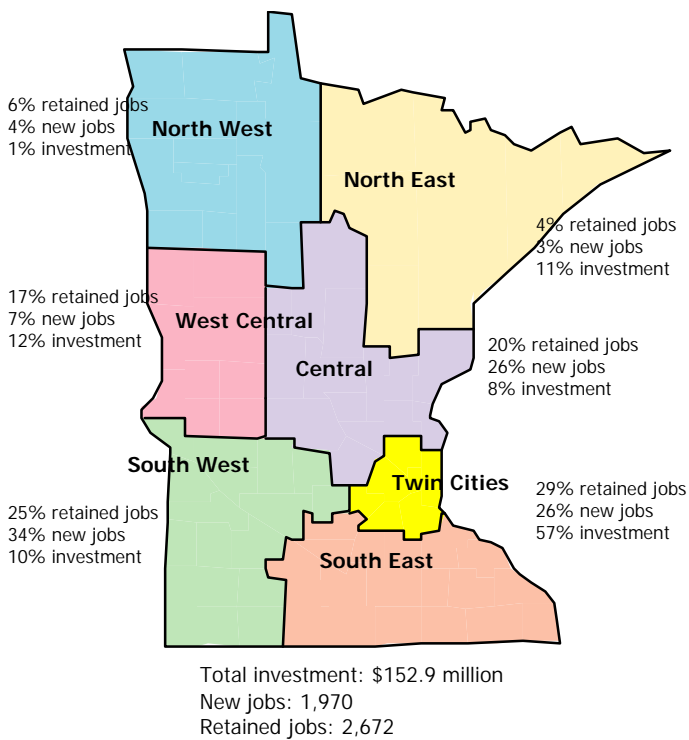


Introduction

JOBZ has been a phenomenal success with more than 100 JOBZ deals announced in 2004. This analysis presents the industrial and regional mix for the 118 deals that were closed by December, 2004. Business subsidy agreements provided the business information used in this analysis.

Highlights

Taken together, the southern regions represent the largest share of retained and new jobs followed by the central regions. By contrast, the northern regions show the smallest portion of retained and new jobs.



The industries with the largest presence among JOBZ businesses are fabricated metal products and machinery manufacturing, with 21 companies in all regions (see table on page 3). Following fabricated metal and machinery industries are professional, scientific and technical services with 12 companies in all regions, except the northeast. Food manufacturing represents the third largest industrial group with 10 companies in four of the six regions.

Northwest Region

The six companies benefiting from JOBZ in this region will retain 155 jobs, create 77 new positions and invest over \$2 million. Three companies are involved in manufacturing activities (non-metallic mineral production, machinery and chemical goods fabrication) while the three provide professional services (mechanical assistance, color fusion and medical billing and outsourcing services).

Northeast Region

Companies in this region plan to retain 110 jobs, create new 55 positions and invest over \$17 million. Five of the nine JOBZ recipient companies in this region are involved in manufacturing activities (two in metal and machinery fabrication, and the other three in oilseed, chemicals and cement production, respectively). Two companies participate in trade while two more provide unrelated services (industrial machinery and equipment repair services and traveler accommodations).

West Central Region

The JOBZ firms in this region expect to retain 444 jobs, create 147 new positions and invest nearly \$19 million. Eleven of the 18 companies are manufacturers including three producing metal goods and machinery, three firms processing food products (soymilk, bakery and snacks) and four companies fabricating unrelated goods (textiles, wallpaper, medical devices and motor and vehicle bodies). Two companies are involved in construction activities (residential construction and building equipment contractors).

Two companies operate in trade activities (wholesale of vehicle skid steer attachments and retail sale of sporting and hobby goods stores) while three firms provide unrelated services (commercial and industrial machinery repair services, architectural and engineering assistance and eating services).

Central Region

Companies in this region will retain 533 jobs, create 504 positions and invest nearly \$12 million. Three of the 16 manufacturing companies are involved in

*Data as of March 15, 2005.

transportation equipment manufacturing (motor vehicle and other transportation equipment). Five companies produce fabricated metal and machinery products (turned products, screws, nuts and bolts; architectural and structural metals, and turbines and power transmissions). Two companies manufacture plastic products while two more produce wood and paper goods. The other four manufacturing companies fabricate unrelated goods including non-metallic mineral products, computer and electronic instruments, furniture and gifts shop products.

One company is involved in wholesale trade while six companies provide various types of services including architectural and engineering related services (two companies), computer system design, telemarketing services, business and computer training, and health care services.

