

# COMPETITIVE STATES ANALYSIS CHART

Factor / Variable	ARIZONA		CALIFORNIA		COLORADO		NEVADA		NEW MEXICO		TEXAS		UTAH		ILLINOIS		MARYLAND	
	State	Phoenix	State	Los Angeles	State	Denver	State	Las Vegas	State	Albuquerque	State	Dallas	State	Salt Lake	State	Chicago	State	Baltimore
<b>LABOR</b>																		
Labor Force (1)																		
2006	2,977,094	2,017,641	17,901,874	4,860,626	2,651,718	1,354,491	1,295,085	924,959	935,350	403,978	11,487,496	2,957,489	1,311,073	580,239	6,613,346	4,061,525	3,009,143	1,407,626
2000	2,505,306	1,665,655	16,857,578	4,677,326	2,364,990	1,240,545	1,062,845	726,287	852,293	370,229	10,347,847	1,917,605	1,136,036	521,145	6,467,692	4,014,703	2,811,657	1,325,986
% Change 2000 - 2006	18.8%	21.1%	6.2%	3.9%	12.1%	9.2%	21.9%	27.0%	9.7%	9.1%	11.0%	54.2%	15.4%	11.3%	2.3%	1.2%	7.0%	6.2%
Unemployment Rates (1)																		
2006	4.1%	3.6%	4.9%	4.7%	4.3%	4.4%	4.2%	4.1%	4.2%	4.0%	4.9%	4.8%	2.9%	2.9%	4.5%	4.4%	3.9%	4.1%
2000	4.0%	3.4%	4.9%	5.4%	2.7%	4.4%	4.5%	4.6%	5.0%	4.1%	4.4%	3.6%	3.4%	3.2%	4.5%	4.4%	3.6%	3.8%
Employment Distribution by Industry - 2006 (2)																		
Construction	9.32%	9.76%	6.28%	3.85%	7.43%	7.75%	11.31%	11.89%	7.28%	7.96%	6.12%	5.84%	7.98%	7.30%	4.68%	4.64%	6.69%	6.64%
Manufacturing	7.11%	7.42%	10.05%	11.27%	6.61%	5.94%	3.98%	2.95%	4.63%	6.13%	9.39%	9.95%	10.28%	9.00%	11.58%	10.15%	5.31%	5.65%
Transportation & Utilities	3.17%	3.40%	3.31%	4.08%	3.32%	3.95%	4.08%	3.79%	2.95%	2.68%	4.24%	3.72%	4.13%	4.80%	4.44%	4.71%	3.13%	3.46%
Information	1.70%	1.74%	2.18%	5.16%	3.34%	3.95%	1.20%	1.21%	1.95%	2.40%	2.25%	3.74%	2.72%	3.07%	1.98%	2.17%	1.97%	1.58%
Wholesale Trade	4.01%	4.60%	4.68%	5.54%	4.26%	5.33%	3.06%	2.57%	2.88%	3.39%	5.01%	6.23%	3.74%	4.80%	5.22%	5.51%	3.69%	4.33%
Retail Trade	12.22%	12.05%	11.21%	10.41%	10.96%	10.27%	10.79%	10.65%	11.59%	11.18%	11.46%	10.98%	11.78%	10.98%	10.65%	10.00%	11.65%	11.04%
Finance and Real Estate	6.95%	8.15%	5.76%	5.52%	7.12%	8.29%	5.17%	5.49%	4.32%	4.93%	6.34%	8.99%	5.98%	7.96%	6.40%	7.77%	6.23%	6.39%
Professional and Business Services	14.98%	16.95%	14.86%	14.63%	14.69%	16.45%	12.43%	12.55%	12.62%	16.13%	12.43%	15.77%	12.99%	14.47%	14.77%	16.77%	15.36%	14.52%
Other Services	24.97%	23.73%	24.34%	24.96%	25.97%	24.24%	36.28%	38.88%	27.47%	25.14%	25.40%	23.03%	23.25%	21.21%	26.24%	25.91%	27.61%	29.50%
Government	15.57%	12.19%	16.35%	14.8%	16.28%	13.72%	11.82%	10.02%	24.31%	20.06%	17.35%	12.31%	17.13%	14.92%	14.34%	12.37%	18.36%	16.69%
Average Hourly Manufacturing Wages (3)																		
2006	\$14.88	\$15.37	\$15.95	\$14.54	\$16.58	\$17.64	\$15.47	\$15.02	\$14.06	\$15.30	\$14.01	\$13.90	\$15.25	\$16.13	\$16.03	\$15.77	\$17.87	\$17.87
2000	\$12.78	\$12.68	\$14.26	\$13.23	\$14.82	\$13.06	\$13.85	\$12.79	\$13.26	\$15.59	\$12.38	\$12.38	\$13.68	\$13.41	\$14.36	\$14.13	\$14.98	\$15.74
% Change 2001 - 2006	16.4%	21.2%	11.9%	9.9%	11.9%	29.1%	11.7%	17.4%	6.0%	-1.9%	15.2%	12.3%	11.5%	20.3%	11.6%	11.6%	19.3%	13.5%
Right to Work (4)																		
Status	Yes	No	No	No	No	No	Yes	No	No	Yes	Yes	Yes	Yes	No	No	No	No	No
Basics for Authority	Constitutional						Constitutional			Legislated	Legislated	Legislated	Legislated					
