

THE POWER OF FIVE



TENNESSEE CENTRAL
ECONOMIC AUTHORITY

2016 ANNUAL
2017 REPORT

YEAR OF ENTERPRISE

The Tennessee Central Economic Authority has completed a "year of enterprise" under a new banner and we have established ourselves as an evolving regional partner with the State of Tennessee's Department of ECD, TVA, and MTIDA as a team striving to improve. This is the results of positive involvement from our elected officials, the Board, the staff, and communities in building a firm foundation to support new jobs and a willingness to fine tune the process for new development.



As you review the 2016/2017 Annual Report, you continually see partnerships working to strengthen Tennessee Central and encouraging us as we seek higher expectations. Our development districts, UCDD & GNRC, are always seeking ways to enhance their ability to serve our region, along with TCAT; SBDC; USDA; TDOT and others.

Our vision as a regional organization is to increase industrial product, enhance our workforce, and strengthen our partnerships. We will keep our focus on these goals with a sense of urgency and a desire for excellence as we work to provide economic development to all five counties.

It is an honor to represent the Tennessee Central Economic Authority and we truly appreciate your trust, leadership, and your resolve to enhance our citizens today and enrich their children for the future.

May God Bless and with my sincere appreciation.

Charly Lyons

THOUGHTS FROM THE STAFF

Tennessee Central had a changing of the guard in administration with Teresa Carman retiring after twenty-six years of excellent service. Kelsey Dansby came on board to learn all the numerous tasks and has become essential to our success moving forward. In the past five years, every position on the staff has evolved. The Board has been prominent as mentors and very supportive as we venture into being a stronger regional entity and undertaking new possibilities for the PowerCom Industrial Center.

The staff understands that our roles are dependent on the numerous partnerships. We know it's not just the actions of support, but the spirit and genuine attention to help Tennessee Central be successful. Thank you for your attentiveness and passion for the people living in the five counties that make up Tennessee Central.



Kelsey, Charly, Jessica

BOARD OF DIRECTORS



Chairman
Michael Nesbitt
Smith County Mayor



Vice-Chairman
Carroll Carman
Trousdale County Mayor



Secretary/Treasurer
Steve Jones
Macon County Mayor



Sumner County Representative
Anthony Holt
Sumner County Executive



Wilson County Representative
Randall Hutto
Wilson County Mayor



Senate Appointee
Mae Perry
President, TCAT-Hartsville



House Appointee
Philip Holder
Trousdale County



TCEA Attorney
Bob Rochelle



KEY EVENTS

- MTIDA Annual Meeting
- Annual SEDC Conference
- ECD & Legislative Lunch with Board & Staff
- Industry Appreciation Lunch
- GNRC Annual Meeting
- TEDC Spring & Fall Conferences
- Macon, Smith, Trousdale, Wilson, & Sumner Counties' JECDBs
- Forward Sumner Annual meeting
- Gallatin State of the City Address
- TEDC Day on the Hill
- GEAR Breakfast by Gallatin EDA
- Annual Governor's Conference
- SEDC YP Meet the Consultants Conference
- REDI Conference
- TVA Forum
- TCAT OSY Middle Tennessee (panel)
- ATVG Quarterly Meetings
- Coverings'17 (Global Tile & Stone Show)
- TEP Board Meetings
- TCAT Advisory Board
- Workforce 360
- Regional Planning Organization (TDOT)
- TSBDC Rising Star
- CEDS Advisory Council
- TCAT Reception (Audit Team)
- Trousdale County Chamber Board
- UT Institute (Knoxville)
- TEP Key Market Visit - Chicago
- TCHS Career Day
- Watertown Tour
- Select USA Conference
- TVA Workshops
- Macon, Smith, Trousdale, Wilson, & Sumner Counties' Chambers
- Governor Haslam's IMPROVE Act Meetings
- UCDD Annual Meeting
- Smith County Schools CTE Advisory Board



TCHS Career Day



Charly at ATVG Event



Christmas Luncheon



TCAT Reception



Governor's Conference



ECD Appreciation Lunch



Teresa Carman's Retirement Party



Teresa Carman and Kelsey Dansby



Trousdale County Industry Appreciation Lunch



2016 Annual Meeting: Board and Staff

OVERVIEW OF THE TENNESSEE CENTRAL ECONOMIC AUTHORITY



Population Growth
 2022 Projected: 391,775
 2017 Estimate: 365,573

Population Growth
 2017-2022 Projected: 7.17%
 2012-2017 Growth: 12.86%
 2000-2010 Growth: 22.42%

