

2010 MAC MID-YEAR ACCOMPLISHMENTS - EXECUTIVE SUMMARY

JULY 2010

Below are major highlights of our 2010 accomplishments to date:

Economic Development

- Landed **33 deals** creating **3,400 jobs** through new company locations.
- **Major company recruitments include:** GE Smart Grid, CardioMEMS, TASQ Technologies, HydroPhi, De WafelBakkers, Outcomes Health Information Solutions, Novelis North America, Ants Software and Craneware.
- These companies and jobs represent: average annual **salaries of nearly \$60,000**, annual **payroll of about \$160 million**, an initial **capital investment approaching \$261 million** and nearly **2.9 million square feet** of commercial real estate space absorbed.
- Organic Growth: **Met with 25 of 200** targeted metro Atlanta companies to identify growth opportunities.
- Created **Technology Leadership Council** and **Bioscience Leadership Council**.
- Conducted **marketing trips** to Europe, India, China, Korea, Israel, Chicago, San Francisco, Boston, Dallas, Orlando, Cleveland, Washington, D.C. and New York. Hosted **business delegations** from Bahrain, China, India, Panama, and Russia.

Public Policy

Environment

- Helped pass the **Water Stewardship Act** of 2010, which was a direct result of the Governor's Water Contingency Planning Task Force.
- **Stopped harmful water policies** in the Georgia General Assembly that would halt growth across Georgia.
- Launched the first **corporate sustainability** roundtable.

Transportation

- **Helped pass transportation funding legislation** in the 2010 General Assembly. Helped establish a regional **referendum campaign** framework.

Education

- **Helped pass SB 84** to strengthen school boards and ultimately improve student achievement.
- Supported the **Atlanta Public Schools** with partnerships.

Economic Development Policy

- **Helped secure \$5 million** in state deal-closing funds and an **angel investor tax credit** to support bioscience and technology start-ups.

Government and External Affairs

- Secured MAC's "**three for three**" legislative wins through advocacy on key issues such as water, transportation and education.

Membership Development & Services

Service to Members

- Attracted **9,502 members** to attend **152 activities** and events to network and make business connections with other MAC members.
- Connected with **1,855 new and renewing members** through the Retention Committee.
- Recruited **42 new Board of Advisors** members.

Funding

- Raised **\$1.5 million** to date against a year-end target of \$2.75 million through the **Chairman's Fundraising Campaign** with 500+ volunteers from 20 companies.

Small Business

- In partnership with the *Atlanta Business Chronicle*, attracted 500+ attendees to MAC's **Small Business Day**.
- Expanded member engagement by opening **Small Business Growth Council** meetings to all members.

Atlanta Sports Council

- Helped Atlanta get selected as one of the 18 Host Cities in U.S. Bid Committee bid to host **2018/2022 FIFA World Cup™**.