

The image features a large American flag waving in the upper left corner, set against a background of a blue sky with light clouds. Below the flag, the ocean stretches across the horizon. In the center-right, the words "AMERICA'S NAVY" are rendered in large, 3D, metallic letters. The letters are silver with a slight gradient and are reflected in the water below. A small five-pointed star is positioned above the letter 'A' in "AMERICA'S".

AMERICA'S  
NAVY

Navy Localized Messages  
NRD New Orleans

CAMPBELL-EWALD | GLOBALHUE | ACCENTMARKETING | GOLINHARRIS



# Global Force for Good Key Messages

The below messages are the overall Global Force for Good key messages that you are referencing when talking to recruits

America's Navy is a global force for good...and good can take many forms:

- Bombs on terrorist hide outs
- Bullets to protect innocent civilians against extremists
- Bottles of water to those in need after an earthquake
- Bachelor's degree (advanced training and education)

**We protect and defend freedom** around the world, and we also offer great opportunities for a great career.

**All good things take GREAT people!**



# 70-80-90-100 Key Messages

You are also using the 70-80-90-100 messages more frequently in your talking points, in media interviews and when speaking to potential recruits

Sailors serve:

- From the sea...**on the land**
- In ships...**on the water**
- In submarines...**under the water**
- In planes and helicopters...**over the water**

**70** – percent of the Earth's surface is covered by water

**80** – percent of the world's people live near the ocean

**90** – percent of all international trade travels by the sea

**100** – America's Navy is always 100% on watch

**Our mission** is to meet America's threats far away, so those threats cannot harm us here.



# Recruiting Key Messages

We have helped you localize the below messages to help you communicate the strength of the Navy across NRD New Orleans

## Key Message 1: Forging leaders

- The Navy is more than just a top 50 employer – we forge leaders, allowing regular people to do spectacular things that will shape their future.

## Key Message 2: Preparing you for lifelong success

- The Navy not only offers a greater diversity of career choices than any other branch of the services, but it also allows you to achieve educational opportunities before, during or after your Navy career, preparing you for lifelong success

## Key Message 3: Making a difference

- The Navy takes you beyond the books to a world of experiences that make a difference to your country and to the world.

## Key Message 4: Recruiting a Sailor, Retaining a Family

- The Navy recognizes the demands you face as a Sailor and provides timely and effective family support programs ensuring the welfare of your family - enabling you to serve and excel.

# Localized Recruiting Key Messages

## Key Message 1: Forging leaders

- The Navy is a far-reaching force and it has strength in Louisiana, with nearly 5,000 Sailors, Officers and civilians stationed here, serving their country and doing spectacular things. *(This is an example for the entire state – you would tailor this for each state in your NRD and provide the number of Sailors, Officers and civilians stationed currently so that the public is aware of the Navy presence.)*
- The Navy forges true leaders such as Petty Officer First Class Dusting Littleedale, who not only serves his country as an Aviation Warfare Specialist, but also contributes his time to his local community, working extensively with the Special Olympics. *(This is an example you can tailor per rank, per recruiting rating, per local humanitarian/service project.)*
- The Navy is more than just a top 50 employer – it's a calling – where we forge leaders such as LCDR xx who recruits Medical Officers to go out and use their experience and skills to serve their country – their patients. *(This is an example where you can swap the priority recruiting rating you want to profile – whether it be Medical, Dental, etc.)*
- We are proud that our Navy reflects the face of America and harnesses true diversity. In NRD New Orleans, we employ xx\* Hispanic, African American and Asian Pacific Islander Sailors and Officers. We need more diversity in our officer ranks. Within 10 years, the Navy's ranks will be one-third minority, and reach one half by 2050. *(You could only reference Officers instead of Sailors, or include one minority group over another, if you prefer.)*

\*PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS

# Localized Recruiting Key Messages

## Key Message 2: Preparing you for lifelong success

- A world beyond everyday caring. More than 4,300 physicians, 1,200 dentists and 3,900 nurses provide world-class, hands-on care in the United States Navy serving those in need. We are always searching for the best and brightest, offering tuition assistance and recruiting from top universities such as Tulane University, LSU and the University of Alabama at Birmingham to join the military ranks. *(This is an example focusing on medical and calling out a few universities in NRD New Orleans – tailor this message to the schools you recruit from and give examples of the tuition assistance you provide.)*
- As a member of the Navy Medical Corps, you may serve in some of the most dynamic environments imaginable while furthering your expertise among 30 specialty areas, and pursuing your true passion for helping others, thus becoming a part of the Navy's mission as a global force for good. We are searching for the best and brightest to be part of something far bigger than the community you serve, and are recruiting from top universities such as Tulane University and LSU among many others. *(This is an example of showing the strength of the Medical Corps and making it relevant to your local NRD – tailor the universities you are recruiting from and add any recruiting rewards you give to Medical Officers)*
- America's Navy offers hundreds of career opportunities in dozens of exciting fields. Whether you're seeking a position as a Navy Physician or a Dentist, you will find unrivaled training and opportunities with the chance to achieve your education before, during or after your Navy career. *(This is an example of profiling some of the priority recruiting ratings needed in NRD New Orleans.)*

\*PLEASE CHECK WITH NRD PAO FOR LATEST PERSONNEL NUMBERS

# Localized Recruiting Key Messages

## Key Message 3: Making a difference

- Many young men and women join the Navy to assist in humanitarian missions. These missions take place throughout the world. The Navy can deploy a floating hospital with doctors and dentists that can respond to any crisis worldwide. Here in New Orleans, we are interested in recruiting men and women to join us in this mission. *(When tailoring this message, include the specific region or area.)*
- Every day our Navy men and women in uniform across the globe play an important role in keeping peace. And in New Orleans this weekend, our Sailors' mission was to help out at the Greater New Orleans Food Bank and deliver meals to families in need. *(This is an example of tying the Global Force for Good message to what Sailors are doing locally – insert different examples that make sense relative to the events going on in your district.)*
- New Orleans Navy Week begins today and runs through **23<sup>rd</sup> April**. Some of the activities that people can enjoy include The Leap Frogs, (the Navy Parachute Demonstration Team), performances by the Blue Angels and the Navy Band "Destroyers." For a complete list of Navy Week information, visit <http://www.navyweek.org>. See how America's Navy makes a difference to the community of New Orleans! *(This is an example of how you may show the citizens of the area you are addressing why the Navy is there and how they are making a difference.)*
- The community of New Orleans, along with the rest of the American people have high expectations of the United States Navy, and the Navy consistently exceeds these expectations by providing the necessary tools and training for all Navy personnel to do their job. *(This is an example of localizing this message to make it relevant to the people of Florida, Alabama, etc.)*



