

TENNESSEE CENTRAL

ECONOMIC AUTHORITY

MACON

SMITH

SUMNER

TROUSDALE

WILSON

[TENNESSEECENTRAL.ORG](https://tennesseecentral.org)

2023 2024

ANNUAL REPORT

PRESIDENT'S COMMENTS

Thank you for our opportunity to make a difference with families and lead the Tennessee Central Team. Every year the journey provides possibilities for us to lead and partner with stakeholders that truly care about people, their hope, and their quality of life.

After a step back last year with our team, the Tennessee Central team has enriched its expertise with training and partnership experiences. Kelsey Dansby merited the achievement as a Tennessee Certified Economic Developer, Amanda Sexton has taken every class or training action available to learn economic development and her role in enhancing the communities. During this time, I have worked with the State of Tennessee in both domestic and international recruiting. We continue adjusting our vision and emphasis towards serving the families in our region as important stewards providing results.

The Government Ops Committee extended our funding for another six years until 2030. Additional sites have been developed in PowerCom with the pad improvement on the Cardinal site and the modifications on the Sumner site. In Macon County, we market the expanded industrial property and work with partners to prepare it for new companies.

Our partnership with Forward Sumner and TVA is providing strong workforce programs geared to employers with a \$200,000.00 grant from TCEA.

Parallel with these results, Tennessee Central accepted the Cumberland Valley River Port, LLP proposal to operate the port. We have received our permits and issued a "Request for Proposal" to start the harbor dredging with expectations for the Fall of 2024 to begin outbound shipping of agriculture products.

The outlook for 2024-25 is outstanding reflecting on our existing foundation. Tennessee Central will persevere by seeking new goals, discovering brighter visions, and building on dependable development practices.

Our appreciation cannot be expressed enough in words for TVA, Tennessee ECD, Upper Cumberland Development District, Greater Nashville Regional Council, legislators, MTIDA, and many others that assist, support, and seek ways to strengthen Tennessee Central

It is an honor to serve and share this journey with so many exceptional people.

**May God Bless,
Charly Lyons**



AMANDA, CHARLY, & KELSEY

OUR BOARD & STAFF

OUR STAFF



Chary Lyons
President & CEO



Kelsey Dansby
Development Coordinator



Amanda Sexton
Project Manager

BOARD OF DIRECTORS



Pictured L to R: Back Row: Steve Jones, Jack McCall, Jeff Mason, Bob Rochelle; Front Row: Mae Wright, Heather Bay, John Isbell, Randall Hutto

BOARD OF DIRECTORS



Chairman
Randall Hutto
Wilson County Mayor



Vice Chairman
Steve Jones
Macon County Mayor



Secretary/Treasurer
Jack McCall
Trousdale County Mayor



Sumner County Executive
John Isbell



Smith County Mayor
Jeff Mason



Senate Appointee
Mae Wright



House Appointee
Heather Bay



TCEA Attorney
Bob Rochelle

I would like to express our deepest gratitude and appreciation to our esteemed Board of Directors for their invaluable contributions and guidance. Your dedication, wisdom, and mentorship have been instrumental in shaping the success of our organization.

To each and every one of you, I extend my heartfelt thanks for your unwavering commitment and support. Your insights, advice, and expertise have been invaluable in guiding our decisions and strategies. Your unwavering belief in our mission and vision has inspired us all to reach new heights.

As mentors, you have shared your knowledge, experience, and wisdom with our team, empowering us to grow and excel. Your guidance has been invaluable in developing our skills and capabilities, and we are eternally grateful for your investment in our personal and professional development.

We recognize that your time and efforts are precious, and we are humbled by your willingness to share them with us. Your commitment to our organization is truly commendable, and we are honored to have you as our guiding force.

Thank you for your leadership, dedication, and unwavering support. We are truly fortunate to have all of you on our Board of Directors. On behalf of the entire team, we look forward to continuing to learn from your wisdom and experience in the years to come.

– Charly

SENATORS & REPRESENTATIVES

Legislators, This Annual Report from Tennessee Central Economic Authority provides insight into the financials, daily actions, and results of the fiscal year for 2023-2024. The Annual Report provides Tennessee Central with a formal method to document an accounting for the resources you have provided. As you review the report, please realize the actions and outcomes reflect your visions and expectations for the people you represent.

