



Global Internet Giant Lands in Montgomery

SOURCE: BRAD HARPER
MONTGOMERY ADVERTISER

One of the biggest internet service providers in the world has landed in Montgomery in what could be a major milestone for the city's tech movement.

Global ISP giant Hurricane Electric (www.he.net) announced Monday that it has launched its first point of presence in Alabama at the RSA Dexter Avenue Data Center. Hurricane will offer up to 100 gig Ethernet connections to businesses, schools, government entities and others. The company operates the world's largest Internet Protocol version 6 network.

"Hurricane Electric is delighted to extend its global network to help support the many businesses and government organizations that make up Montgomery's economy," Hurricane Electric President Mike Leber said. "As Alabama steadily cultivates a growing IT industry, we've seen a strong rise in demand for affordable high-speed internet transit in the state."

The state's first internet exchange launched last year as a collaboration between the city, the county, area universities, Maxwell Air Force Base and the Air Force Cyber College. In less than a year, it has passed similar hubs in Miami, Florida; Nashville, Tennessee; and Jacksonville, Florida; to become the No. 2 busiest exchange in the Southeast in terms of data volume, Montgomery Mayor Todd Strange said.

While California-based Hurricane Electric doesn't offer residential internet service, the company's arrival is "a big deal for the exchange," city-county Chief Technology Officer Lou Ialacci said. Aside from the fact that they expand the offerings available to businesses and institutions here, their announcement could bring even more tech to the area.

Strange said at its launch that he expects the hub to eventually have a bigger impact on the area's economy than Hyundai's \$4.8 billion. Retirement Systems of Alabama CEO David Bronner at the time called the hub a fourth "leg" for Alabama's economy, comparing it to the beginning of auto manufacturing, downtown redevelopment, and golf tourism. ●

From the "Junkyard Dog"

BY DAVID G. BRONNER

The March *Advisor* had a front-page story on two Huntsville firemen, Geoff Statum and David Harer, who along with their 68,000+ followers help protect and preserve YOUR pension system. You can still view it on our website at www.rsa-al.gov. I hope you read it and join them.

Particularly note the point made by Geoff and David – they counted fourteen paid lobbyists on someone's payroll to hurt your pension and the RSA during the 2016 legislative session. The 2017 session has zero!

On their Facebook page – *Save Our RSA Retirement* – a participant states that I am your "Junkyard Dog." I must say my dad would be proud as I was labeled pretty much a "wimp" by some of the tough customers in my father's pool hall. While I greatly appreciate the new nickname, the firefighters from Huntsville have really made a difference. But if you lose interest, the Koch Brothers and the Arnold Foundation will be back, and the RSA and its members will lose.

RSA members must now start focusing on next year's elections. If you decide to ignore this election, or you support politicians that do not support the RSA, you will be making a big mistake. If the RSA loses, YOU lose.

Something else I found interesting is that after living in Alabama for almost five decades, I saw my first television ad running in Alabama for Texas and Florida tourism. When we started the RTJ Trail 25 years ago, the project was a stretch. But twenty-five years later, with over 12 million rounds of golf, tourism moved from a \$1.8 billion per year industry to over a \$12.7 billion per year industry. It has made a \$10+ billion impact per year on Alabama.

This would not have happened without our investments in CNHI with over 100 newspapers from Massachusetts to Texas, and Raycom Media with over 60 television stations (covering about 14% of America's population) running daily ads about Alabama from the RTJ Trail to Space Camp to Black Belt Adventures to auto racing.

When Florida and Texas are running ads in Alabama, they are sending me a message. But this "Junkyard Dog" and the RSA will continue to bring our fellow Americans and the world's guests to Alabama, as long as YOU are committed in your support of the RSA. ●