# Localized Recruiting Key Messages

## Key Message 4: Recruiting a Sailor, Retaining a Family

- The United States Navy provides a support network of relevant services and links Navy families with these services through a variety of tools such as Fleet and Family Support Centers, social media – including Facebook, Twitter and NAVYForMoms.com and the Command Ombudsman program – a family’s direct link to the command. For Navy families in Alabama, please reach out to your local Fleet and Family Support Center or network with fellow Navy moms and wives on NAVYForMoms.com. *(When tailoring this message, include the specific region or area.)*
- Thank you to our Navy families in Louisiana. The Navy recognizes the demands you face as a Sailor and is committed to ensuring the welfare of your family. *(When tailoring this message, include the specific region or area.)*

# Florida Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **16** of the Fortune 500 ranked companies are based in cities in Florida, with four in Jacksonville (ranked in revenues):
  - Publix Super Markets, Tech Data, World Fuel Services, NextEra Energy, Jabil Circuit, AutoNation, Office Depot, CSX (Jacksonville), Winn-Dixie Stores (Jacksonville), Darden Restaurants, Fidelity National Financial (Jacksonville), WellCare Health Plans, Fidelity National Information Services (Jacksonville), Harris, Health Management Associates and Ryder System
- The Navy has a very visible presence in Florida, including assets such as the Mayport Naval Station and more than 32,000 Navy personnel employed, including active duty and civilian personnel. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Florida's export shipments of merchandise which totaled \$64.8 billion in 2011.
- A total of 37,687 companies exported from Florida locations in 2009. Of those, 36,109 (96 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over two-thirds (67 percent) of Florida's total exports of merchandise in 2009. This was the highest figure among the 50 states, and far above the U.S average of 31 percent.

# Florida Data Points

- According to an announcement made in October 2011 by the Florida Economic Development Council, Enterprise Florida, Inc. - a partnership between Florida's business and government leaders and the principal economic development organization for the state of Florida – Florida received \$780K in federal funding through the Small Business Administration's State Trade Export Promotion (STEP) grant program, designed to support local and state businesses' efforts to overcome obstacles that stand in the way of accessing foreign markets.
  - The STEP grant will enhance the International Trade Resource Center's ability to help small businesses break into new markets, access export financing and attend trade missions
  - The STEP grant will help Florida's SMEs and economy by conducting trade missions and tradeshows in countries representing key trade markets; providing grants to SMEs for participation in overseas tradeshows and offering customized global marketing.
- Export-supported jobs linked to manufacturing account for an estimated 1.8 percent of Florida's total private-sector employment. One-seventh (14.2 percent) of all manufacturing workers in Florida depend on exports for their jobs (2009 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Lockheed Martin Corporation - \$1,360,588
  - Raytheon Company - \$1,285,810
  - Northrop Grumman Corporation - \$748,500
  - D R S Technologies, Inc. - \$513,171
  - Hellfire Systems, LLC - \$454,188
  - General Dynamics Corporation - \$395,053
  - Jacobs Engineering Group Inc. - \$302,593
  - Harris Corporation - \$282,521
  - Honeywell International Inc. - \$252,111
  - Hensel Phelps Construction Co. - \$237,016

# Florida Data Points

- The state's largest export market was Switzerland. Florida posted merchandise exports of \$7.3 billion to Switzerland in 2011, 11 percent of the state's total merchandise exports. Switzerland was followed by Brazil (\$5.3 billion), Venezuela (\$4.5 billion), Canada (\$4.0 billion), and Colombia (\$2.8 billion).
- Florida's largest merchandise export category was computers and electronic products, which accounted for \$14.4 billion of Florida's total merchandise exports in 2011. Other top merchandise exports were transportation equipment (\$9.3 billion), waste and scrap (\$8.2 billion), chemicals (\$8.0 billion), and machinery (\$6.4 billion).
- In 2010, the metropolitan area of Miami-Fort Lauderdale-Pompano Beach exported \$35.9 billion in merchandise. Other major metropolitan areas in Florida that exported in 2010 included Tampa-St. Petersburg-Clearwater (\$6.6 billion), Orlando-Kissimmee (\$3.5 billion), Jacksonville (\$1.9 billion), Pensacola-Ferry Pass-Brent (\$884 million), Palm Bay-Melbourne-Titusville (\$858 million), Lakeland (\$770 million), North Port-Bradenton-Sarasota (\$690 million), Deltona-Daytona Beach-Ormond Beach (\$437 million), Naples-Marco Island (\$344 million) and Cape Coral-Fort Myers (\$298 million).

# Florida Data Points

- Six ships have borne the name *USS Florida* including:
  - The first *USS Florida* (1824-1831), was a tiny ship powered only by sails and served as a survey vessel along the southern coast of the United States including the Florida area. She was also known as a cutter and saw some revenue service. She was built from one of the three designs drawn in 1815 by William Doughty.
  - The second *USS Florida* (1861-1867), was a sidewheel steamer and began her career on 15 October 1861. She served as a Union blockading vessel outside of ports in South Carolina, Georgia and Florida until November 1862. She was instrumental in the capture of ten enemy merchant and naval vessels.
  - Steam frigate, the *USS Florida*, 1864-1883: This ship began her career near the end of the Civil War as the *Wampanoag*. Renamed *Florida* in 1869, she set records for speed, economy of fuel, and length of time steaming at high speed. Her top speed (16.758 mph) surprised many experts of the day. Unfortunately, she saw little active service because of design flaws: the superstructure prevented the guns from firing straight ahead and she took more time in turning than other warships. She served as a stores ship from 1874 until 1883.
  - The *USS Florida*, an Arkansas class monitor (BM-9) was commissioned 18 June 1903. This vessel, a coastal defense monitor, was the direct descendent of the Union ship *Monitor*. The *USS Florida* served as a coastal defense ship, later as a submarine tender, and as a naval training ship. In 1908 her name was changed to *Tallahassee* to free the state name for the battleship that soon would be launched.



