

Executing Expectations

2018/2019 ANNUAL REPORT



TENNESSEE CENTRAL
ECONOMIC AUTHORITY

ELEVATING OUR EXPECTATIONS



This past year we have been awarded several grants and the funds have initiated the improvement of industrial products across the region. Our region has more physical site options with these grants and we have enhanced our ability to attract new jobs. Our partnerships in this process have included: State Legislators; Dept. of ECD; TVA; MTIDA; TCAT; UCDD; & GNRC.

Together we have "Elevated Our Expectations" during the 2018-19 fiscal year and now it is time to "Execute Expectations!"

With our funding secured over the next five years, we are focused on refining our industrial sites and marketing our available properties. The activity has increased and most reflect foreign direct investments (FDI) as the primary inquiries. We conducted a regional tour that included the Department of ECD's recruiters and TVA's market specialists that are assigned to pursue new jobs with companies and consultants.

We have a new challenge with Nestle Waters ceasing operations in Red Boiling Springs. This will be a priority for Tennessee Central to bring jobs back to Macon County in an outstanding facility. We will strive to answer this quest with positive results for the community.

Congratulations to Forward Sumner in landing two companies in Westmoreland. This is a significant accomplishment for a rural community.

We have landed new tenants in PowerCom that have a promising future as start up operations looking to grow. We have improved the buildings in an effort to assist their production.

In Watertown, we have cleared a five-acre tract in their industrial park for a better presentation to potential companies.

Additionally, in PowerCom, Dan is working with the USDA for a grant to provide an LSD lighting sign and we are exploring a potential solar site to partner with Tri County Electric Cooperative.

Our appreciation must be given to our Board of Directors and Attorney in their support and willingness to break new ground. The Directors serve as mentors and advisors during the process and continue challenging us to seek new accomplishments. Their leadership and the support of our numerous partnerships is the foundation for any success for Tennessee Central.

It is an honor to represent Tennessee Central Economic Authority and I truly appreciate your confidence and conviction that allows me and the staff the blessings of working in your communities and serving your citizens. May we always cultivate a hearty way of life and future of new opportunities.

May God Bless,
Charly

THOUGHTS FROM THE STAFF

Our leadership starts at the top and is reinforced by stakeholders as they mentor us on a journey towards success. We sincerely appreciate the Board of Directors and our numerous partners that continue to assist us to be passionate in developing our region.

Our new Board members have joined in with enthusiasm and we are grateful for their involvement and impact.

The staff continues to enhance their skills and experience with accredited IEDC training. Kelsey graduated from the Tennessee Basic Economic Development Course with the UTCIS which "focuses on the fundamental concepts, tools, and practices needed to be successful in today's complex economic environment." Dan completed TVA's Rural Leadership Program, enrolled in Smith County Leadership, attended several workshops produced by ECD, TVA, and GNRC, and is looking forward to continuing education with TECD to grow and learn in this intricate economic atmosphere.



Kelsey, Charly, Dan

We have two new entrepreneurs in PowerCom as tenants and we look forward to our partnership with them and wish both the best in their growth. In the rural communities, we have exciting industrial park developments emerging in Smith & Macon Counties. Both projects are direct results from the Department of ECD and TVA programs to increase industrial product in rural communities. We have also been blessed to work with the Wilson County JECDB in Watertown and congratulate Forward Sumner on two new Westmoreland projects.

Most importantly, we continue to be appreciative that we are part of the endeavors of the ongoing process to improve Tennessee Central. Our hope is that we bring value to the communities and stakeholders they have entrusted us with this important task. We always want to be accountable for a vision today that will enhance tomorrow's generations. May our actions and deeds continue to strengthen your confidence and exceed your expectations as we seek higher standards for our children. Thank You!

BOARD OF DIRECTORS



Chairman
Steve Jones
Macon County Mayor



Vice Chairman
Randall Hutto
Wilson County Mayor



Secretary/Treasurer
Anthony Holt
Sumner County Executive



Smith County Mayor
Jeff Mason



Troupdale County Mayor
Stephen Chambers



Senate Appointee
Mae Wright
President, TCAT-Hartsville



House Appointee
Betty Sue Hibdon
Former President/CEO
Citizens Bank-Hartsville



TCEA Attorney
Bob Rochelle

Frank McKee, Ron Fults and Bob Rochelle

have been a key part of TCEA since the organization was started. They were all in attendance for the very first Tennessee Central Economic Authority (formerly Four Lake) organizational meeting held on August 21, 1987 and continue to attend meetings, give support, and contribute to the growth and success of Tennessee Central.