Manufacturing Unionization Rate	3.4%	3.9%	8.4%	7.5%	8.7%	3.8%	7.9%	10.0%	6.6%	7.1%	7.2%	6.8%	1.8%	2.7%	16.7%	18.4%	15.2%	11.6%
<b>TAXES</b>																		
Workers Compensation Rates (5)																		
Insurance Cost Index per \$100 Payroll	\$1.73		\$4.13		\$2.40		\$2.36		\$2.41		\$2.84		\$2.06		\$2.69		\$2.03	
State Rank (51=best)	46		2		29		30		27		17		38		20		40	
Unemployment Insurance Rates (6)																		
Average Cost Per Worker	\$140		\$238		\$170		\$726		\$372		\$243		\$361		\$357		\$204	
State Rank (1=best)	3		24		5		47		38		28		40		35		12	
Unitary, Inventory & Hidden Taxes (6)																		
Unitary Tax	No	Yes	Yes	Yes	Yes	No	No	No	No	No	No	Yes	Yes	Yes	Yes	No	No	No
Inventory Tax	No	No	No	No	No	No	No	No	No	No	Yes	Yes	No	No	No	No	Yes	Yes
Hidden Taxes																		
Insurance	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Payroll/Employee	No	No	No	No	No	No	Yes	Yes	No	No	No	No	No	No	No	No	No	No
Severance	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Tax Rates (6)																		
Effective Property Tax Rate (per \$100)		2.43%		1.13%		2.04%		1.09%		1.45%		2.98%		1.37%		2.51%		1.12%
Corporate Income Tax	6.98%		8.84%		4.63%		0.00%		7.60%		0.00%		5.00%		4.80%		7.00%	
Sales Tax (state and local components)	5.60%	2.50%	7.25%	2.00%	2.90%	4.82%	1.25%	1.25%	5.00%	1.59%	6.25%	2.00%	5.75%	2.10%	6.25%	2.75%	5.00%	0.00%
<b>STATE INCENTIVES</b>																		
Business Incentives (7)																		
State Loans	Commerce and Economic Development Commission Loans and State Matches for Federal Programs, Private Activity Bonds	IDB, Small Business Financing Programs, Infrastructure & Economic Development Bank	CDBG/Economic Development Commission Loans, Private Activity Bonds, Certified Capital Company (CAPCO) loans	IDB, Nevada Revolving Loan Fund	Industrial Revenue Bonds w/Property & Gross Receipts Tax Exemption, Small Business Loans, Real Property Business Loans, Film Investment Program, Venture Capital	IDB, Texas Leverage Fund, Capital Access Program, Linked Deposit, Industrial Revenue Bonds, Texas Industry Development Loan Program	IDB, Industrial Assistance Fund for Rural, Corporate and Urban Industries, Revolving Loans	Illinois Finance Authority, Participation Loan Program, Minority, Women and Disability Participation Loan, Capital Access Program (CAP), Community Services Block Grants (CSBG), Recycling Grants, Alternative Energy R&D and Demonstration Program, Manufacturing Modernization RLF, Business Dev. Public Infrastructure Program, Large Business Dev. Program, Homeland Security Mkt. Dev. Grants	Maryland Economic Development Assistance Authority and Fund (MEDAAF), Economic Development Opportunities (Sunny Day), Maryland Industrial Development Financing Authority (MIDFA), Local RLFs, CDBG for ED, Small Business Loans (MSDFR), Day-care financing, Maryland Economic Adjustment Fund, Maryland Venture Fund									