# Florida Data Points

- Continued...:
  - The USS *Florida*, a battleship (BB-30): The USS *Florida*, was a Florida class battleship and the lead ship of her class. She was commissioned on 15 September 1911. During World War I the *Florida* served with the British Grand Fleet and assisted in maneuvers against the German fleet and performed convoy duty through the remainder of the war. She served as escort to the *George Washington*, which President Woodrow Wilson embarked to France to promulgate the Treaty of Versailles officially ending the war. In the peacetime Navy the *Florida* was a training and exercise vessel. She was decommissioned in April 1931 in accordance with armament restrictions imposed by the London Naval Treaty and was scrapped in 1932.
  - The USS *Florida*, a Trident class submarine (SSBN-728) was commissioned on 18 June 1983. After twenty years of service as part of the U.S. nuclear deterrent force, the USS *Florida* underwent a three-year conversion to extend its service in a new fighting role. Its huge missile tubes, which formerly held nuclear-armed ballistic missiles, were altered to carry up to 154 conventionally armed Tomahawk cruise missiles. According to the Navy, "The new platform would also have the capability to carry and support more than 66 Navy SEALs and insert them clandestinely into potential conflict areas." The USS *Florida* returned to active service in May 2006. When not deployed at sea, the submarine is based at Kings Bay, Georgia.

# Florida Data Points

- Florida is proud to be home to 21 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Lieutenant Commander William Merrill Corry Jr., received a Medal of Honor for heroic service in attempting to rescue a fellow officer from a flame-enveloped airplane near Hartford, Connecticut. On 2 October 1920, an airplane in which Corry was a passenger, crashed and burst into flames. He was thrown 30 feet clear of the plane and, though injured, rushed back to the burning machine and tried to release the pilot. In so doing he sustained serious burns, from which he died four days later.
  - Hospital Corpsman Third Class Robert R. Ingram received a Medal of Honor while serving as Corpsman with Company C, First Battalion, Seventh Marines, THIRD Marine Division (Reinforced, Fleet Marine Force, against elements of a North Vietnam Aggressor (NVA) battalion in Quang Ngai Province, Republic of Vietnam, on 28 March 1966.
  - Lieutenant Thomas Rolland Norris received a Medal of Honor for extraordinary heroism in action in the Republic of Vietnam from 10 - 13 April 1972, as a SEAL Advisor with the U.S. Military Assistance Command. Norris completed an unprecedented ground rescue of two downed pilots deep within heavily controlled enemy territory in Quang Tri Province. Norris led a five-man patrol through 2,000 meters of heavily controlled enemy territory, located one of the downed pilots at daybreak, and returned to the Forward Operating Base (FOB). After a mortar and rocket attack on the small FOB, Norris led a three-man team on two unsuccessful rescue attempts for the second pilot. Norris and one Vietnamese traveled throughout that night and found the injured pilot. Covering the pilot with bamboo and vegetation, they began the return journey, successfully evading a North Vietnamese patrol. Approaching the FOB, they came under heavy machinegun fire. Norris called in an air strike which provided suppression fire and a smoke screen, allowing the rescue party to reach the FOB. By his outstanding display of leadership, courage, and selfless dedication in the face of extreme danger, Lieutenant Norris embodied the finest traditions of the U.S. Naval Service.

# Alabama Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy. The Navy plays a critical role in achieving these objectives.
- **One** of the Fortune 500 ranked companies is based in a city in Alabama (ranked in revenues):
  - Regions Financial
- The Navy has a visibly low presence in Alabama with almost 1,800 Navy personnel employed, including active duty and civilian personnel. However, the importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Alabama's export shipments of merchandise which in 2011 totaled \$17.9 billion.
- A total of 2,710 companies exported goods from Alabama locations in 2009. Of those, 2,214 (82 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees. SMEs generated nearly one-quarter (23 percent) of Alabama's total exports of merchandise in 2009.
- According to an announcement made by Governor Robert Bentley in October 2011, Alabama won two separate grants totaling \$240K to increase exports in the state and create jobs.
  - The grants, \$100,000 from the Appalachian Regional Commission's (ARC), and \$140,600 from the U.S. Small Business Administration's State Trade and Export Promotion Grants Program (STEP), will focus on the state's small and medium-sized companies.

# Alabama Data Points

- Export-supported jobs linked to manufacturing accounted for an estimated 7.4 percent of Alabama's total private-sector employment. Nearly one-quarter (23.1 percent) of all manufacturing workers in Alabama depended on exports for their jobs (2009 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - The Boeing Company - \$1,674,477
  - N.V. Koninklijke Nederlandsche - \$494,697
  - Army Fleet Support, LLC - \$402,167
  - JVYS - \$287,799
  - Austal USA, LLC - \$287,421
  - Lockheed Martin Corporation - \$250,626
  - Computer Sciences Corporation - \$229,824
  - Northrop Grumman Corporation - \$227,497
  - Washington Group International - \$216,828
  - Document and Packaging Brokers - \$193,838
- The state's largest export market was Canada. Alabama posted merchandise exports of \$3.3 billion to Canada in 2011, 18 percent of the state's total merchandise exports. Canada was followed by China (\$2.3 billion), Germany (\$2.0 billion), Mexico (\$1.7 billion), and Japan (\$716 million).

# Alabama Data Points

- The state's largest merchandise export category was transportation equipment, which accounted for \$6.1 billion of Alabama's total merchandise exports in 2011. Other top merchandise exports were chemicals manufactures (\$2.3 billion), minerals and ores (\$2.2 billion), machinery (\$1.2 billion), and primary metal manufactures (\$1.1 billion).
- In 2010, the metropolitan area of Birmingham-Hoover exported \$1.7 billion in merchandise. Other major metropolitan areas in Alabama that exported in 2010 included Montgomery (\$1.5 billion), Mobile (\$1.4 billion), Huntsville (\$987 million), Decatur (\$819 million), and Auburn-Opelika (\$351 million). Tuscaloosa was also likely a major metropolitan exporter for Alabama in 2010; however an export value total was not available due to federal disclosure regulations.