“Little Ol’ Alabama” – Gets NYC Biggest Lease

CRAIN'S

FEBRUARY 27 • MARCH 5, 2017 | PRICE \$3.00

NEW YORK BUSINESS

AGENDA

THE LIST COSTAR'S TOP 5 MANHATTAN OFFICE LEASES

Biggest Manhattan transactions in 2016, ranked by square feet

	ADDRESS	SQUARE FEET	TENANT	TENANT REPRESENTATIVE(S)	LANDLORD(S) / SUBLANDLORD(S)	LANDLORD / SUBLANDLORD REPRESENTATIVE(S)	SUBMARKET
1	55 Water St.	900,027	McGraw Hill Financial Inc.	CBRE	Retirement Systems of Alabama	CBRE	Financial District
2	1285 Sixth Ave.	890,861	UBS Group	CBRE	RXR Realty; China Life Insurance Group; David Werner Real Estate	RXR Realty	Columbus Circle
3	10 Hudson Yards	694,396	Coach Inc.	CBRE	The Related Cos.; Oxford Properties	CBRE	Penn Plaza/Garment District
4	1745 Broadway	683,743	Random House Inc.	Cushman & Wakefield	SL Green Realty Corp.	SL Green Realty Corp.	Columbus Circle
5	1271 Sixth Ave.	417,943	Major League Baseball	CBRE	The Rockefeller Group	The Rockefeller Group; CBRE	Grand Central

Build It and They Will Come

BY JIM ACHENBACH | ALABAMA TRAVEL

Twenty-five years ago, nobody knew if Alabama's Robert Trent Jones Golf Trail would be successful; it was built on vision and hope. Today it is one of the state's rock star attractions.

ALABAMA DID WHAT?

Back in 1992, the state christened the RTJ Golf Trail, which today features more than two dozen golf courses strategically located from the top of Alabama to the bottom. With all the courses linked together in a trail-like format, Alabama established a new trend in golf. This is a very big deal. Extremely popular with the public, these Alabama courses have totaled more than 12 million rounds of golf in the first 25 years of the Trail. All told, the golf trail currently includes 26 courses, 468 holes and 11 different sites, all open to the public. Visitors come from all over the world, ready to be overwhelmed by great golf and Southern hospitality.

HOW IN THE WORLD DID ALABAMA PULL THIS OFF?

Dr. David G. Bronner, chief executive officer of the Retirement Systems of Alabama, was inspired by the 1989 movie *Field of Dreams* and its famous catch line “Build it and they will come.” Bronner

knew he needed a vehicle to diversify the investment of state retirement funds. Golf provided the answer. If Bronner is the father of the RTJ Golf Trail, his offspring are many. Back in 1992, when the Trail first opened, there were only 12 courses, 216 holes and 4 sites. Today these numbers have more than doubled.

LET'S BE HONEST ABOUT ALL THIS.

Globally, there is no other golf trail or designated collection of public courses that can match the quality, diversity, affordability, accessibility and ease of travel of Alabama's RTJ courses. This opinion extends to the storied links courses of Scotland and Ireland, and it includes the other golf trails that have been established in the wake of the successful Alabama experiment.

Being at the RTJ Golf Trail is a golf experience, an Alabama experience. Maximizing golf is a simple matter. Driving from site to site is easy. Playing 36 holes a day is absolutely no problem with Daylight Saving Time.

And there is that legendary down-home hospitality. From Muscle Shoals on the north end of the state to Mobile on the southern end alongside the Gulf of Mexico, the charm and ambiance of the RTJ

Golf Trail never wavers. All golfers should savor this experience at least once in their golf pursuits.

WHO WAS RTJ?

Robert Trent Jones, who died in 2000 just a few days short of his 94th birthday, was a man who almost singlehandedly raised the profile of golf course architects after World War II. He designed or redesigned more than 500 golf courses. Long before his son Rees Jones was nicknamed the “U.S. Open Doctor” for updating some of America's best courses, Robert Trent Jones had his fingerprints all over the redesigns of Southern Hills, Tanglewood, Oak Hill, Oakland Hills, Olympic, Hazeltine, Congressional, Bellerive, Baltusrol, even Augusta National — all of them major championship courses.

Another of his sons, Robert Trent Jones Jr., followed his father's footsteps by creating courses around the world. He also was chosen in the fierce competition to design the Chambers Bay course used for the 2015 U.S. Open.

The two brothers, who are rivals for some of the same golf course projects, have developed something of a contentious relationship. In the spirit of honesty, I should admit I have long been a fan of

Build It and They Will Come CONTINUED



RTJ ROSS BRIDGE

the Jones family. Even when the brothers temporarily stopped talking to one another, I continued to count both as my friends.

