



AL Intel Insider | Your Alabama Business Edge

The **Alabama Business Intelligence Center (AL Intel)** delivers **quarterly insights** on **industry trends, economic development, and sector opportunities** through an Alabama-focused lens. We highlight **key research findings, growth initiatives, and economic priorities** shaping the state's business landscape.

💡 Want to engage with us? Reach out to **Lauren Hyde, Executive Director** at lhyde@edpa.org.

Sector Thought Pieces

Alabama's role in national defense is growing faster than ever — and AL Intel's newest report, *The Future of Defense Investment in Alabama*, unpacks where that growth is headed and what it means for communities and companies across the state.

Why it matters for your work:

- **Defense modernization is accelerating.** As global conflicts redefine warfare through AI, unmanned systems, and cyber capabilities, the Department of War has directed an additional **\$150 billion** toward these technologies — creating new opportunities for manufacturers, suppliers, and innovators.
- **Alabama is positioned to lead.** The state ranks **13th nationally in defense contract spending (\$10.4B annually)** and **10th in grants (\$345M)**. Anchored by Redstone Arsenal, Maxwell-Gunter Air Force Base, and Fort Rucker, Alabama is home to major primes like Lockheed Martin, Boeing, Raytheon, and Airbus — supported by **\$6B in private investment** over the past 25 years.
- **Workforce and innovation strength.** With **40% more aerospace graduates per capita** than the U.S. average and a robust military-to-civilian talent pipeline, Alabama is built to serve both legacy defense giants and the next generation of startups.

This analysis underscores Alabama's competitive advantage as a **testbed for defense innovation**, where federal priorities, private investment, and state capabilities are aligning to drive the next wave of national security technologies.

Our goal is simple: to equip Alabama's business and economic development community with the perspective and key messages needed to align on growth opportunities, attract investment, and advance collaboration across sectors.

[Read: The Future of Defense Investment in Alabama](#)

Quarterly Earnings Calls

Each quarter, EDPA's Alabama Business Intelligence Center (AL Intel) team participates in the earnings calls of publicly traded companies operating in Alabama. This provides valuable insights into potential opportunities and threats that may impact Alabama's statewide economic development strategies and the communities where these companies operate.

Please see the **Q3 2025 Earnings Calls Report** below for the tracked public companies doing business in Alabama. The table of contents is hyperlinked within the notes, allowing you to quickly navigate to any company of interest.

[Q3 2025 Earnings Calls Report](#)



Alabama's next wave of wins isn't coming from waiting on RFIs — it's coming from using **Business Intelligence (BI)** to power **Business Retention & Expansion (BR&E)**. By layering data on suppliers, customers, logistics patterns, HQ/R&D ties, and real company feedback, AL Intel helps communities spot expansion triggers early and act when it matters.

This quarter's BR&E feature highlights:

- How BI reveals opportunities inside existing industry bases
- Real examples from **Airbus** and **Samkee** where BI signaled growth before announcements
- Expansion signals communities can track now
- A new AL Intel tool that estimates the **probability of expansion** based on industry, capex, and jobs

✅ **Call to Action:**

Ready to make BI the engine of your 2026 BR&E strategy? **Schedule a 30-minute discovery call with AL Intel** to scope targets, datasets, and a quarterly cadence that fits your team.

Contact **Jacob Lamb** at jlamb@edpa.org.

[Read the full Q3 BR&E Feature](#)

Industrial Directory Reminder

Reminder: We've rolled out a new **Industrial Directory** to help economic developers quickly and accurately identify suppliers for RFIs/RFPs and business support needs.

🔍 **Search Features Include:**

- Geographic (radius, drive time, polygon)
- Wildcard (job/material specialization)
- NAICS code
- Automotive & Aerospace grouping

🔑 Need credentials or login support? Contact **Sean Lytle** at slytle@edpa.org.

[Access the Industrial Directory](#)

📍 About AL Intel

The **Alabama Business Intelligence Center (AL Intel)** provides **statewide economic research and actionable insights** to power business growth and investment.

As Alabama's **first centralized research hub**, we work to **identify opportunities, mitigate risks, and position the state for long-term economic success**.



[Economic Development Partnership of Alabama Foundation](#)
1320 1st Ave South
Birmingham, AL 35203

© Copyright 2025 | All rights reserved