# Alabama Data Points

- Seven ships have borne the name *USS Alabama* including:
  - The first *USS Alabama* - one of the "nine ships to rate not less than 74 guns each" authorized by Congress on 29 April 1816—was laid down in June 1819 at the Portsmouth Navy Yard. In keeping with the policy of the 74-gun ships-of-the-line being maintained in a state of readiness for launch, the *Alabama* remained on the stocks at Portsmouth for almost four decades, in a state of preservation—much like part of a "mothball fleet" of post-World War II years. Needed for service during the Civil War, the ship was completed, but her name was changed to *New Hampshire* on 28 October 1863.
  - The second *USS Alabama*—a wooden-hull sidewheel steamer built in 1838 at Baltimore, Md.—apparently operated under the aegis of the War Department during the War with Mexico (1846-1848), carrying troops that participated in the capture of Veracruz. After the close of hostilities, the War Department transferred *Alabama* to the Navy Department pursuant to the Act of Congress of 3 March 1849. She was sold at auction in October 1849. Records of her naval service (if any) have not been found. It does not appear that she did in fact serve in the United States Navy, since her name does not appear in any contemporary listings of naval vessels, nor do any deck logs exist. She was ultimately lost, stranding on Gun Key, in the Bahamas, on 12 July 1852.
  - The third *USS Alabama* (1861-1865), which was later the civilian steamship *Alabama* (1850-1861, 1865-1878), was a 1261-ton wooden side-wheel steamer, built at New York City in 1850 and operated thereafter in commercial service in the western Atlantic. The U.S. Army used her as a transport during the spring and early summer of 1861, and she was purchased by the Navy at the beginning of August 1861. Commissioned as *USS Alabama* at the end of September 1861, she was attached to the large naval force preparing to seize Port Royal, South Carolina, for use as a base for blockading the southern seacoast. During 1861 and most of 1862, *Alabama* continued to enforce the blockade. She served with the North Atlantic Blockading Squadron during the Civil War. Her final active service was performed cruising along the mid-Atlantic coast. She was decommissioned at Philadelphia in mid-June 1865 and sold less than a month later. She soon resumed civilian employment, with no change in name, and remained in merchant service until destroyed by fire in 1878.

# Alabama Data Points

- Continued...:
  - The fourth USS *Alabama* (BB-8), 1900-1921, was a 11,565-ton *Illinois* class battleship, built in Philadelphia and commissioned in October 1900. During the next seven years, she primarily operated along the U.S. East Coast and in the Caribbean area, taking part in the exercises and gunnery practice that were the main tasks of battleships in peacetime. After a long journey ended in October 1908, she went into reserve. Before recommissioning in April 1912, she was modernized, receiving new "cage" masts and other modifications that greatly altered her appearance. The battleship was often in reserve over the next five years, but undertook occasional training cruises in the western Atlantic. Alabama's seagoing service ended in August 1919, though she was not placed out of commission until May 1920. In September 1921 the now-obsolete battleship was transferred to the War Department for use as an aerial bombing target. As a result of damage received at the hands of Army aviators, she sank in Chesapeake Bay on 27 September 1921. Her wreck was sold in March 1924 and later raised and scrapped.
  - The fifth USS *Alabama* was a 69-foot motor boat built in 1906 at South Boston, Mass., by George Lawley and Sons—and inspected by the Navy in the summer of 1917. Records indicate that on 25 July 1917 the Navy concluded an agreement with her owners, the American and British Manufacturing Co., Bridgeport, Conn., for possible future acquisition of the boat. By the terms of that agreement, *Alabama*—assigned the designation SP-1052—was "enrolled in the Naval Coast Defense Reserve." All indications are, however, that she never saw actual naval service, possibly remaining "enrolled" in a reserve capacity, since she does not appear on contemporary lists of commandeered, chartered, or leased small craft actually used by the Navy during World War I.

# Alabama Data Points

- Continued...:
  - The sixth USS *Alabama* (BB-60), 1942-1964, a 35,000 ton *South Dakota* class battleship, was built at the Norfolk Navy Yard, Portsmouth, Virginia. Commissioned in August 1942, she operated along the U.S. east coast in late 1942 and early 1943 and was then stationed in the North Atlantic to guard against the threat of raids by German heavy ships. *Alabama* was transferred to the Pacific in August 1943. Following overhaul and training in January-April 1945, the battleship rejoined the fleet for operations in the Western Pacific, including attacks on the Japanese home islands. She took part in the occupation of Japan and the return of veterans to the United States in August-October 1945. She decommissioned at the Puget Sound Navy Yard, Bremerton, Washington, in January 1947 and remained in reserve until struck from the Naval Vessel Register in June 1962. Two years later, she was turned over to the State of Alabama. Since September 1964, Alabama has been berthed at Mobile, Alabama, as a memorial to those who served and sacrificed during World War II.
  - The seventh USS *Alabama* (SSBN 731), is the sixth *Trident* class nuclear powered Fleet Ballistic Missile Submarine. The keel was laid 14 October 1980, and the crew was formed in July 1983. On 19 May 1984, Mrs. Barbara Dickinson, wife of The Honorable William L. Dickinson, United States Representative from Alabama, christened *Alabama* during launching ceremonies held in Groton, Connecticut. On 25 May 1985, she was commissioned at Naval Underwater Systems Center, New London, Connecticut. The ship then commenced shakedown operations and underwent a series of shipwide inspections. The Blue crew completed a Demonstration and Shakedown Operation (DASO) and launched the ship's first *Trident* (C-4) missile. In July 1985, the Gold crew relieved the Blue crew and completed the shakedown schedule. In April 1986, both crews completed the first refit at Submarine Base, Bangor, and the Blue crew subsequently conducted the first USS *Alabama* Strategic Patrol. The Gold crew conducted its first patrol in the Summer/Fall of 1986. The USS *Alabama* was selected for the FY95 U.S. Strategic Command "Omaha" Trophy.