Enterprise Zones	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Benefits	Income Tax Credits, Property Tax Reductions	Sales and Hiring Tax Credits, Waivers or Reductions of Local Fees, Expedited Permit Processing	Income Tax Credits, Local Property Tax Rebates	Personal Property Tax Abatement, Payroll Tax Abatement, Renewable Energy Abatements, Pollution-Control of Historic Buildings, Scholarship Contributions, R&D, Manufacturing Equipment, Fuels and Electricity, Local Property Tax Rebates	High Wage, Rural and Tech Jobs, Welfare to Work (50% of federal credit), Personal Property Tax Exemption, Cultural Preservation, Ag Production, Film Production, Chiccare Programs, Renewable Energy Prod, Aerospace, R&D, Rural Software, Mfg. Equipment, Web Hosting, Telemarketing	State Sales Tax Refund, Local Property Tax Abatement and Sales Tax Refunds, Reduced Utilities	Property Tax Abatement in Reinvestment Zones and Industrial Districts, R&D, Pollution Control, Energy & Fuel Conservation, Machinery & Equipment, Defense Economic Readjustment, Gas & Electric used in Manufacturing	Property Tax Abatement, EDGE Program (Credits for Jobs and Capital Investment), Energy and Fuel Conservation, Tax Increment Financing, Manufacturing Equipment	Job Creation, R&D, Manufacturing Equipment, Computer Software, Redevelopment & Revitalization, Brownfields, Fuels used in Manufacturing, Transportation Equipment									
Tax Credits & Exemptions	R&D, Accelerated Depreciation on Equipment, FTZ (Property Tax Reduction), Pollution Control Equipment, Military Reuse, Small Business Capital Investment, Healthy Forest Enterprise Incentives, Motion Picture Production, Solar Energy, Lease Excise Tax in lieu of real property tax	R&D, Enterprise and LAMBRA (military reuse) Zones, Economic Development Rate for electric from SCE and PG&E	Childcare Programs, Alternative Fuel Vehicle Purchase, School-to-Career Expenditures, Rehabilitation/Restoration of Historic Buildings, Scholarship Contributions, R&D, Manufacturing Equipment, Fuels and Electricity, Local Property Tax Rebates	Personal Property Tax Abatement, Payroll Tax Abatement, Renewable Energy Abatements, Pollution-Control of Historic Buildings, Scholarship Contributions, R&D, Manufacturing Equipment, Fuels and Electricity, Local Property Tax Rebates	High Wage, Rural and Tech Jobs, Welfare to Work (50% of federal credit), Personal Property Tax Exemption, Cultural Preservation, Ag Production, Film Production, Chiccare Programs, Renewable Energy Prod, Aerospace, R&D, Rural Software, Mfg. Equipment, Web Hosting, Telemarketing	Capital Investment, Job Creation, Property Tax Abatement in Reinvestment Zones and Industrial Districts, R&D, Pollution Control, Energy & Fuel Conservation, Machinery & Equipment, Defense Economic Readjustment, Gas & Electric used in Manufacturing	Aerospace/Aviation Development Zones, Economic Development Zones, Foreign Trade Zones, R&D, Manufacturing Equipment, Tax-Increment Financing, Recycling Zones	Property Tax Abatement, EDGE Program (Credits for Jobs and Capital Investment), Energy and Fuel Conservation, Tax Increment Financing, Manufacturing Equipment	Job Creation, R&D, Manufacturing Equipment, Computer Software, Redevelopment & Revitalization, Brownfields, Fuels used in Manufacturing, Transportation Equipment									