Ron Fults, Frank McKee, Bob Rochelle

KEY EVENTS

Governor's Conference
TVA's Economic Developers' Forum
MTIDA Annual Meeting
SEDC Annual Meeting Mobile 2018
Macon, Smith, Sumner, Trousdale, & Wilson
Chamber Meetings
Bradley Economic Forum, Nashville
Tennessee State Funding Board
Tennessee Joint Government Operations Committee
Legislator Meetings on The Hill
Tennessee Central FAM Tour, ECD & TVA Recruiters
TVA Showcase 2019
Tennessee Economic Development Council, Fall Meeting
Congressman Rose's Rep. Ray Render
Tennessee Economic Partnership, New York City
TEP Quarterly Board Meetings
TCEA Annual Department of ECD Luncheon, Nashville
Tennessee Basic Economic Development, Kelsey
Leadership Smith, 2018-19, Dan
TVA Rural Leadership Institute, Dan

Association of Tennessee Valley Governments
IEDC Managing Economic Development Organizations,
Salt Lake City
Tennessee Chamber of Commerce & Industry 106th
Annual Meeting
TCAT Annual Student Competition Funding Event
Watertown Industrial Park Site Clearing
TVA's QUZ: Deal Workshop
UCDD 2018 Economic Development Strategy Sessions
GNRC Infrastructure Assessment Meeting
Macon, Smith Sumner, Trousdale, & Wilson County
JECDB/IDB Meetings
TCAT General Advisory Board
P-16 Volunteer State Community College
WTNK Radio Show with Ms. Eleanora
Three Star Community Forum
Boy Scouts Meeting, Farrell Haile
RPO Meetings
TCEA Annual Industry Appreciation Lunch



2018 Annual Meeting



Christmas Meeting and Luncheon



ECD Appreciation



Christmas Meeting and Luncheon



ECD Appreciation



Mayor Stephen Chambers & Kelsey Dansby complete Tennessee Basic Economic Development Course



SEDC Council



Sumner County State of Address



ECD Appreciation



Industry Appreciation



OVERVIEW OF THE TENNESSEE CENTRAL ECONOMIC AUTHORITY



POPULATION GROWTH

2024 Projected: **415,593**

2019 Estimate: **386,290**

POPULATION GROWTH

2019-2024 Projected: **7.59%**

2010-2019 Growth: **19.25%**

2000-2010 Growth: **22.42%**

		MACON	SMITH	SUMNER	TROUSDALE	WILSON	TN CENTRAL
POPULATION	2000	20,386	17,712	130,438	7,259	88,806	264,601
	2010	22,248	19,166	160,645	7,870	113,993	323,922
	2019	24,661	19,848	189,155	10,767	141,859	386,290
	2024	26,174	20,566	203,098	11,883	153,872	415,593
PERCENTAGE GROWTH	2000-2010	8.16%	8.21%	23.16%	8.42%	28.36%	22.42%
	2010-2019	10.47%	3.56%	17.75%	36.81%	24.45%	19.25%
	2019-2024	6.05%	3.62%	7.37%	10.37%	8.47%	7.59%

		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
	2019	701,702	330,409	236,435	6,802,074	329,236,175
	2024	738,804	359,045	257,545	7,082,931	340,950,101
PERCENTAGE GROWTH	2000-2010	9.96%	44.27%	44.65%	11.54%	9.71%
	2010-2019	11.97%	25.82%	29.07%	7.18%	6.64%
	2019-2024	5.29%	8.67%	8.93%	4.13%	3.56%

Source: Environics & Claritas 2019

EDUCATION OVERVIEW

AREA/SCHOOL	2018 ACT AVERAGE
Macon County	19.7
Smith County	19.5
Sumner County	21.3
Trousdale County	21.3
Wilson County	21.0
TN Central Region	20.56
Davidson County	19.0
Rutherford County	20.8
Williamson County	25.2
United States	21.0
State of Tennessee	20.1



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

AREA/SCHOOL	2018 GRADUATION RATE
Macon County	87.8%
Smith County	92.3%
Sumner County	94.7%
Trousdale County	97.9%
Wilson County	96.2%
TN Central Region	93.78%
Davidson County	80.3%
Rutherford County	95.3%
Williamson County	95.6%
State of Tennessee	89.1%