# Alabama Data Points

- Alabama is proud to be home to 21 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Lieutenant Richmond Pearson Hobson received a Medal of Honor for extraordinary heroism and uncommon valor in action in connection with the sinking of the USS *Merrimac* at the entrance to the harbor of Santiago de Cuba, 3 June 1898. Despite persistent fire from the enemy fleet, Lieutenant Hobson distinguished himself by extraordinary courage and carried out this operation at the risk of his own personal safety.
  - Gunner's Mate First Class Osmond Kelly Ingram received a Medal of Honor for extraordinary heroism in the occasion of the torpedoing of the USS *Cassin*, off the coast near Mind Head, Ireland, on 15 October 1917. While the *Cassin* was searching for the submarine, Gunner's Mate First Class Ingram sighted the torpedo coming, and realizing that it might strike the ship, ran with the intention of releasing the depth charges before the torpedo could reach the *Cassin*. The torpedo struck the ship before he could accomplish his purpose and Ingram was killed by the explosion. His life was sacrificed in an attempt to save the ship and his shipmates, as the damage to the ship would have been much less if he had been able to release the depth charges.
  - Commander David S. McCampbell received a Medal of Honor for conspicuous gallantry and intrepidity at the risk of his life above and beyond the call of duty as Commander, Air Group FIFTEEN (AG-15), attached to the USS *Essex* (CV-9), during combat against enemy Japanese aerial forces in the first and second battles of the Philippine Sea. An inspiring leader, fighting boldly in the face of terrific odds, CDR McCampbell led his fighter planes against a force of 80 Japanese carrier-based aircraft bearing down on our fleet on 19 June 1944. He personally destroyed seven hostile planes during this single engagement in which the outnumbering attack force was utterly routed and virtually annihilated. Fighting desperately but with superb skill against such overwhelming airpower, he shot down nine Japanese planes and, completely disorganizing the enemy group, forced the remainder to abandon the attack before a single aircraft could reach the fleet. His great personal valor and spirit of aggression under extremely perilous combat conditions reflect the highest credit upon Commander McCampbell and the United States Naval Service.



# Mississippi Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy and the Navy plays a critical role in achieving these objectives.
- There are no Fortune 500 ranked companies based in cities in Mississippi.
- The Navy has a visible presence in Mississippi with almost 5,000 Navy personnel employed, including active duty and civilian personnel and assets such as NAS Meridian and Naval Construction Battalion Center Gulfport. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Mississippi's export shipments of merchandise which in 2011 totaled \$10.9 billion.
- According to an article in *The Clarion-Ledger*, Mississippi was awarded a \$750K State Trade and Export Promotion (STEP) grant in October 2011 from the U.S. Small Business Administration to increase exports in the state in 2012.
- A total of 1,222 companies exported goods from Mississippi locations in 2009. Of those, 930 (76 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-quarter (26 percent) of Mississippi's total exports of merchandise in 2009.
- Export-supported jobs linked to manufacturing accounted for an estimated 4.7 percent of Mississippi's total private-sector employment. Over one-ninth (11.9 percent) of all manufacturing workers in Mississippi depended on exports for their jobs (2009 data latest available).

# Mississippi Data Points

- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Northrop Grumman Corporation - \$1,875,383
  - L-3 Communications Holding, Inc. - \$289,597
  - United States Marine, Inc. - \$116,997
  - Unicor - \$84,307
  - DTS Aviation Services, Inc. - \$39,161
  - Computer Sciences Corporation - \$37,173
  - Specpro Environmental Services - \$33,063
  - Government of Singapore - \$32,365
  - Mike Hooks, Inc. - \$28,832
  - Applied Geo Technologies, Inc. - \$21,953
- The state's largest export market was Canada. Mississippi posted merchandise exports of \$1.8 billion to Canada in 2011, 16 percent of the state's total merchandise exports. Canada was followed by Panama (\$1.5 billion), Mexico (\$1.1 billion), China (\$501 million), and Colombia (\$444 million).
- The state's largest merchandise export category was petroleum and coal products, which accounted for \$3.7 billion of Mississippi's total merchandise exports in 2011. Other top merchandise exports were chemicals (\$1.8 billion), computers and electronic products (\$914 million), paper products (\$827 million), and transportation equipment (\$774 million).
- In 2010, the metropolitan area of Gulfport-Biloxi exported \$900 million in merchandise. Other major metropolitan areas in Mississippi that exported in 2010 included Jackson (\$542 million), and Hattiesburg (\$291 million). Another metropolitan area exporter that included some counties of Mississippi was Memphis (including some counties in Tennessee and Arkansas as well) which exported \$11.1 billion in merchandise in 2010.

# Mississippi Data Points

- Five ships have borne the name USS *Mississippi* including:
  - The first USS *Mississippi*, a side-wheel steamer, was laid down by Philadelphia Navy Yard in 1839 and built under the personal supervision of Commodore Matthew C. Perry. She was commissioned 22 December 1841 and launched several weeks later. After several years of service in the Home Squadron, during which she performed experiments crucial to the development of the steam Navy, *Mississippi* joined the West Indian Squadron in 1845 as flagship for Commodore Perry. During the Mexican War, she took part in expeditions against Alvarado, Tampico, Panuco, and Laguna do los Terminos. She returned to Norfolk for repairs 1 January 1847, then arrived in Vera Cruz 21 March carrying Perry to take command of the American Fleet. *Mississippi* cruised the Mediterranean during 1849-51, then returned to the United States to prepare for service as flagship in Commodore Perry's momentous voyage to Japan. The squadron cleared Hampton Roads 24 November 1852, for Madeira, the Cape of Good Hope, Hong Kong, and Shanghai, which was reached 4 May 1853. *Mississippi* returned to New York on 23 April 1855, and again sailed for the Far East on 19 August 1857, in support of America's burgeoning trade with the Orient. As flagship for Commodore Josiah Tatnall, she was present during the British and French attack on the Chinese forts at Taku in June 1859, and two months later she landed a force at Shanghai when the American consul requested her aid in restoring order to city, torn by civil strife. She returned to Boston in 1860, but was reactivated when the Civil War became inevitable. On 14 March 1863, she grounded while attempting to pass the forts guarding Port Hudson. Under enemy fire, every effort was made to refloat her by her commanding officer Capt. Melancthon Smith, and his executive officer, later to be famed as Admiral George Dewey. Her machinery was destroyed, her battery spiked and she was fired to prevent Confederate capture. When the flames reached her magazines, she blew up and sank.