		Macon	Smith	Sumner	Trousdale	Wilson	TN Central
POPULATION	2000	14,074	17,712	130,438	7,259	88,806	264,601
	2010	14,740	19,166	160,645	7,870	113,993	323,922
	2017	13,328	19,445	180,741	8,148	133,756	365,573
	2022	12,865	19,983	193,500	8,466	145,315	391,775
PERCENTAGE GROWTH	2000-2010	4.73%	8.21%	23.16%	8.42%	28.36%	22.42%
	2010-2017	-9.58%	1.46%	12.51%	3.53%	17.34%	12.86%
	2017-2022	-3.47%	2.77%	7.06%	3.90%	8.64%	7.17%

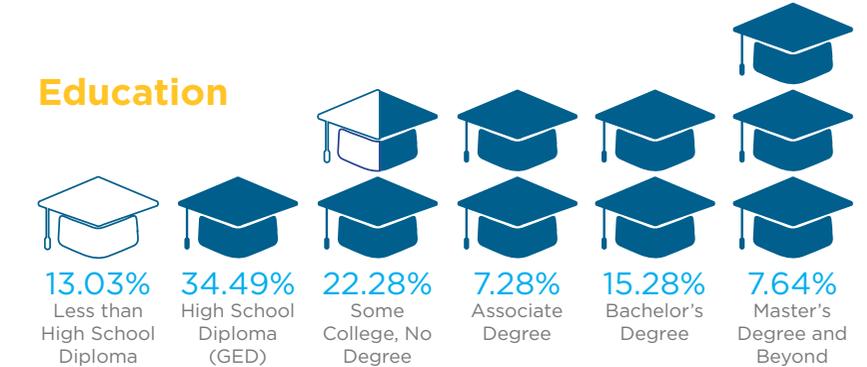
		Davidson	Rutherford	Williamson	Tennessee	United States
POPULATION	2000	569,913	182,019	126,638	5,689,277	281,421,942
	2010	626,681	262,604	183,182	6,346,105	308,745,538
	2017	694,010	310,750	220,759	6,676,841	325,139,271
	2022	737,847	338,756	241,432	6,937,103	337,393,057
PERCENTAGE GROWTH	2000-2010	9.96%	44.27%	44.65%	11.54%	9.71%
	2010-2017	10.74%	18.33%	20.51%	5.21%	5.31%
	2017-2022	6.32%	9.01%	9.37%	3.90%	3.77%

Source: Nielsen 2017

EDUCATION OVERVIEW

Area/School	2016 ACT Average
Macon County	19.7
Smith County	19.7
Sumner County	21.3
Trousdale County	20.6
Wilson County	20.8
TN Central Region	20.42
Davidson County	18.7
Rutherford County	20.8
Williamson County	24.6
United States	20.8
State of Tennessee	19.9

Area/School	2016 Graduation Rate
Macon County	82.5%
Smith County	93.8%
Sumner County	92.2%
Trousdale County	95.3%
Wilson County	95.1%
TN Central Region	91.78%
Davidson County	81.0%
Rutherford County	92.5%
Williamson County	95.5%
State of Tennessee	88.5%



Universities and Colleges

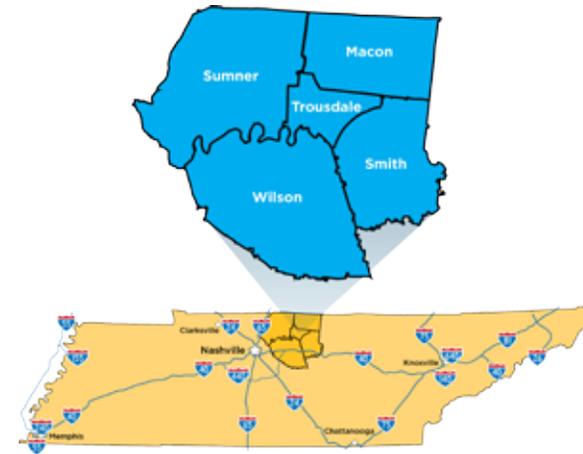
- Belmont University
- Cumberland University
- Fisk University
- Lipscomb University
- Meharry Medical College
- Middle Tennessee State University
- Tennessee State University
- Tennessee Technological University
- TN College of Applied Technology in Gallatin
- TN College of Applied Technology in Hartsville
- TN College of Applied Technology in Lebanon
- TN College of Applied Technology in Portland
- TN College of Applied Technology in Red Boiling Springs
- Trevecca Nazarene University
- Vanderbilt University
- Volunteer State Community College
- Welch College
- Union University