Now, after nearly 40 years of writing weekly columns for *Golfweek Magazine*, it is ironic to me that my retirement from full-time journalism will coincide, more or less, with the 25th anniversary of the Robert Trent Jones Golf Trail. The way I figure it is this: If nothing else, retirement should allow me to play more golf. One of my goals is to play all 26 RTJ Golf Trail courses in a single two-week period.

When the concept of the RTJ Golf Trail was first announced, Bronner became the Deep South's favorite whipping boy.

"People were so sick of me," Bronner said with a laugh. "They said to themselves, 'Here's the chance to get rid of that little creep.' Buzzards were all around my head."

Maybe so, but the buzzards took flight, and Alabama's Golf Trail has made an icon out of Bronner. For example, his decision to build golf courses resulted in many cars being built in Alabama. Auto manufacturers including Mercedes, Hyundai, Honda and Toyota decided to open plants.

John Cannon, chief executive of Sunbelt Golf Corp. which manages the Golf Trail, tells a story about Hyundai. "They (Hyundai executives) were at our course hitting balls at 5:30 every morning," Cannon relates. "If not for golf, I don't think we'd have gotten them. That project in itself is billions of dollars in development."

Bronner's genius can be seen in the overall plan for the RTJ Golf Trail. The state did not pay for any of the land. Rather, the individual communities provided it.

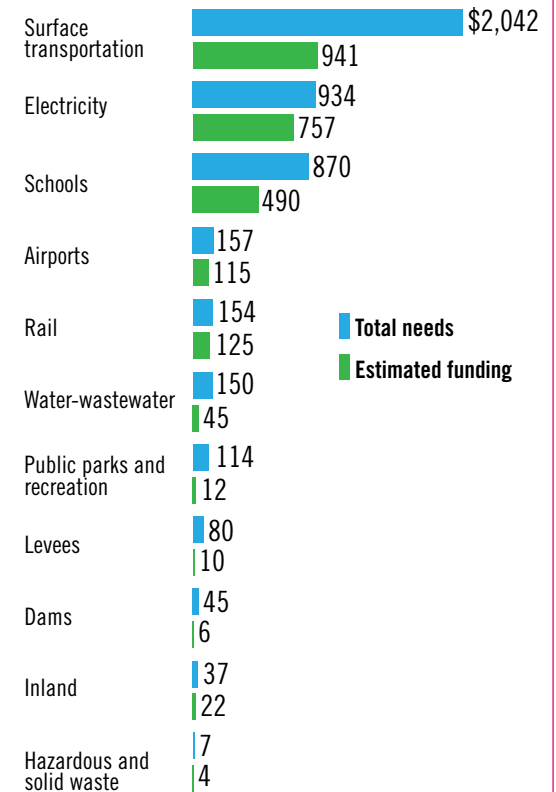
"[Bronner] flew Mr. Jones around the state in a helicopter," said Lee Sentell, Alabama tourism director. "What he said to Mr. Jones was this: 'You pick out the land, and I'll get it.' Everywhere he built a golf course, economic development flourished around it." ●

U.S. Infrastructure Needs

Construction Speed Limit

An engineering group forecast that it would cost nearly \$4.6 trillion over a decade to bring the country's infrastructure up to a safe, functioning level.

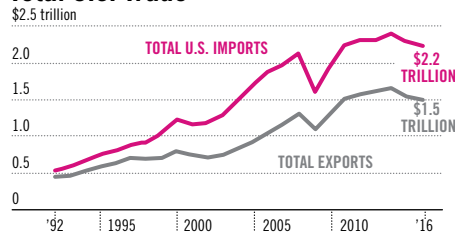
Cumulative infrastructure needs by system based on current trends, 2016-25, in billions



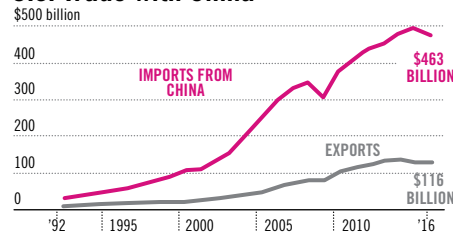
Source: American Society of Civil Engineers