# Mississippi Data Points

- Continued...:

- The second *Mississippi* (BB 23) was laid down 12 May 1904 by William Cramp & Sons, Philadelphia, Pa. and launched 30 September 1905. She was commissioned at Philadelphia Navy Yard on 1 February 1908, with Capt. J. C. Fremont in command. Following shakedown off the coast of Cuba, the new battleship returned to Philadelphia for final fitting out. On 1 July, she operated along the New England coast, until returning to Philadelphia on the 10 September. The warship was next put to sea on 16 January 1909 to represent the United States at the inauguration of the President of Cuba. *Mississippi* remained in the Caribbean until 10 February, sailing that day to join the "Great White Fleet" as it returned from its famous world cruise. On 1 March she returned to the Caribbean. The ship departed Cuban waters 1 May for a cruise up the Mississippi river. She arrived at Natchez 20 May 1909, and then proceeded five days later to Horn Island where she received a silver service from the State of Mississippi. Returning to Philadelphia 7 June, the battleship operated off the New England coast until sailing 5 January 1910 for winter exercises and war games out of Guantanamo Bay. Following exercises with the 4th Battleship Division off New England, she returned to the Philadelphia Navy Yard where she was put in the 1st Reserve 1 August 1912. *Mississippi* remained in the Atlantic Reserve Fleet at Philadelphia until detached 30 December 1913 for duty as the aeronautic station ship at Pensacola, Fla. With the outbreak of fighting in Mexico, *Mississippi* sailed on 21 April to Vera Cruz, arriving on the 24<sup>th</sup>, with the first detachment of naval aviators to go into combat. Serving as a floating base for the fledgling seaplanes and their pilots, the warship launched nine reconnaissance flights over the area during a period of 18 days, making the last flight 12 May. One month later, the battleship departed Vera Cruz for Pensacola. Serving as station ship there from 15 to 28 June, she then sailed north to Hampton Roads where she transferred her aviation gear to armored cruiser USS *North Carolina* (CA-12), 3 July 1914. *Mississippi* decommissioned at Newport News 21 July 1914, and was turned over to the Royal Hellenic Navy the same day.

# Mississippi Data Points

- Continued...:

- The third *Mississippi* (BB-41) was laid down 5 April 1915 by Newport News Shipbuilding Co., Newport News, Va and launched 25 January 1917. She was commissioned 15 December 1917, with Capt J. L. Jayne in command. Following exercises off Virginia, *Mississippi* steamed 22 March 1918 for training in the Gulf of Guacanayabo, Cuba. One month later she returned to Hampton Roads and cruised between Boston and New York until departing for winter maneuvers in the Caribbean on 31 January 1919. On 19 July she left the Atlantic seaboard and sailed for the west coast . Arriving at her new base, San Pedro, she operated along the west coast for the next four years, entering the Caribbean during the winter months for training exercises. *Mississippi* entered Norfolk Navy Yard 30 March 1931 for a modernization overhaul, departing once again on training exercises in September 1933. For the next seven years she operated off the West Coast, except for winter Caribbean cruises. Two days after the treacherous attack on Pearl Harbor, *Mississippi* left Iceland for the Pacific. Arriving 22 January 1942 at San Francisco, she spent the next seven months training and escorting convoys along the coast. On 6 December 1942, after participating in exercises off Hawaii, she steamed with troop transports to the Fiji Islands, returning to Pearl Harbor 2 March 1943. On 31 January 1944 she took part in the Marshall Islands campaign, shelling Kwajalein. After the announced surrender of Japan, *Mississippi* steamed to Sagami Wan, Honshu, arriving 27 August as part of the support occupation force. She anchored in Tokyo Bay, witnessed the signing of the surrender documents, and steamed for home on 6 September 1945. She arrived 27 November at Norfolk, where she underwent conversion to AG-128, effective 15 February 1946. As part of the operational development force, she spent the last ten years of her career carrying out investigations of gunnery problems and testing new weapons, while based at Norfolk. **She helped launch the Navy into the age of the guided-missile warship when she successfully test fired the Terrier missile on 28 January 1953 off Cape Cod.** *Mississippi* decommissioned at Norfolk on 17 September 1956, and was sold for scrapping to the Bethlehem Steel Co., on 28 November, the same year.

# Mississippi Data Points

- Continued...:
  - The fourth USS *Mississippi* was the third ship in the *Virginia*-class of nuclear powered guided missile cruisers. She was commissioned on 5 August 1978 at Norfolk Naval Base, Norfolk, Virginia. Former President Jimmy Carter presided over the ceremonies. Over the next three years, *Mississippi* performed tests and trials. During this time, the ship also went through its first extended training period at Guantanamo Bay, Cuba. In November 1982, she departed Norfolk for her second Med Cruise. *Mississippi* supported Libyan Freedom of Navigation operations several times and spent Christmas of 1982 on patrol off Beirut in support of the USMC element deployed to the Beirut Airport. She was on the Gun Line off Beirut when the US Embassy to Lebanon was attacked with a terrorist's car bomb on 18 April 1983. The cruiser returned to Norfolk in late May of 1983. During 1990, *Mississippi* completed three law enforcement operations in the Caribbean, and in August of 1990, deployed as flagship for Commander, Multi-National Maritime Interception Force (MIF) during Operations Desert Shield and Desert Storm. **She completed the seven-month deployment on 31 March 1991, thus setting the record for the ship with the longest operating tempo in any given period.** From May 1991 until August 1992, *Mississippi* underwent a comprehensive extended availability at Norfolk Naval Shipyard, Portsmouth, Virginia. During this period, she received a state-of-the-art New Threat Upgrade Combat Systems Suite, which tremendously enhances *Mississippi's* ability to perform a myriad of Anti-Air Warfare functions. She also received Tomahawk and Harpoon system improvements, which increased her strike and Anti-Surface Warfare capability. The ship is currently berthed at the Naval Inactive Ship Maintenance Facility (NISMF) in Bremerton, WA, awaiting final disposal by recycling. She was homeported in Norfolk, VA.
  - The fifth USS *Mississippi* (SSN-782) is a *Virginia*-class Attack submarine. Her construction began at Electric Boat in December 2006. Named USS *Mississippi* on 30 January 2008, her keel was laid on 9 June 2010 and she was christened on 3 December 2011.