Source: TN Department of Education and ACT College & Career Readiness

EDUCATION



Source: Environics & Claritas 2019

2017-2018 PERFORMANCE INDEX

ECD Site Improvement Grant \$50,000.00
ECD/TVA Marketing Recruiters Regional Tour
Nestle Building Marketing & Aerials By Mtida
State Funding Board
Dan Tidcomb & Kelsey Dansby Attended Tennessee
Basic Economic Development
Watertown Industrial Site Clearing
Two New Entrepreneurial Tenants In Powercom
19 RFP/RFI Responses To ECD & TVA
Strategic Development Group: Powercom Tenant Study
Paving Completed On Macon, Smith, And Sumner Way



Thanks to the Legislators for your service to the State of Tennessee and for supporting Tennessee Central Economic Authority. The Tennessee Legislators created this organization in 1986 and for thirty-three years you have had a leading role in our growth and evolution to serving your citizens and communities. We sincerely appreciate your encouragement, leadership, and assistance to enhancing our region to becoming economically stronger. Our continued improvement and growth for new jobs in your districts depends on your involvement with Tennessee Central. Please plan to visit us soon.

SENATORS:



Mark Pody



Ferrell Haile

REPRESENTATIVES:



Clark Boyd



Susan Lynn



Johnny Garrett



Terri Lynn Weaver



Kelly Keisling



William Lamberth

2018-2019 FISCAL OVERVIEWS

General Fund (Staff & Office Operations)

REVENUES

\$187,200.08

Rent

\$168,370.15

Other

TOTAL REVENUES:

\$355,570.23

EXPENDITURES

\$222,780.00

Salaries & Benefits

\$23,200.45

Office Expenses

\$10,714.50

Meeting/Event Expenses

\$1,980.16

Miscellaneous

\$29,238.87

Contract Services

\$18,125.30

Advertising/Marketing

\$19,334.34

Travel

\$4,352.67

Dues and Fees

TOTAL EXPENDITURES:

\$329,726.29

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

REVENUES

\$910,398.50

TVA In-Lieu-of-Tax
Funding

\$135,387.83

Property Sales &
Loan Receipts

\$145,238.09

Other
(Grants & Interest)

TOTAL REVENUES:

\$1,191,024.42

EXPENDITURES

\$182,969.91

Engineering/Admin/
Insurance Fees

\$73,697.62

Roads & Fencing

\$110,645.65

Grant Programs

\$600.00

Projects
(Infrastructure & Site Development)

\$30.00

Misc. Expenses

\$92,729.22

Repairs & Maintenance

TOTAL EXPENDITURES:

