

TENNESSEE CENTRAL

ECONOMIC AUTHORITY

Smith County **Department of ECD** Union University Wilson County **TCAT**
Tennessee UT Center for Industrial Services Institute Tennessee Legislators
MTIDA Trousdale County **Greater Nashville Regional Council** SBDC
Associated Government of Tennessee Valley Macon County **USDA**
Department of Labor TCEA Board **TDOT** Tennessee Tech
Sumner County Vol State **Department of Agriculture** Ron Fults
Welch College Bob Rochelle Cumberland University **TVA**
Upper Cumberland Development District Frank McKee

2020 2021
ANNUAL REPORT

PRESIDENT'S COMMENTS

While the pandemic of 2020 has continued, Tennessee Central has remained engaged with development challenges during the "Moment in World History." Tennessee Central has dealt with unexpected new challenges while continually striving to enhance our communities. Tennessee Central is persevering to build a foundation for economic development in the five-county region as the medical profession promotes the vaccines to stabilize our nation and the world. Our team was persistent in marketing, recruiting and responding to new opportunities and focusing on our mission of economic development and maintaining assistance to our tenants and stakeholders .

Our success was a reflection of the willingness of the Board of Directors, the State of Tennessee's Department of ECD, Tennessee Valley Authority, UCDD, GNRC, MTIDA, TCAT and numerous other stakeholders to find creative solutions. Our team was strongly supported by our partners and the determination of the Tennessee Central team to keep our momentum and attention moving forward. Unusual challenges for the day were the normal expectation but new ideas and solutions were established in order for our region to succeed.

Virtual meetings were the standard as we planned a new strategy to recruit consultants across the country and attend conferences online. A marketing mail campaign was put in place as Kelsey Dansby distributed our 2020 Annual Reports by mail, a mass email of appreciation cards mementos of our gratitude to remind the Department of ECD that our counties were open for business. Kelsey and Dan continued their economic development training with UT/CIS and TVA's Rural Leadership Institute in virtual classes and on-site meetings.

During the pandemic, two of our work strategies combined to create positive results. The management of the PowerCom Industrial center and the facilitation of incubator clients increased our number of tenants in the south campus of PowerCom. Our focus for PowerCom has been to target the entrepreneurial craftsman with industrial skills for startup businesses. We expanded with Capitol Electric LLC, Veteran Diesel as a mechanic shop, and two specialized metal fabricators making safe rooms: Crocco Fabrication & Freeman Steel Designs LLC.

IRIS Plastics has started their first production line and ARC Automotive is searching for new employees. Additionally, we have received a letter of intent from a holding company that has plans for three startup ventures in the north campus on the Goldilocks site for Project Patriot.

There are several new companies calling our Tennessee Central region home as the companies launch their operations or start construction: BabyNov in Red Boiling Springs, Anderson Meat and Americolor LLC in Hartsville, Safari Helicopter in Lafayette. While the City of Gallatin and Sumner County landed a Facebook Data Center and Wilson County has Moldex-Metric, Inc., Cold Chain Technologies, Kind, and Amazon Fulfillment Center.

The new fiscal year will include additional site development in the north campus of PowerCom and additional infrastructure in the south campus.

There will be new directional signs to complement the new entrance sign and building improvements in the south campus. We are researching a prospective project requiring long term effort and there is still potential for a port development as we explore new undertakings and ventures.

PRESIDENT'S COMMENTS

Dan Tidcomb has connected Tennessee Central with existing companies and various workforce agencies across the region. He is working daily to network our employers as they seek additional staffing needs. Dan is on the Upper Cumberland Workforce Board to become proactive in assistance and to learn additional methods of enhancing our workforce. Our region gained additional resources for education and training with the expansion of the Tennessee College of Applied Technology in Hartsville to assist with workforce development.

We partnered with Middle Tennessee State University and Middle Tennessee Industrial Association and EDOs across Middle Tennessee in a forty-county wage and benefit survey. This provides information and data to assist companies in understanding the workforce in the region and how the company compares with the others across forty counties.