# Mississippi Data Points

- Mississippi is proud to be home to 18 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Mr. Martin Freeman received a Medal of Honor for extraordinary heroism in action as pilot of the flagship, USS *Hartford*, during action against Fort Morgan, rebel gunboats and the ram *Tennessee*, in Mobile Bay, Alabama, 5 August 1864. With his ship under enemy fire, Civilian Pilot Martin Freeman calmly remained at his station and skillfully piloted the ships into the bay. He rendered gallant service throughout the prolonged battle in which the rebel gunboats were captured or driven off, the prize ram *Tennessee* forced to surrender, and the fort successfully attacked.
  - Landsman Wilson Brown received a Medal of Honor for extraordinary heroism in action while serving on board the flagship USS *Hartford* during successful attacks against Fort Morgan, rebel gunboats and the ram *Tennessee* in Mobile Bay, Alabama, on 5 August 1864. Knocked unconscious into the hold of the ship when an enemy shellburst fatally wounded a man on the ladder above him, Landsman Brown, upon regaining consciousness, promptly returned to the shell whip on the berth deck and continued to perform his duties.
  - Lieutenant Commander James Jonas Madison (Reserve Force) received a Medal of Honor for exceptionally heroic service in a position of great responsibility as Commanding Officer of the USS *Ticonderoga*, when, on 4 October 1918, that vessel was attacked by an enemy submarine and was sunk. The submarine opened fire at a range of 500 yards, the first shots taking effect on the bridge and forecastle, one of the two forward guns of the *Ticonderoga* being disabled by the second shot. The fire was returned and the fight continued for nearly two hours. Lieutenant Commander Madison was severely wounded early in the fight, but caused himself to be placed in a chair on the bridge and continued to direct the fire and to maneuver the ship. When the order was finally given to abandon the sinking ship, he became unconscious from loss of blood, but was lowered into a lifeboat and was saved, with thirty-one others, out of a total number of 236 on board.

# Louisiana Data Points

- The United States is increasing US exports in the coming years with aggressive goals, and with 95 percent of the world's consumers outside U.S. borders, increasing exports is an important way to spur the economy and the Navy plays a critical role in achieving these objectives.
- **Three** of the Fortune 500 ranked companies are based in cities in Louisiana, (ranked in revenues):
  - Entergy, CenturyLink, Shaw Group
- The Navy has a visible presence in Louisiana, with approximately 5,000 Navy personnel employed, including active duty and civilian personnel and assets including NSA New Orleans and NAS JRB New Orleans. The importance the Navy plays through making the waterways safe for exports is critical to the state and national economy. It's a chain reaction – the Navy makes it possible for goods to be delivered overseas, including Louisiana's export shipments of merchandise which in 2011 totaled \$55.1 billion.
- According to an article released by the *Silicon Bayou News* in October 2011, U.S. Senator Mary L. Landrieu, D-La., Chair of the Committee on Small Business and Entrepreneurship, announced that she had secured an \$850K grant for Louisiana from the State Trade and Export Promotion (STEP) Program.
  - The pilot program, passed by Congress as part of the Small Business Jobs Act of 2010, seeks to increase exports by small businesses by providing funding to states to start or enhance export assistance programs. This opportunity could help spur the export of clean technologies being developed in Louisiana.



# Louisiana Data Points

- A total of 2,599 companies exported goods from Louisiana locations in 2009. Of those, 2,209 (85 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated over one-third (36 percent) of Louisiana's total exports of merchandise in 2009.
- Export-supported jobs linked to manufacturing accounted for an estimated 6.9 percent of Louisiana's total private-sector employment. One-fifth (19.9 percent) of all manufacturing workers in Louisiana depended on exports for their jobs (2009 data latest available).
- Top 10 contractors receiving the largest contract awards (fiscal year 2009) (in thousands):
  - Electronic Data Systems Corporation - \$1,048,501
  - Shaw Environmental & Infrastructure - \$464,905
  - Exxon Mobil Corporation - \$354,572
  - Placid Refining Company LLC - \$272,567
  - Textron Inc. - \$223,342
  - Swiftship Shipbuilders, LLC - \$183,204
  - Northrop Grumman Corporation - \$149,138
  - Weeks Marine, Inc. - \$137,533
  - Cubic Defense Systems, Inc. VE - \$114,618
  - Chugach Government Services, Inc. - \$114,469



# Louisiana Data Points

- The state's largest export market was China. Louisiana posted merchandise exports of \$7.3 billion to China in 2011, 13 percent of the state's total merchandise exports. China was followed by Mexico (\$5.7 billion), Japan (\$3.9 billion), the Netherlands (\$3.3 billion), and Canada (\$2.3 billion).
- The state's largest merchandise export category was petroleum and coal products, which accounted for \$18.9 billion of Louisiana's total merchandise exports in 2011. Other top merchandise exports were agricultural products (\$17.3 billion), chemicals (\$8.1 billion), food products (\$4.0 billion), and minerals and ores (\$1.7 billion).
- In 2010, the metropolitan area of New Orleans-Metairie-Kenner exported \$14.0 billion in merchandise. Other major metropolitan areas in Louisiana that exported in 2010 included Baton Rouge (\$3.8 billion), Lake Charles (\$2.5 billion), Lafayette (\$488 million), Shreveport-Bossier City (\$404 million) and Houma-Bayou Cane-Thibodaux (\$348 million).