\$460,672.40

POWERCOM INDUSTRIAL CENTER IMPROVEMENTS



PowerCom



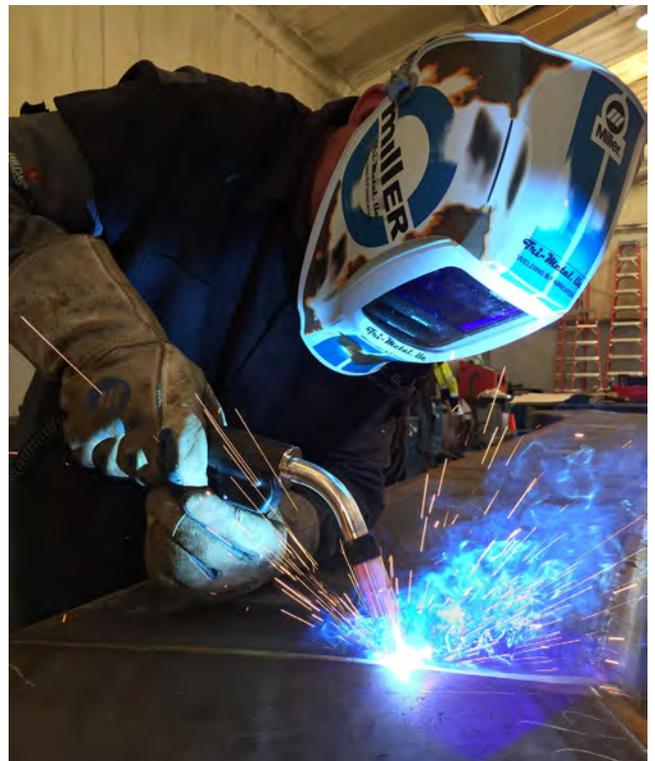
Tri-Metal Truck



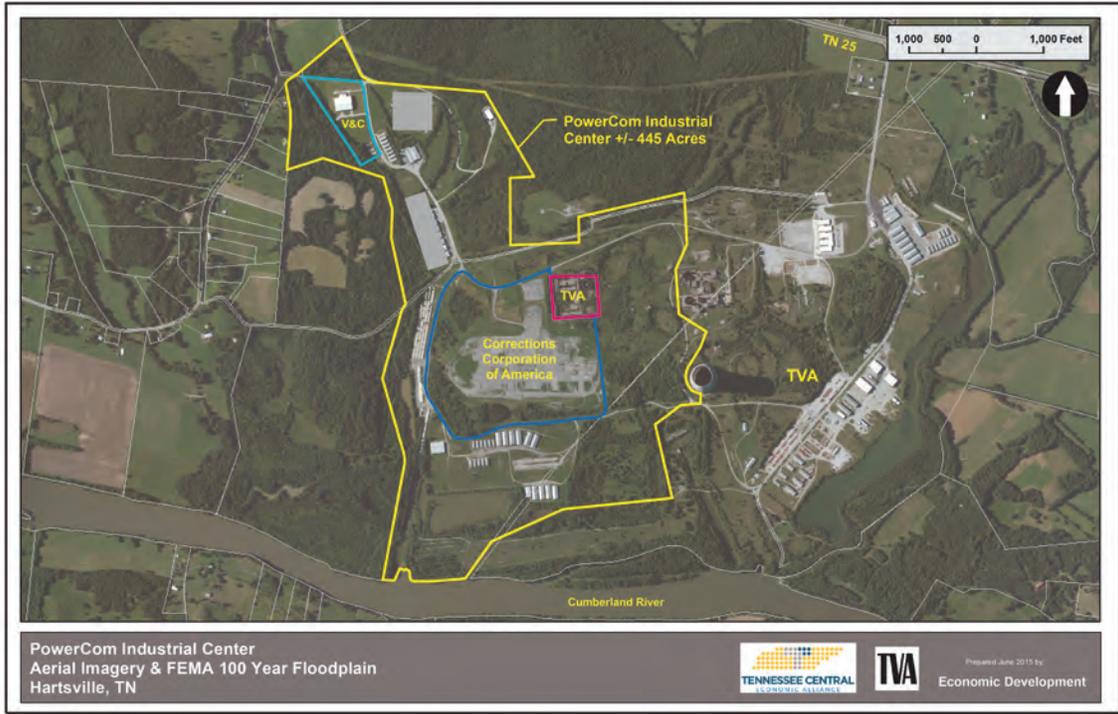
TCEA President Charly Lyons



Charly Lyons & Kelsey Dansby



Tri-Metal 3



PowerCom Aerial Boundaries



3D Building Exhibits

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. With adult campuses located in both Wilson and Trousdale counties we work closely with companies such as Beretta Industries, ABC Fuel Group, NIC Global, CIP, Fabricated Tube Products, Taiho-Mfg, Destaco, Tacle Seating, Teknia Group 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.



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)

Thurs. 9-11am, & 1-3pm
[Lebanon Chamber](#)
(615-444-5503 for appointment)



Charles Alexander, SBDC Director



2018/2019 WORK STRATEGIES

Economic Development Program

- Improve existing industrial acreage in the five-county region by assisting each county with project processes & property opportunities.
- Respond to Request for Proposals for the region or individual counties.
- Apply and process grants to improve economic development standards.
- Market & promote the Tennessee Central as a five county region.
- Utilize the master plan for PCIC to develop building sites and infrastructure.
- Provide networking assistance to incubator clients as required (financing, marketing, etc.).
- Facilitate partnership & cooperation with elected officials, EDOs, and all stakeholders in the region.
- Management our industrial property in PowerCom Industrial Center & the Hartsville Industrial Park.
- Research PCIC South Campus with development plans for a Cumberland River dock/barge access and partnership with the Corps of Engineers.
- Participate with RPO and TDOT for regional highway infrastructure.