The success even during a pandemic is the result of legislators, Board of Directors, and numerous organizations, stakeholders, and vendors. The return on investment for Tennessee Central depends on the support, advice, guidance and willingness of others to undertake our visions and tasks. Together we are strong and effective enough to provide a superior and healthier HOPE! Together our five counties will be filled with vibrant people designing an even more robust future than we have imagined.

Thanks for your inspiration, encouragement and kindness to us as a staff and for the families living in the Tennessee Central region.

Sincerely & May God Bless, Charly



DAN, KELSEY, & CHARLY

BOARD OF DIRECTORS



Chairman
Anthony Holt
Sumner County Executive



Vice Chairman
Jeff Mason
Smith County Mayor



Secretary/Treasurer
Stephen Chambers
Trousdale County Mayor



Senate Appointee
Mae Wright
President, TCAT-Hartsville



Macon County Mayor
Steve Jones



Wilson County Mayor
Randall Hutto



TCEA Attorney
Bob Rochelle



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

The Board of Directors for the Tennessee Central Economic Authority continues their leadership and expectations for our regional endeavors. The directors are devoted to making a difference in lives today and lifetimes for tomorrow. The vision has been defined and hope has been converted to anticipation as we make a difference undertaking new challenges.

This is the thirty-fifth year of Tennessee Central and the Board of Directors endures the marathon to improved economic development. Their stewardship and dedication are a key mainstay for our accomplishments.

We sincerely recognize and value the Board of Directors for providing their time and knowledge. Our communities are becoming stronger and the future is brighter not by chance, but because of their passion for others.

The Tennessee Central's staff will reflect the Board's aspirations and excitement in our undertaking to provide results that will uplift our communities.

Thank you for your confidence and setting the expectations of the Tennessee Central Economic Authority.



OUR SUCCESS DEPENDS ON THE DEDICATION OF OTHERS!
SHINING STARS OF 2020-2021



BILLY M. WOODARD

Billy M. Woodard is the Executive Director of the Smith County Chamber of Commerce, and plays an active and assertive role in improving Smith County. He markets and researches existing companies, tourism assets and campaigns, special events, retail development, business recruitment, and all opportunities to assist Smith County citizens. Billy also works with "Leadership Smith County" and its youth programs, which are dedicated to helping Smith County's youngest residents prepare for their futures. Originally from Lancaster, TN, Billy graduated from Gordonsville High School and went on to attend Lee University, earning a Bachelor of Science in Natural Science and Chemistry in 1974. Afterwards, he worked in the mining industry with Jersey Miniere Zinc for 4 years, Boart International for 10 years, BTE Inc. for 10 years and then with BTE USA for another 10 years. He has served as Executive Director of the Smith County Chamber of Commerce since 2014, and at the same time served as Pastor at Living Water Ministries from 2013 to 2017. Billy currently lives in Lancaster with his wife, Susie, and enjoys spending time with his son and four grandchildren.

KEY EVENTS

TVA's "Preparing For a Virtual Visit"
 Tennessee State Funding Board (virtual)
 Tennessee Economic Partnership Recruiting(virtual)
 SEDC Annual Meeting Nashville 2020 (virtual)
 InvestPrep Presentation
 TVA's Economic Developers' Forum (virtual)
 Macon, Smith, Sumner, Trousdale, & Wilson Chamber Meetings
 Legislator Meetings on The Hill (Virtual)
 Project Presentations & meetings (multiple meetings)
 Tennessee Economic Development Council, Fall Meeting
 Congressman Rose's Rep. Ray Render
 UT: Center of Industrial Services (4 sessions)
 TVA's Workforce Institute
 TVA's Certification Tennessee Economic Partnership,
 TEP Quarterly Board Meetings
 Association of Tennessee Valley Governments

Tennessee Chamber of Commerce & Industry Annual Meeting
 Watertown Industrial Park Roads Paved
 UCDD Annual Economic Development Meeting: Macon & Smith Counties
 Industrial Appreciation Lunch assisted by TCAT
 Volunteer State Community College P-16
 Dale Hollow RPO
 Commissioner Rolfe Conference Calls
 ECD & TVA project Submissions
 GNRC Economic Developers Meeting
 TVA Rural Leadership Development
 Project Scale Meetings & Presentations
 Upper Cumberland Workforce Board
 Upper Cumberland Workforce Roundtable
 JECDB Meetings
 IDB Meetings