Your investments in Tennessee Central are providing jobs, capital investments, and stronger communities. The TCEA Report is evidence of your leadership and dedication to uplifting families with career opportunities in Macon, Smith, Sumner, Trousdale, and Wilson Counties.

We know legislators receive more trials and tribulations than known. Please know that Tennessee Central's Board and Staff sincerely value your assistance, time, funding, and your expectations. Our commitment to you is to have responsible stewardship in place to serve you and seek economic development to enhance the quality of life and enrich the prosperity of the citizens.

Our mission is to execute a plan of action that will surpass expectations and lead to greater communities that will rise to a new level of success & lead a new generation.

We look forward to your thoughts, visits, and insights.

Sincerely, Charly

SENATORS:



Paul Bailey



Ferrell Haile



Mark Pody



Ken Yager

REPRESENTATIVES:



Clark Boyd



Johnny Garrett



Michael Hale



Kelly Keisling



Susan Lynn

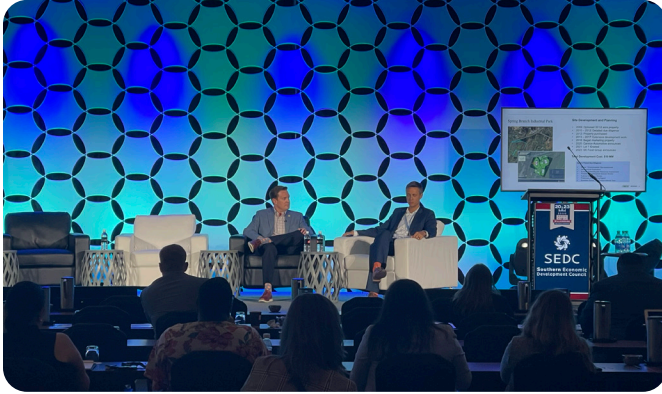


William Lamberth



William Slater

KEY EVENTS



SEDC



GOVERNOR'S CONFERENCE



2024 TVA ECONOMIC DEVELOPERS FORUM



2024 TVA ECONOMIC DEVELOPERS FORUM



2023 TVA ECONOMIC DEVELOPERS FORUM



2023 TVA ECONOMIC DEVELOPERS FORUM



TVA RURAL LEADERSHIP INSTITUTE

KEY EVENTS

State of Tennessee Funding Board in Nashville
 TVA's Economic Developers' Forum
 GNRC Annual Partnership Meeting
 Governor's Conference for Department of ECD
 Legislative Update at Good Morning Gallatin
 Sunset Review with TN Comptroller
 TVA Rural Leadership Conference
 TCeD Certification with UT-CIS
 Tennessee Economic Partnership Recruiting Japan
 Product Development & Site Planning Meeting
 Association of Tennessee Valley Governments Quarterly
 Tennessee Economic Partnership Quarterly Board Meetings
 Tennessee Economic Partnership-Chicago
 MTIDA Meetings
 Forward Sumner Annual Meeting
 Project Presentations & tours (multiple meetings)
 Tennessee Economic Development Council, Fall Meeting
 Dale Hollow RPO
 Port organizational meeting
 TN Achieves
 TN Economic Resiliency Course-UT CIS
 SEDC Annual Conference, Williamsburg, VA
 TVA Rural Development Roundtable
 SDG Meetings with Tennessee's Dept. of ECD
 Upper Cumberland Economic Developers Summit
 Congressman Rose's Rep. Ray Render
 TCAT Advisory Board Meetings
 Leadership Macon

UT: Center of Industrial Services (4 sessions)
 TVA's Workforce Institute
 GNRC Grant Team for Economic Development
 Trousdale County State of Address
 Tennessee Chamber of Commerce & Industry Annual Meeting
 UCDD Annual Economic Development Meeting: Macon & Smith
 Industrial Appreciation Lunch assisted by TCAT.
 ECD & TVA project Submissions
 GNRC Economic Developers Meeting
 Macon, Smith, Sumner, Trousdale, & Wilson Chamber Meetings
 Upper Cumberland Workforce Board
 Upper Cumberland Workforce Roundtable
 Upper Cumberland ED Summit Planning
 JECDB & IDB meetings (quarterly)
 Re-entry Simulation Training
 TEDC Day on the Hill
 UCDD Export Training
 TCEA Board of Directors Workshop
 Wilson County State of Address
 Site Selector Guild
 TN Economic Development Basic Finance- UT CIS
 TVA strategy session
 Basic Economic Development- UT CIS
 Governor Lee visit to Babynov Macon County
 G.I.V.E. Grant Collaborative
 Economic Development Forum
 Workforce Development TCED
 Smith County Chamber Industry Luncheon