Business & Workforce Development Assistance

- Sustain communications with all companies to enhance growth: ARC, Zwirner Eq., Mueller, etc.
- Support the SBA's TN Small Business Development Centers partnership to create entrepreneurs and start-up companies, plus assist small business seminars throughout the five-county region.
- Expand communications with existing businesses (Create a CEO Roundtable).
- Serve on the Tennessee College (TCAT)/Hartsville's Advisory Board.
- Market the training services of TCAT and VSCC to industries in the region.
- Be a working member of the North Central P-16 Council (VSCC).
- Assist with job fairs in the region.
- Assist Workforce Development programs in the Tennessee Central Region

Program Administration

- Comply with reporting requirements of the State of Tennessee (Sunset Review & State Funding Board), Board of Directors, funding agencies, and others as an operating standard.
- Maintain financial reporting, audits, and budget management.
- Provide an informative web site and news updates.
- Manage the daily operations of the office and admin processes.
- Search & pursue grants and funding applications.
- Management of the PowerCom Industrial Center and tenant relationships.
- Maintain professional affiliations with governments entities, funding agencies, TN Dept. of ECD, Chambers of Commerce, UT/CTAS, the Greater Nashville Regional Council, MTIDA, the Upper Cumberland Development District, TN Economic Development Council, TVA, TEP, ATVG, USDA, and the region's electric, and utility districts.

Additional Responsibilities

- Increase public awareness & regional vision of the Tennessee Central Economic Authority.
- Promote Tennessee Central internally for our region as an active partner for economic development.
- Pursue the Board of Director's request for other regional opportunities.
- Aggressively pursue new projects and tenants.
- Partner & support MTIDA's programs for our communities within the Middle Tennessee region.

TN Central's Partners for Success



ACROSS THE REGION



TCEA welcomes Emily Mitchell and Meryl Harris with ECD



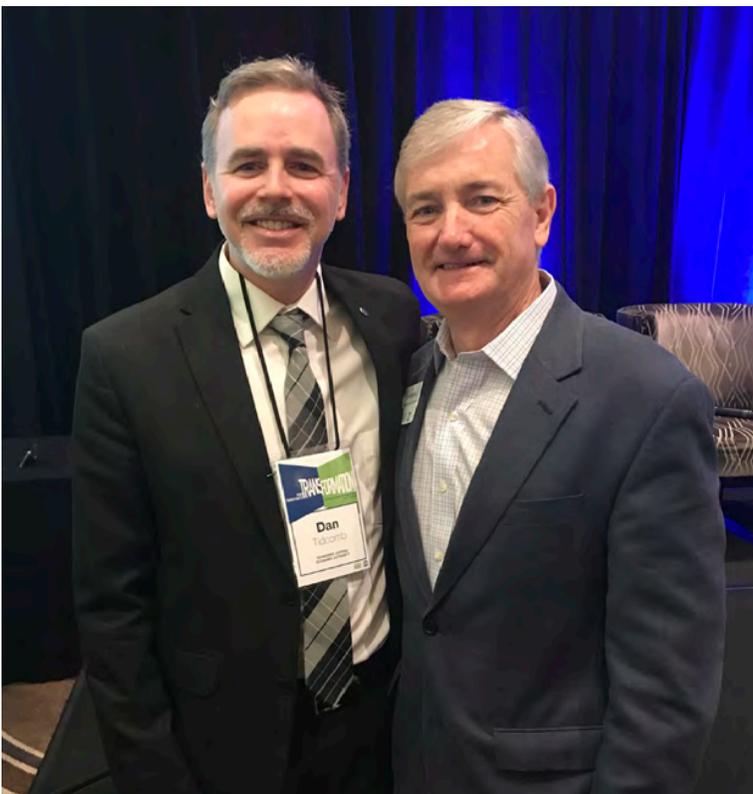
TCAT Event



Jimmy Johnston, Forward Sumner



Dan Tidcomb with Leadership Smith County



TVA Forum



Education Commission



NCTC Community Center Open House



Rep. Clark Boyd



TDOT Meets with Legislatures in Smith County



Rep. Terri Lynn Weaver



Macon County Receives 3 Star Award



Senator Haile Speaks to Trousdale Rotary Club



Smith County Receives 3 Star Award



Trousdale County Receives 3 Star Award



Serving the Middle Tennessee Counties of
Macon, Smith, Sumner, Troupdale, & Wilson

This institution is an equal opportunity provider and employer.



TENNESSEE CENTRAL
ECONOMIC AUTHORITY

tennesseecentral.org

Charly Lyons, President/CEO

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