2016 - 2017 PERFORMANCE INDEX

ECD Grant \$122,500.00 Sewer Improvement
 ECD Grant Award \$50,000.00
 Three InvestPrep Grant Apps: Macon, Smith, and Trousdale Counties
 Three InvestPrep Site Visits: Macon, Trousdale, and Smith Counties
 TVA Grants \$5,000.00
 TVA Mock Site Visit: Smith County
 TCEA Grants Awarded \$67,623.00 Trousdale and Smith Counties
 13 RFP & RFI Responses to ECD & TVA
 TDOT SIA Road \$2,040,275.79
 ARC Automotive Adds Eight Building
 V&C Christy Expansion 12,000SF
 State Funding Board
 Commissioner Boyd Tours Macon, Trousdale, and Smith Counties



- Northeast of Nashville
- Future Port on Cumberland
- I-65 & I-40 Corridors
- Access to Six Airports
- Foreign Trade Zone
- 5 TCAT Locations



Senators:
 Mae Beavers & Ferrell Haile

Representatives:
 Kelly Keisling, William Lamberth, Susan Lynn,
 Mark Pody, Courtney Rogers, & Terri Lynn Weaver

Thank You to Legislators past and present, for your service to the State of Tennessee and for your continual support of the **Tennessee Central Economic Authority**. Over thirty years ago, you created this organization with a remarkable vision for your communities' economic future. You have since played a vital role in our growth and passion to serve the citizens of Macon, Smith, Sumner, Trousdale, and Wilson Counties. We sincerely appreciate your leadership, involvement, and assistance in helping our region and organization become stronger. Please plan to visit us soon and continue to help us with business development and new jobs in your districts.

2016/2017 FISCAL OVERVIEWS

General Fund (Staff & Office Operations)

REVENUES	
\$217,950.24	\$157,282.86
Rent	Other
TOTAL REVENUES: \$375,233.10	

EXPENDITURES

\$191,289.33	\$24,560.04
Salaries & Benefits	Contract Services
\$30,200.03	\$17,148.96
Office Expenses	Advertising/Marketing
\$8,596.55	\$17,949.88
Meeting/Event Expenses	Travel
\$1,636.45	\$4,487.18
Miscellaneous	Dues and Fees
TOTAL EXPENDITURES: \$298,310.40	

Capital Improvements Fund (PowerCom Industrial Center & Off-Site Development)

REVENUES		
\$862,812.99	\$30,099.22	\$26,167.08
TVA In-Lieu-of-Tax Funding	Property Sales & Loan Receipts	Other (Grants & Interest)
TOTAL REVENUES: \$919,079.29		

EXPENDITURES

\$188,466.83	\$149,916.00
Engineering/Admin/Insurance Fees	Rural Development Loan Payment
\$44,454.64	\$233,405.08
Roads & Fencing	Projects (Infrastructure & Site Development)
\$67,623.00	\$563.00
Grant Programs	Misc. Expenses
\$35,593.97	
Repairs & Maintenance	
TOTAL EXPENDITURES: \$720,022.52	

POWERCOM INDUSTRIAL CENTER IMPROVEMENTS



Village 1 Drainage Improvements



Village 1 Development through May 2017



Hulk Site (Potential Select TN Site)



ARC hires Plant Manager
Tim Frazier



ECD Grant for Village 1 Sewer Improvements

SIA Road Construction



Goldilocks Site Development



BUSINESS & WORKFORCE DEVELOPMENT

The Tennessee College of Applied Technology Hartsville fully supports the ongoing efforts of the TN



Central Economic Authority and serves as the premier supplier of workforce development for Trousdale, Sumner, Wilson, Smith and Macon Counties. We are working closely with Beretta Industries, ABC Fuel Group, NHC, CIP (Sumner), Destaco, Tacle Seating, Teknia Group (Wilson) and many others to develop training programs and provide qualified employees. The College fulfills its mission by:

- Providing competency-based training through superior quality, traditional and distance learning instruction methods that qualify completers for employment and job advancement.
- Contributing to the economic and community development of the communities served by training and retraining employed workers.
- Ensuring that programs and services are economical and accessible to all residents of Tennessee.
- Building relationships of trust with community, business, and industry leaders to supply highly skilled workers in areas of need.

At TCAT Hartsville, the focus is on your success in today's ever-changing, state-of-the-market economy. Our faculty and staff believe in providing the highest quality services and instruction to ensure an exciting learning experience. Our Instructors are qualified and dedicated to the responsive changes needed by business and industry, students, and the community. We are proud to train citizens for the skilled careers of today's workforce. Education is about creating new possibilities for career and personal growth. As the economy becomes increasingly global and competitive, the facilities and curriculum at TCAT Hartsville will provide the education and training that are required to compete in the global market.