Southwest Region

Companies receiving JOBZ benefits in this region will retain 656 jobs, create 669 new positions and invest nearly \$15 million. Fifteen of the 27 companies are involved in manufacturing including six firms in fabricated metal and machinery production (aluminum and agriculture and commercial machinery), two in food processing (soybeans and turkey), two in chemical products elaboration (ethanol and pharmaceutical drugs carriers), two in computer and electronics fabrication (electronic remote meter equipment and lasers) and three more producing unrelated goods including wood and paper, plastics and transportation equipment. Four companies

provide transportation and warehousing services, two operate in wholesale trade while six more companies operate in unrelated industries including construction, professional, scientific and technical services, administrative and support services, energy production, credit card intermediation and real estate management.

Southeast Region

JOBZ companies in this region expect to retain 774 jobs, create 518 new positions and invest nearly \$88 million. Seventeen of the 34 companies operating in this region are involve in manufacturing including food products (4 companies), fabricated metal and machinery items (4 firms) and wood and paper items (3 corporation). Seven other business produce unrelated goods including chemicals (ethanol), computer and electronics (microcircuits), transportation equipment (ships and boats), furniture (cabinets), printed items and electrical apparatus (motor components).

Five companies participate in trade activities including whole sale (lumber and construction materials, electronics, farm supplies and commercial equipment) and retail sale (electronic appliances). Eleven companies provide a wide variety of services including professional, scientific and technical services (5 companies), advertising assistance, waste disposal services, health care and social assistance (1 corporation) and other miscellaneous services (3 firms).

JOBZ DEALS BY INDUSTRY AND ECONOMIC REGION

McKnight Region	Utilities	Constr.	Manufac.	Trade	Transpor. and Warehousing	Finance and Insurance	Real Estate	Profes, Scientific and Tech. Serv.	Admin. and Support Serv.	Edu. Serv.	Health Care and Soc. Assist.	Accom./ Food Serv.	Other Services	Total Deals
Northwest	0	0	3	0	0	0	0	3	0	0	0	0	0	6
Northeast	0	0	5	2	0	0	0	0	0	0	0	1	1	9
West Central	0	2	11	2	0	0	0	1	0	0	0	1	1	18
Central	0	1	16	1	0	0	0	2	2	1	1	0	0	24
South West	1	1	15	2	4	1	1	1	1	0	0	0	0	27
South East	0	1	17	5	0	0	0	5	2	0	1	0	3	34
TOTAL	1	5	67	12	4	1	1	12	5	1	2	2	5	118

JOBZ Receptients by Industry
Number of Deals by Economic Region and by Industry

Industry	Northwest	Notheast	West Central	Central	Southwest	Southeast	TOTAL
Construction	0	0	2	1	1	1	5
Food Manufacturing	0	1	3	0	2	4	10
Wood and Paper Manufacturing	0	0	1	2	1	3	7
Chemical Manufacturing	1	1	0	0	2	1	5
Plastic manufacturing	0	0	0	2	1	0	3
Non-Metallic Mineral Production Manufacturing	1	1	0	1	0	0	3
Fabricated Metal and Machinery Manufacturing	1	2	3	5	6	4	21
Computer and Electronic Manufacturing	0	0	0	1	2	1	4
Transportation Equipment Manufacturing	0	0	1	3	1	1	6
Furniture Manufacturing	0	0	0	1	0	1	2
Miscellaneous Manufacturing	0	0	2	1	0	0	3
Wholesale Trade	0	1	1	1	2	4	9
Retail Sale	0	1	1	0	0	1	3
Transportation and warehousing	0	0	0	0	4	0	4
Professional, Scientific and Technical Services	3	0	1	2	1	5	12
Administrative and Support and Waste Services	0	0	0	2	1	2	5
Health Care and Social Assistances	0	0	0	1	0	1	2
Other Services	0	1	1	0	0	3	5
Other Industries*	0	1	2	1	3	2	9
TOTAL	6	9	18	24	27	34	118

* "Other industries" include industries located ONLY in one region as shown below:

Northeast: 721 (traveler accommodations)

West Central: 314 (Textile manufacturing), 722 (Eating places).

Central: 611 (Business schools and computer training).

Southwest: 221 (Utilities), 522 (Credit card intermediation) and 531 (Real Estate Management)

Southeast: 323 (Printing) and 335 (Electrical equipment manufacturing).