TCAT GOLF TOURNAMENT



TCAT GOLF TOURNAMENT



TCEA BOARD MEETING



UT CENTER OF INDUSTRIAL SERVICES ONLINE/ZOOM TRAINING

KEY EVENTS



KELSEY DANSBY, CONGRESSMAN ROSE, AND MAYOR STEPHEN CHAMBERS



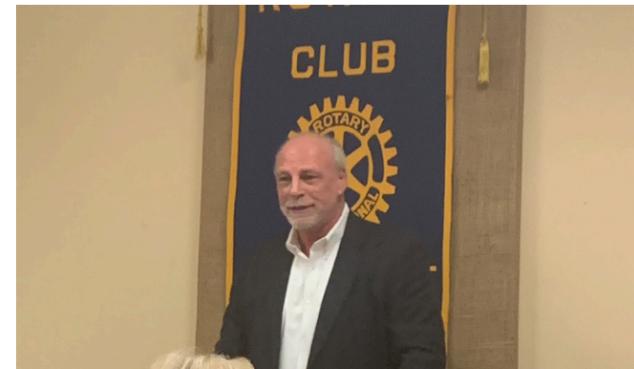
GALLATIN CHAMBER LUNCHEON



MACON COUNTY UCDD EDUCATION SESSION



ANDERSON MEAT & PROCESSING RIBBON CUTTING



CHARLY LYONS SPEAKS TO HARTSVILLE ROTARY



PROJECT SCALE PRESENTATION



TROUSDALE COUNTY INDUSTRY APPRECIATION LUNCHEON



TROUSDALE COUNTY INDUSTRY APPRECIATION LUNCHEON

OVERVIEW OF THE TCEA



POPULATION GROWTH

2026 Projected: **432,234**
2021 Estimate: **404,466**

POPULATION GROWTH

2021-2026 Projected: **6.87%**
2010-2021 Growth: **24.86%**
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
2021	25,083	20,411	196,764	11,980	150,228	404,466
2026	26,427	21,215	210,018	12,926	161,648	432,234
PERCENTAGE GROWTH						
2000-2010	9.13%	8.21%	23.16%	8.42%	28.36%	22.42%
2010-2021	12.74%	6.50%	22.48%	52.22%	31.79%	24.86%
2021-2026	5.36%	3.94%	6.74%	7.90%	7.60%	6.87%

	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
2021	701,305	344,329	247,894	6,911,029	330,946,040
2026	731,331	369,889	266,754	7,175,823	340,574,349
PERCENTAGE GROWTH					
2000-2010	9.96%	44.27%	44.65%	11.54%	9.71%
2010-2021	11.91%	31.12%	35.33%	8.90%	7.19%
2021-2026	4.28%	7.42%	7.61%	3.83%	2.91%

Source: Environics & Claritas 2021

EDUCATION OVERVIEW



2019 ACT AVERAGE

Macon County	19.5
Smith County	19.4
Sumner County	21.0
Trousdale County	21.0
Wilson County	20.9
TN Central Region	20.4
Davidson County	18.5
Rutherford County	20.8
Williamson County	25.3
State of Tennessee	20.0
United States	20.3

2019 GRADUATION RATE

Macon County	89.8%
Smith County	92.7%
Sumner County	95.4%
Trousdale County	98.9%
Wilson County	96.1%
TN Central Region	94.6%
Davidson County	82.4%
Rutherford County	95.6%
Williamson County	96.5%
State of Tennessee	89.7%
United States	86.0%

Source: TN Department of Education, ACT.org & National Center for Education Statistics

UNIVERSITIES & 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

EDUCATIONAL ATTAINMENT OF THE TCEA REGION



Source: Environics & Claritas 2021

2020-2021 PERFORMANCE INDEX

Letter of Intent to purchase Goldilocks Site
 Safari Enterprises, LLC to Lafayette Municipal Airport
 Anderson Meat opened in Hartsville Industrial Park
 Watertown Industrial Park roads repaved(TCEA Grant)
 Five additional tenants in PowerCom, South
 Carey Brothers move into Clift Building
 Board Meetings modified to ZOOM process
 Recruiting shifted to virtual systems
 Upgrade roofing on six buildings, PowerCom, North
 Sixteen RFP/RFI Responses to ECD & TVA
 Grant to Trousdale County for sewer connection
 IRIS Plastics first production shipped
 State of Tennessee Funding Board
 Rural Certification Award for Smith County (by TVA/
 Site Development Group)