-Mae Perry, President,
TCAT-Hartsville



Charles Alexander, SBDC Director



The TN Central office assists and houses a satellite location of the Volunteer State Community College TN Small Business Development Center (TSBDC). The Center provides group sessions and one-on-one counseling & training for small business owners and entrepreneurs needing assistance in the TN Central region. Charles Alexander, the Center's Director, as well as Dave Jose, Counselor, provide private counseling at the following locations in the TN Central region during the third full week of each month:

Tuesday 9-12 pm	Mt. Juliet Chamber (615-758-3478 for appointment)
Wednesday 8-10am	TN Central Office (615-374-4607 for appointment)
Wednesday 11-1 pm	Macon County Chamber (615-666-5885 for appointment)
Wednesday 2-4 pm	Westmoreland Chamber (615-644-5156 for appointment)
Thurs. 9-11am, & 1-3pm	Lebanon Chamber (615-444-5503 for appointment)
Friday 9-12noon	Portland Chamber (615-325-9032 for appointment)
Friday 9-12noon & 1-4pm	White House Chamber (615-672-3937 for appointment)

2017/2018 WORK STRATEGIES

Economic Development Program

- Increase industrial product in the five-county region by assisting communities in projects and property opportunities.
- Respond to Request for Information for the region or individual communities.
- Market & promote the Tennessee Central as a five county region.
- Utilize the master plan for PCIC to develop building sites and all required infrastructure.
- Maintain and promote partnership with elected officials, EDOs, and Chambers of Commerce in the region.
- Management of the Authority's industrial property in PowerCom Industrial Center and the Hartsville Industrial Park.
- Port development & developing partnerships for a Cumberland River dock/ barge access.
- Continued involvement with RPO and TDOT for regional highway infrastructure.

Business & Workforce Development Assistance

- Support our partnership with the SBA's TN Small Business Development Centers.
- Provide technical assistance to incubator clients as required (financing, marketing, etc.).
- Support small business development seminars and referrals throughout the five-county region.
- Communicate with existing businesses.
- Serve as a member of Tennessee College of Applied Technology (TCAT)/ Hartsville's Advisory Board.
- Market the training services of TCAT and Volunteer State CC to businesses and industries in the region.
- Support career and job fairs in the region & assist with workforce development programs.

Program Administration

- Comply with reporting requirements of the State of TN (Sunset Review & State Funding Board), the Board, agencies, and others agencies.
- Maintain financial reporting, audits, and budget management.
- Provide an informative website and news updates.
- Manage the daily operations of the office and admin processes.
- Search for pursue grants and funding applications.
- Oversee and manage PowerCom Industrial Center and tenant relationships.

- Maintain professional affiliations with government entities, funding agencies, TN Dept. of ECD, Chambers, UT/CTAS, ATVG, GNRC, MTIDA, UCDD, TEDC, TVA, TEP, local power companies and other providers.

Other

- Support the updating, printing, and distribution of Community Data Sheets for the twelve targeted communities in Tennessee Central.
- Increase public awareness of the Tennessee Central Economic Authority and provide a vision for the region.
- Promote Tennessee Central internally for our five-county region as a viable partner for economic development.
- Pursue other regional development opportunities as requested by the Board of Directors.
- Aggressively pursue new projects and tenants.

TN Central's Partners for Success



ACROSS THE REGION



Commissioner Bob Rolfe visits Gallatin



Coverings 2017 TEP Reception



Forward Sumner Annual Meeting with Congressman Diane Black



TCAT receives LEAP Grant (Mae Perry)



NCTC Broadband Groundbreaking



Tennessee Central welcomes Cody Huddleston and Stephanie Hamby



Select USA



Gallatin EDA receives ECD Grant



Jessica Farlow and Mayor Jones



Macon County InvestPrep Site Visit



Thank you, TCEMC, for providing bucket truck and operator.



NCTC Broadband Groundbreaking



Senate Majority Leader Mark Norris visits Trousdale



Zwirner Equipment



Mayor Nesbitt and County Executive Holt working with Governor Haslam



Mayor Jones and Mayor Driver



Smith County InvestPrep Site Visit





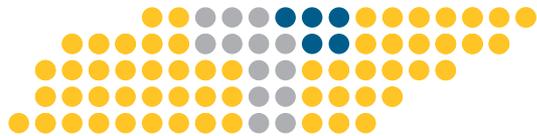
Serving The Middle Tennessee Counties of
Macon, Smith, Sumner, Trousdale, Wilson

Charly Lyons, *President/CEO*

☎ 615-374-4607 📞 615-426-2520 🖨 615-374-4608

702 McMurry Blvd E · Hartsville TN 37074

clyons@tennesseecentral.org



TENNESSEE CENTRAL
ECONOMIC AUTHORITY

This institution is an equal
opportunity provider and employer.

tennesseecentral.org