



# Business Facilities

## THE LOCATION ADVISOR

**FOR IMMEDIATE RELEASE**

December 12, 2007

**CONTACT:** Karim Khan,  
Editor-in-Chief, *Business Facilities*  
Tel: 732.842.7433 x290  
E-mail: [kkhan@groupc.com](mailto:kkhan@groupc.com)

---

### ***Business Facilities* Magazine Announces 2007 Winners of 15<sup>th</sup> Annual Economic Development Deal of the Year Awards**

---

*Field of contenders was the strongest in years, according to judges.*

TINTON FALLS, NJ – December 12, 2007 – *Business Facilities*, the premier print and online resource for corporate executives charged with relocating or expanding their companies, announced today the 2007 winners of its Economic Development Deal of the Year Awards.

This is the 15th annual economic development awards program for *Business Facilities*, and the results will be featured in the December issue of the magazine. The awards recognize the locations and economic development agencies that landed the biggest, highest-impact, and most challenging corporate expansions that took place from July 1, 2006 to the entry deadline of September 29, 2007.

The winners were selected from among a very competitive field of contenders, according to judges.

“The applications are very strong this year—much stronger than I remember from previous years, both in substance and presentation,” said judge Stuart MacKay, President, MMK Consulting.

*Business Facilities* Editor in Chief Karim Khan echoed MacKay’s observation: “The lineup of companies behind some of the projects entered this year is tremendous. These include Westinghouse, Toyota, Chrysler, Honda, Google, Canon, Fidelity, Microsoft, and Lockheed Martin, just to name some of the most recognizable. There were no entries that were clearly out of their league.”

The results of the 2007 Economic Development Deal of the Year Awards program are as follows:

**Award: GOLD**

*Project:* Westinghouse Electric Company  
*Entered by:* Pennsylvania Department of  
Community and Economic Development and  
the Pittsburgh Regional Alliance/Allegheny  
Conference on Community Development

**Award: SILVER**

*Project:* Toyota Motor Manufacturing Mississippi  
*Entered by:* Mississippi Development Authority

**Award: BRONZE**

*Project:* Chrysler  
*Entered by:* Michigan Economic Development  
Corporation

**Award: HONORABLE MENTION**

*Project:* HondaJet  
*Entered by:* Greensboro Economic Development  
Alliance (NC)

**JUDGES’ FAVORITES**

Projects that received at least one judge’s personal  
high score, and did not win the gold, silver,  
bronze, or honorable mention categories.

*Project:* BlueRay Technologies  
*Entered by:* Greater Spokane Incorporated (WA)

*Project:* Canon USA, Inc.  
*Entered by:* Suffolk County, NY

*Project:* Lockheed Martin Corporation  
*Entered by:* Lockheed Martin/Hickey &  
Associates, LLC

For the purposes of this awards program, an Economic Development Deal is defined as any one of the following:

- A project or effort that resulted in the relocation/expansion of a company to a location served by the entering organization;
- A project or effort that resulted in the expansion of a company already within the territory served by the entering organization;
- A project or effort that resulted in the demonstrable retention of a company that would have otherwise left, in whole or in part, the territory served by the entering organization;
- Any combination of the above.

Entries were judged by a panel of eight esteemed site consultants and real estate professionals drawn from the *Business Facilities* Editorial Advisory Board, including a Board Member of the International Economic Development Council (IEDC). The requirements for entry were rigorous, and were divided in two parts: official economic impact numbers produced by the RIMS II, IMPLAN, or REMI certified analysis methods, including direct, indirect, and induced numbers when available; and a two- to five-page narrative explaining why the deal is worthy of an award.

Applicants were instructed to show the following in their narratives:

- The likely impact the project will have upon the local community;
- The unique challenges this project presented; and
- The originality and extraordinary nature of the methods and efforts used by the economic development organizations involved to secure the deal.

Judges evaluated the narrative on these points and took into account the economic impact numbers to form a final opinion and score, from zero to 100, for each project. Judges with a personal or professional connection to any projects entered were able to recuse themselves from rating any particular entry.

#### **JUDGES FOR 2007 WERE:**

*Jan Dickinson*, President and CEO, The Dickinson Consulting Group

*Stuart MacKay*, President, MMK Consulting

*Frank Mancini, Jr.*, Board Member at the International Economic Development Council (IEDC) and  
Managing Member, Harborage, LLC

*Ron Pollina*, President, Pollina Corporate Real Estate, Inc.

*Don Schjeldahl*, Director, Facilities Location Group, The Austin Company

*Frank Sherwood*, Vice President, Staubach Corporate Services

*Howard Silverman*, President & CEO, The CAI Global Group, Inc.

*Jerry Szatan*, Principal, Szatan & Associates

#### **ABOUT BUSINESS FACILITIES**

Over the last 38 years, *Business Facilities* has established itself as a leading full-service media brand specializing in the site selection marketplace. Through a monthly magazine, e-mail newsletters, a dynamic Web site, and its LiveXchange event, *Business Facilities* has created a dynamic community for C-level executives and economic development organizations.