Americolor, LLC Relocation
 Weldon workforce expansion
 Completed TN's Site Certification process for Macon
 County
 Preliminary Engineering Report for Industrial Park
 Expansion (Macon Co)
 Five grant applications totaling \$1.9mil; results to be
 awarded 2022 FY



SENATORS & REPRESENTATIVES

Legislators, this Annual Report from Tennessee Central Economic Authority provides insight into the financials, actions, and results of the fiscal year for 2020-2021. It allows us to verbally and visually record an account for the resources you have provided.

Regrettably, the Annual Report does not reflect the many challenges and responsibilities that you have faced for the State of Tennessee. Nor does it note the exceptional trials and contests you have managed during an ongoing pandemic. It does not account for the many times you have responded to requests or invested your time to economically enhance our five-county region.

It does validate that your investment in Tennessee Central is providing jobs, investments and is a reflection of your leadership. Our report is a portrait of your expectations for your communities. We appreciate your support, counsel, and trust. We assure you as legislators that we will be a dependable foundation of stewardship for economic development and that we will pursue prosperity for your communities.

Our challenge will be to provide a vision and execute the actions that meet your expectations. Please plan to visit the region and continue to provide your insight.

TCEA'S PARTNERS FOR SUCCESS



SENATORS:



Mark Pody



Ferrell Haile

REPRESENTATIVES:



Clark Boyd



Susan Lynn



Johnny Garrett



Terri Lynn Weaver



Kelly Keisling



William Lamberth

2020-2021 FISCAL OVERVIEWS

General Fund (Staff & Office Operations)

REVENUES

\$319,654.01
Rent

\$208,391.15
Other

**TOTAL REVENUES:
\$528,045.16**

EXPENDITURES

\$256,638.51
Salaries & Benefits

\$25,919.50
Contract Services

\$29,967.07
Office Expenses

\$10,329.58
Advertising & Marketing

\$16,213.59
Meeting & Event Expenses

\$7,475.49
Travel

\$1,485.34
Miscellaneous

\$6,993.95
Dues & Fees

**TOTAL EXPENDITURES:
\$353,952.19**

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

REVENUES

\$869,405.02
TVA In-Lieu-of-Tax Funding

\$181,645.26
Other

**TOTAL REVENUES:
\$1,051,050.28**

EXPENDITURES

\$77,119.60
Grant Programs

\$112,949.12
Contract Services & Labor

\$245,462.74
PowerCom Expenses
(Infrastructure, Site Development & Repair & Maintenance)

\$186,278.00
Admin Fee & Other Miscellaneous Expenses

**TOTAL EXPENDITURES:
\$621,809.46**

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, 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 TCEA office assists and houses a satellite location for the Volunteer State Community College TN Small Business Development Center (TSBDC). The Center provides group sessions and one-on-one counseling and training for small business owners and entrepreneurs needing assistance in the TCEA region. Charles Alexander, the Center's Director, can provide private counseling at the following locations in the TCEA Region. Please contact specific location for appointment.

Mt. Juliet Chamber
615-758-3478

Lebanon Chamber
615-444-5503

TCEA
615-347-4607



Charles Alexander
Director
TSBDC

2020-2021 WORK STRATEGIES

ECONOMIC DEVELOPMENT PROGRAM

- » Market & promote the Tennessee Central as a five-county region.
- » Respond to Request for Proposals for the region or individual counties.
- » Apply and process grants to improve economic development standards.
- » Improve existing industrial acreage in the five-county region by assisting each county with property opportunities.
- » Utilize the master plan for PCIC to develop building sites and infrastructure.
- » Provide grants for industrial development in our five-county region.
- » Networking assistance to incubator clients as required.
- » Facilitate partnership & cooperation with elected officials, EDOs, and all stakeholders in the region.
- » Manage our industrial property in PowerCom Industrial Center & the Hartsville Industrial Park.
- » Upgrade 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 Industry & enhance job growth in the region
- » Serve on the Upper Cumberland Workforce Board
- » Support the SBA's TN Small Business Development Centers partnership to create entrepreneurs and start-up companies.
- » 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, UT CIS, and VSCC to industries in the region.
- » Participate in the North Central P-16 Council (VSCC).
- » Assist with job fairs in the region. Assist Workforce Development programs in the Tennessee Central Region
- » Sponsor and assist Wage and Benefit Survey with MTIDA & MTSU