TCED GRADUATES



KELSEY DANSBY RECEIVES TCeD



TEDC FALL CONFERENCE



TEDC DAY ON THE HILL

INDUSTRY LUNCHEON



GALLATIN ECONOMIC DEVELOPMENT



2023 ANNUAL MEETING



2023 CHRISTMAS MEETING



2023 CHRISTMAS MEETING



OVERVIEW OF THE TCEA REGION



POPULATION GROWTH

2029 Projected: 466,769

2024 Estimate: 434,495

POPULATION GROWTH

2024-2029 Projected: 7.43%

2020-2024 Growth: 8.42%

2010-2020 Growth: 23.71%

		MACON	SMITH	SUMNER	TROUSDALE	WILSON	TN CENTRAL
POPULATION	2010	22,248	19,166	160,643	7,871	114,016	323,944
	2020	25,216	19,904	196,281	11,615	147,737	400,753
	2024	26,810	20,735	209,129	12,694	165,127	434,495
	2029	28,351	21,503	222,224	13,904	180,787	466,769
PERCENTAGE GROWTH	2010-2020	13.34%	3.85%	22.18%	47.57%	29.58%	23.71%
	2020-2024	6.32%	4.17%	6.55%	9.29%	11.77%	8.42%
	2024-2029	5.75%	3.70%	6.25%	9.53%	9.48%	7.43%

		DAVIDSON	RUTHERFORD	WILLIAMSON	TENNESSEE	UNITED STATES
POPULATION	2010	626,635	262,603	183,199	6,346,016	308,745,377
	2020	715,884	341,486	247,726	6,910,840	331,449,281
	2024	717,924	373,276	269,779	7,149,607	336,157,119
	2029	734,175	403,711	291,238	7,405,821	344,209,992
PERCENTAGE GROWTH	2010-2020	14.24%	30.04%	35.22%	8.90%	7.35%
	2020-2024	0.28%	9.31%	8.90%	3.46%	1.42%
	2024-2029	2.26%	8.15%	7.95%	3.58%	2.40%

Source: Environics & Claritas 2024

EDUCATION OVERVIEW

2022-2023 ACT AVERAGE

Macon County	18.3
Smith County	19.3
Sumner County	20.2
Trousdale County	19.2
Wilson County	20.5
TN Central Region	19.5
Davidson County	17.4
Rutherford County	19.6
Williamson County	24.9
State of Tennessee	19.1
United States ¹	19.5



2022-2023 GRADUATION RATE

Macon County	92.3%
Smith County	97.4%
Sumner County	95.2%
Trousdale County	98.8%
Wilson County	98.0%
TN Central Region	96.3%
Davidson County	81.6%
Rutherford County	95.4%
Williamson County	97.1%
State of Tennessee	89.8%
United States ²	91.0%

Source: TN Department of Education, 1. ACT.org,
2. 2022-2023 wisevoter.com

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 Hartsville
TN College of Applied Technology in Lebanon
TN College of Applied Technology in Nashville
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

8.91% Less than High School Diploma	32.34% High School Diploma (GED)	20.83% Some College, No Degree	8.22% Associate Degree	19.86% Bachelor's Degree	9.83% Master's Degree and Beyond
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Source: Environics & Claritas 2024