The Wall Street Journal

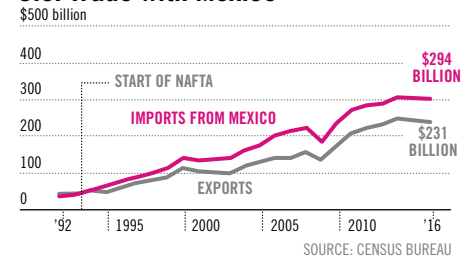
Total U.S. Trade



U.S. Trade with China



U.S. Trade with Mexico



FILLING IN THE GAPS ON TRADE

For 25 years, the U.S. has benefited from fast-growing trade, driven by agreements such as NAFTA that lowered barriers to foreign markets and opened America to cheap imports. But though exports grew rapidly, imports expanded faster, causing the protectionist backlash that helped elect Trump. The biggest factor by far in the U.S. trade deficit: the \$350 billion gap with China—almost six times the shortfall with Mexico.

Start Planning Your Spring Getaways at RSA's Outstanding Hotels, Spas, and RTJ Golf

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Discounts Webpage

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A Special Deal
FOR RSA MEMBERS

The Battle House,

A Renaissance Hotel—Mobile—\$109

- April 3-4, 9-19, 23-25 • May 1-4, 7-17, 21-25, 28-31
- June 4, 11, 18-22, 25-28

The Renaissance Riverview Plaza—Mobile—\$99

- April 2-6, 9-13, 15-19, 23-27, 30
- May 1-4, 7-13, 19-25, 28-31
- June 2-3, 10, 14, 18-21, 24-26

Marriott Grand—\$109 plus a 15% resort fee

- April 2-4, 9, 12-13, 17-18, 23, 30
- May 1-2, 7, 10-11, 14-17, 29-30
- June 4-5, 11-14, 28-29

Marriott Grand—RSA Golf Package—\$179
plus a 15% resort fee —Promotional code—R2A

Includes: Deluxe Room, One Round of Golf for Two People.
Call for Tee Times after booking package

- April 2-4, 9, 12-13, 17-18, 23, 30
- May 1-2, 7, 10-11, 14-17, 29-30
- June 4-5, 11-14, 28-29

Marriott Shoals—Florence—\$99;
Breakfast Package \$124

- April 2-3, 14-16, 23-24, 27, 30
- May 7, 11, 14, 18, 21 • June 4, 11, 18, 25

Renaissance Ross Bridge—Hoover—\$109

- April 2-4, 7-14, 15-19, 23-25, 30
- May 2, 7-8, 14-15, 17, 21, 30-31
- June 11-12, 15, 18, 25-28

Opelika Marriott—\$99

- April 2-6, 9-20, 23, 26 • May 2-4, 9-10, 17-18, 21-31
- June 4-8, 11-21, 28-29

Prattville Marriott—\$89

- April 1-3, 9-18, 23-24, 30
- May 1, 7-9, 11-16, 18, 20-31
- June 4-15, 18, 22-27, 29-30

Renaissance Montgomery—\$109

- April 9, 15-17, 30
- May 1, 6-9, 12-13, 19-20, 25-27, 29-30
- June 12-13, 18, 21, 25-28

RSA Spa Package—\$189—Promotional code—R2A

- April No Dates • May 6, 9, 12-13, 19-20, 25-27, 30
- June 13, 21, 27-28

Specific room requests may require additional charge.
Rates available the 1st of the month and
are not applicable to groups.

800-228-9290 Ask for RSA rate. **Promotional Code: R2A** on www.rsa-al.gov
Book Online and Save RSA \$4.

WANT TO HELP?

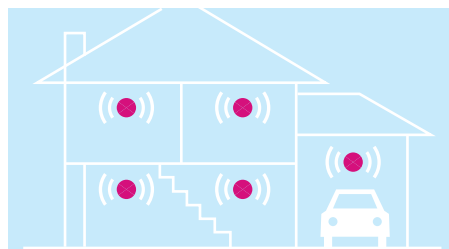


**A FREE
CAR TAG**

Tired of that worn-out dealer tag on the front of your car? Would you like to help the RSA and our Alabama Tourist Department advertise "Alabama's Robert Trent Jones Golf Trail" on your front bumper? If so, call to request a tag at 334.517.7000 or 877.517.0020, or write:

Tag, P.O. Box 302150, Montgomery, AL 36130-2150

When to replace smoke alarms?



9 in 10

**Americans don't know that
home smoke alarms should
be replaced every 10 years.**

Source: National Fire Protection Association survey of 2,000 adults

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