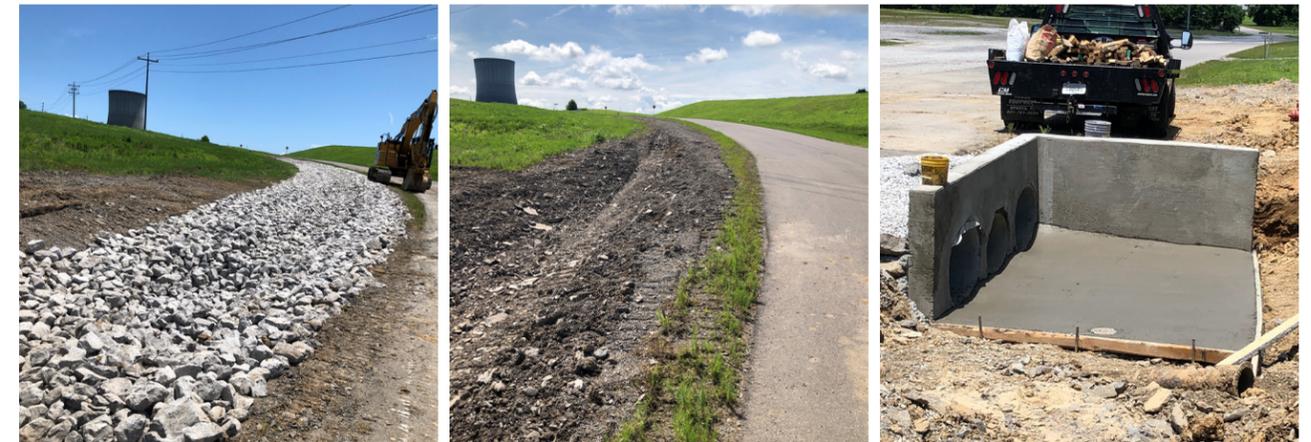
PROGRAM ADMINISTRATION

- » 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.
- » Website support with news updates & resources throughout digital assets.
- » Manage the daily operations of the office and admin processes.
- » Research, apply for, and present funding opportunities.
- » Management of the PowerCom Industrial Center and tenant relationships.
- » Maintain professional affiliations with: the Tennessee 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, RPO, SEDC, region's electric, utility districts, governments entities and funding agencies.

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.
- » Provide quarterly reports to the Board of Directors.
- » Respond to 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.