Job Training	Customized Training, Job Training Grants through Arizona Job Training Program	Customized Training, Employment Training Panel (ETP) training costs reimbursements	Colorado First Customized Training Program, Colorado Existing Industry Training Program	Train Employees Now (TEN) Customized Training	Job Training Incentive Program for Customized Training	Skills Development Fund for Customized Training, Self-Sufficiency Fund	Custom Fit Training, Short Term Intensive Training	Dislocated Workers Program, Employer Training Investment Program (ETIP)	Maryland Industrial Training Program, Partnership for Workforce Quality Grants									
<b>EDUCATION</b>																		
Number of Educational Facilities (8)																		
2 year institutions / enrollment		24/141630		39/339686		10/46745		10/40987		6/27,476		14/82,462		6/27,987		26/201,422		6/46,947
4 year institutions / enrollment		17/68818		48/190,476		16/59,824		8/36,202		2/19,224		23/90,551		6/82,066		47/141,761		18/56,123
SAT I Mean Score (9)	1,556		1,520		1,670		1,487		1,649		1,484		1,667		1,786		1,511	
Current Expenditures Per Student (10)	\$6,184	\$7,083	\$8,054	\$10,274	\$7,826	\$8,950	\$6,804	\$8,472	\$7,834	\$8,026	\$7,246	\$6,329	\$5,312	\$6,182	\$8,896	\$10,865	\$10,031	\$8,973
Pupil-Teacher Ratio (10)	21.3	22.2	21.1	22.1	17.0	18.1	19.1	34.2	15.0	15.1	15.0	14.9	22.6	22.3	16.0	17.0	15.7	15.9
<b>TRANSPORTATION &amp; UTILITIES</b>																		
Infrastructure (11)																		
Air Service																		
Enplanements (2006)		20,315,544		29,372,272		20,799,886		21,402,676		3,169,861		24,914,684		10,601,918		36,720,005		9,829,432
Cargo (000 pounds)		1,556,032		5,853,277		1,525,922		516,612		648,927		2,961,222		1,179,140		4,824,116		514,984
Delivery Cost (12)																		
Motor Freight to:																		
Chicago		\$2,244		\$2,856		\$1,253		\$1,839		\$3,272		\$1,159		\$3,390		---		\$757
Dallas		\$1,433		\$1,854		\$1,254		\$2,115		\$827		---		\$2,867		\$1,854		\$1,854
Los Angeles		\$540		---		\$1,130		\$535		\$865		\$1,818		\$1,118		\$2,856		\$3,121
Rail Freight to:																		
Chicago		\$3,646		\$3,977		\$3,359		\$5,546		\$2,974		\$2,105		\$4,600		---		\$3,602
Dallas		\$2,542		\$3,709		\$2,714		\$5,273		\$2,124		---		\$4,364		\$2,875		\$6,477
Los Angeles		\$1,295		---		\$2,476		\$2,781		\$2,268		\$2,876		\$2,948		\$3,149		\$6,751
Airfare to:																		
Chicago		171		219		159		138		237		170		220		---		\$119
Dallas		279		219		187		218		137		---		229		\$170		\$139
Los Angeles		119		---		199		118		197		219		199		\$219		\$219
Electric Rates (cents/per kw/h) (13)																		
Commercial (500kw, 180,000 kw/h, 50% load factor)		8.24		13.6		7.38		7.97		7.16		8.01		6.22		11.85		14.3
Industrial (1,000kw, 650,000 kw/h, 90% load factor)		6.56		11.3		5.27		7.43		5.92		4.64		4.62		10.82		13.85
Natural Gas Rates (\$ per 1,000 cubic feet) (14)																		
Commercial	\$12.73		\$10.22		\$7.82		\$12.11		\$10.17		\$10.09		\$8.29		\$10.87		\$12.00	
Industrial	\$10.52		\$9.12		\$9.90		\$11.69		\$8.48		\$7.16		\$7.02		\$10.63		\$11.80	
<b>POPULATION / DEMOGRAPHICS</b>																		
Population (15)																		
2006	6,305,210	4,092,550	36,457,549	9,948,081	4,753,377	2,408,750	2,495,529	1,777,539										