# Louisiana Data Points

- Five ships have borne the name USS *Louisiana*:
  - The first USS *Louisiana*, a sloop built in New Orleans in 1812, played a vital role in the defense of New Orleans during the war of 1812. From 23 December 1814 to 8 January 1815, the sloop *Louisiana* pounded advancing British troops, providing naval gunfire support for General Jackson's troops. She was credited with playing a key role in the defeat of the British and keeping the valuable port of New Orleans in American hands.
  - The second USS *Louisiana* (1861-1864) a 295-ton gunboat, was built at Wilmington, Delaware, in 1860 as the commercial steamship of the same name. She was purchased by the Navy in July 1861 and placed in commission in August. Through most of the Civil War, *Louisiana* was employed along the coasts of Virginia and North Carolina, enforcing the blockade of the Confederacy and participating in operations against enemy positions ashore. In September 1861 she exchanged gunfire with CSS *Patrick Henry* off Newport News, Va. During the following month *Louisiana* helped secure Chincoteague and Wallops Island, capturing or destroying four sailing vessels in the process. In early January 1862 she went to Hatteras Inlet, North Carolina, to begin operations on the North Carolina Sounds, where she took part in the capture of Roanoke Island and New Bern. She was later involved in several expeditions up enemy-held rivers, used her guns to support troops ashore and seized two Confederate schooners. In November 1864, USS *Louisiana* was converted to a kind of large bomb for use in an upcoming attempt to capture Fort Fisher, which guarded the approaches to the blockade-running port of Wilmington, North Carolina. Filled with gunpowder, she was run ashore near the fort on the night of 23-24 December and set afire. When the flames reached the explosives, the resulting blast completely destroyed *Louisiana*, but had no adverse effect on Fort Fisher and its defenders, who had to be overcome by naval bombardment and amphibious assault in January 1865.

# Louisiana Data Points

- Continued...:
  - The third USS *Louisiana* (BB-19), 1906-1923, was a 16,000-ton *Connecticut*-class battleship built at Newport News, Virginia, and commissioned in June 1906. During that year and the next, she was active in the Gulf of Mexico and Caribbean areas, including making a diplomatic visit to Havana, Cuba, in September 1906 and carrying President Theodore Roosevelt to Panama later that year. From December 1907 until February 1909, Louisiana steamed around the world with the other battleships of the "Great White Fleet." During this cruise, she called on ports in Trinidad, South America, Mexico, the U.S. west coast, Hawaii, Australia, the Philippines, Japan, China, Ceylon, and the Mediterranean. Overhauled following her return to the United States, *Louisiana* was fitted with the then-new "cage" masts. For the next six years, she primarily operated off the U.S. east coast and in the Caribbean area, participating in Atlantic Fleet battleship exercises. She also made two cruises to European waters in late 1910 and in mid-1911. In April-August 1914, *Louisiana* was one of many U.S. warships that took part in the occupation of Vera Cruz, Mexico. From late 1915 until the spring of 1917, she was employed on training duties when not in reserve. *Louisiana's* World War I service, from April 1917 until the Armistice of 11 November 1918, mainly consisted of gunnery and engineering training operations along the U.S. Atlantic coast and undertook convoy escort missions during the conflict's last two months. From December 1918 until mid-1919 she served as a troop transport, bringing servicemen back to the United States from Europe. USS *Louisiana* was reclassified BB-20 in July 1920 and decommissioned the following October. After three years of inactivity, she was sold for scrapping in November 1923.



# Louisiana Data Points

- Continued...:
  - The fourth USS *Louisiana* (BB-71), a *Montana*-class battleship, was designed with an increased emphasis on anti-aircraft defenses. With a displacement of 58,000 tons, a length of 903 feet, and a beam of 120 feet, these dreadnaughts would have dwarfed even the *Iowa*-class battleships. Construction of the USS *Louisiana* was authorized on 19 July 1940 and assigned to the Norfolk Navy Shipyard at Portsmouth, Virginia. However, plans for this class of battleship were abandoned as the war progressed and the focus of naval warfare shifted from the battleship to the aircraft carrier. Before her keel could be laid, construction of USS *Louisiana* was cancelled on July 21, 1943.
  - The fifth USS *Louisiana* (SSBN-743), an *Ohio*-class ballistic submarine, was laid down, 23 October 1992, at the Electric Boat Division of General Dynamics Corp., Groton, CT and launched, 27 July 1996. She was commissioned on 6 September 1997 and assigned to the Pacific Fleet at Naval Base Kitsap, Silverdale, Washington.

# Louisiana Data Points

- Louisiana is proud to be home to 23 Medal of Honor recipients that span from the Civil War to the Vietnam War:
  - Ensign Theodore Stark Wilkinson, Jr. received a Medal of Honor for distinguished conduct in battle during the engagements of Vera Cruz, Mexico, 21 and 22 April 1914, on board the USS *Florida*. Ensign Wilkinson fought for two days, leading his men with skill and courage.
  - Ensign Thomas John Ryan, Jr. received a Medal of Honor for heroism in effecting the rescue of a woman from the burning Grand Hotel, Yokohama, Japan, on 1 September 1923. Following the earthquake and fire which occurred in Yokohama on 1 September, Ensign Ryan, with complete disregard for his own life, extricated a woman from the Grand Hotel, thus saving her life.
  - Commander Howard Walter Gilmore received a Medal of Honor for distinguished gallantry and valor above and beyond the call of duty as Commanding Officer of the USS *Growler* (SS-215) during her Fourth War Patrol in the Southwest Pacific from 10 January to 7 February 1943. Boldly striking at the enemy in spite of continuous hostile air and antisubmarine patrols, Commander Gilmore sank one Japanese freighter and damaged another by torpedo fire, successfully evading severe depth charges following each attack. In the darkness of night on 7 February, an enemy gunboat closed range and prepared to ram the *Growler*. Commander Gilmore daringly maneuvered to avoid the crash and rammed the attacker instead, ripping into her port side at 11 knots and bursting wide her plates. In the fire of the sinking gunboat's heavy machineguns, Commander Gilmore calmly gave the order to clear the bridge, and refusing safety for himself, remained on deck while his men preceded him below. Struck down by bullets, in his final living moments, Commander Gilmore gave his last order to the officer of the deck, "Take her down." *Growler* dived; seriously damaged but under control, she was brought safely to port by her well-trained crew inspired by the courageous fighting spirit of their dead captain.

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