POWERCOM & ACROSS THE REGION



POWERCOM DRAINAGE IMPROVEMENTS POWERCOM DRAINAGE IMPROVEMENTS POWERCOM DRAINAGE IMPROVEMENTS



GRANT AWARDED FOR NEW SIGN FOR WATERTOWN INDUSTRIAL PARK



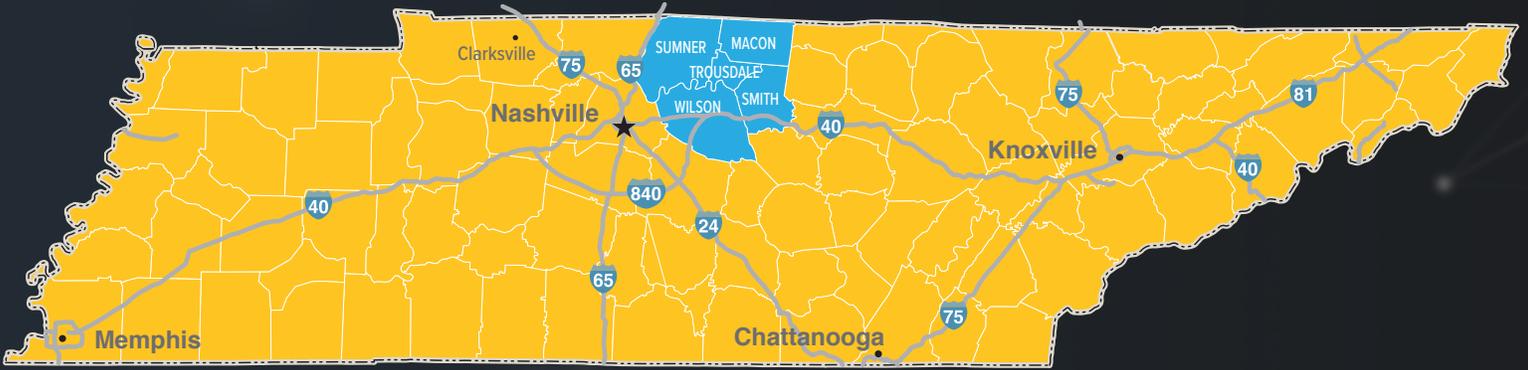
MTIDA'S UPPER CUMBERLAND TOUR OF SOUTHERN MIDDLE INDUSTRIAL PARKS



SAFARI HELICOPTERS BUILDING CONSTRUCTION MACON



SUZIE LUSK, JOHN BRADLEY & BRADLEY JACKSON



Serving the Middle Tennessee Counties of:

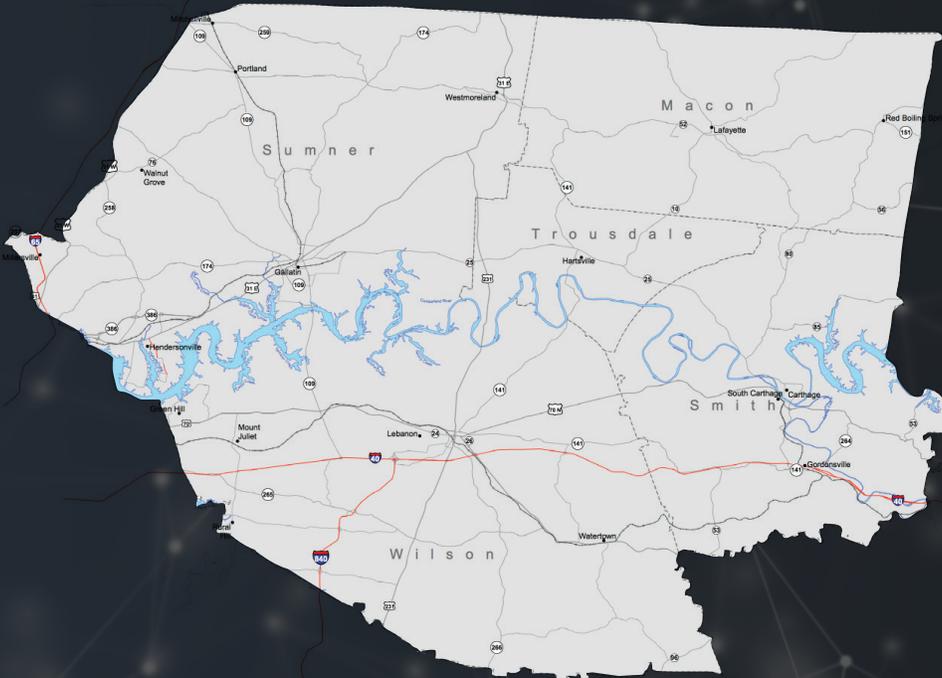
MACON

SMITH

SUMNER

TROUSDALE

WILSON



tennesseecentral.org

This institution is an equal opportunity provider and employer.

Charly Lyons, President/CEO

P 615.374.4607

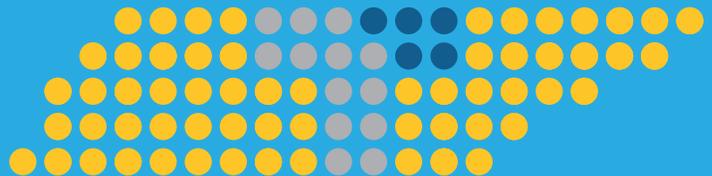
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