2023-2024 PERFORMANCE INDEX

Cardinal Site Pad Ready

Sumner Site Up Graded

Port Operator Agreement Cumberland Valley
River Port

Port Permit for Dredging

Funding Extended Six Years to 2030

State Of Tennessee Funding Board Approval

Macon County-Lafayette Industrial Park Official
Closing

TCEA Promotional Campaign for State of
Tennessee Legislatures

Tennessee Certified Economic Developer
Certification-Kelsey Dansby

International Recruiting with Dept of ECD

Leadership Macon: Kelsey Dansby

Property Research Committee Formed for
Powercom Future

Macon County Fam Tour with ECD

TCEA Website Enhancements Installed

16 RFP/RFI Responses to ECD & TVA

Investprep Site Visit at Macon County/
Lafayette

New Signage Upgrading Powercom

3 FDI Site Visits

TCEA'S PARTNERS FOR SUCCESS



2023-2024 FISCAL OVERVIEWS

General Fund (Staff & Office Operations)

REVENUES

\$504,991.72

Rent

\$248,623.81

Other

TOTAL REVENUES:
\$753,615.53

EXPENDITURES

\$299,868.89

Salaries & Benefits

\$30,349.53

Contract Services

\$34,776.56

Office Expenses

\$19,068.46

Advertising & Marketing

\$16,122.47

Meeting & Event Expenses

\$27,362.93

Travel

\$2,773.48

Miscellaneous

\$8,624.34

Dues & Fees

TOTAL EXPENDITURES:
\$438,946.66

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

REVENUES

\$1,019,177.76

TVA In-Lieu-of-Tax Funding

\$102,422.63

Other

TOTAL REVENUES:
\$1,121,600.39

EXPENDITURES

\$218,815.00

Grant Programs

\$126,299.59

Contract Services & Labor

\$585,689.18

PowerCom Expenses

(Infrastructure, Site Development & Repair & Maintenance)

\$189,100.00

Admin Fee & Other Miscellaneous Expenses

\$112,687.62

Port Development

TOTAL EXPENDITURES:
\$1,232,591.39

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 Lochinvar, Simpson-Strongtie, HighPoint Health System, NIC Global, Insteel Wire, 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. Beginning Monday 5/18 we will go back on a modified schedule. Following the social distancing standards, we will bring back student in small numbers for lab work. We have strict guidelines which will be in place for all who enter our buildings.



The Tennessee Central 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 Tennessee Central region. Charles Alexander, the Center's Director, can provide private counseling at the following locations in the Tennessee Central Region. Please contact specific location for appointment.

MT. JULIET CHAMBER
615-758-3478

LEBANON CHAMBER
615-444-5503

VSCC
615-230-4780



Charles Alexander
Director
TSBDC

2024-2025 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 communities.
- » Apply and execute grants to improve economic development standards.
- » Increase industrial product development in the five-county region.
- » Open a port on the Cumberland River.
- » Engage with the PowerCom Property Committee's Vision.
- » 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 the PowerCom Industrial Center & Zwirner Building.
- » Participate with RPO and TDOT for regional highway infrastructure.

BUSINESS & WORKFORCE DEVELOPMENT ASSISTANCE

- » Enhance job growth in the region & accelerate Existing Industry.
- » Serve on the Tennessee Economic Partnership Board.
- » Serve on the Upper Cumberland Workforce Board.
- » Partner with SBA's TN Small Business Development Centers to assist entrepreneurs and start-up companies.
- » Create a CEO Roundtable.
- » Serve on the Tennessee College (TCAT)/Hartsville's Advisory Board.
- » Market TCAT, UT CIS, & VSCC training services to regional industries.
- » 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.
- » Website support with news updates & resources throughout digital assets.
- » Manage the daily operations of the office and admin processes.
- » Research, pursue, and apply for funding opportunities.
- » Management of the PowerCom Industrial Center and tenant relationships.
- » Maintain professional affiliations with the TNECD, 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

- » Enhance the public awareness & vision of the TCEA.
- » Establish Tennessee Central internally in the five-county region 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.

GOVERNOR LEE VISITS BABYNOV - MACON



ACROSS THE REGION



WILSON COUNTY MAYOR HUTTO'S
OPEN HOUSE



PROJECT RECOVERY SITE VISIT



WILSON COUNTY STATE OF ADDRESS



TCEA STAFF WITH REPRESENTATIVE WILLIAM SLATER



TCEA STAFF WITH SENATOR FERRELL HAILE



LUNCH & LEARN WITH REPRESENTATIVE CLARK BOYD



LUNCH & LEARN WITH
REPRESENTATIVE CLARK BOYD



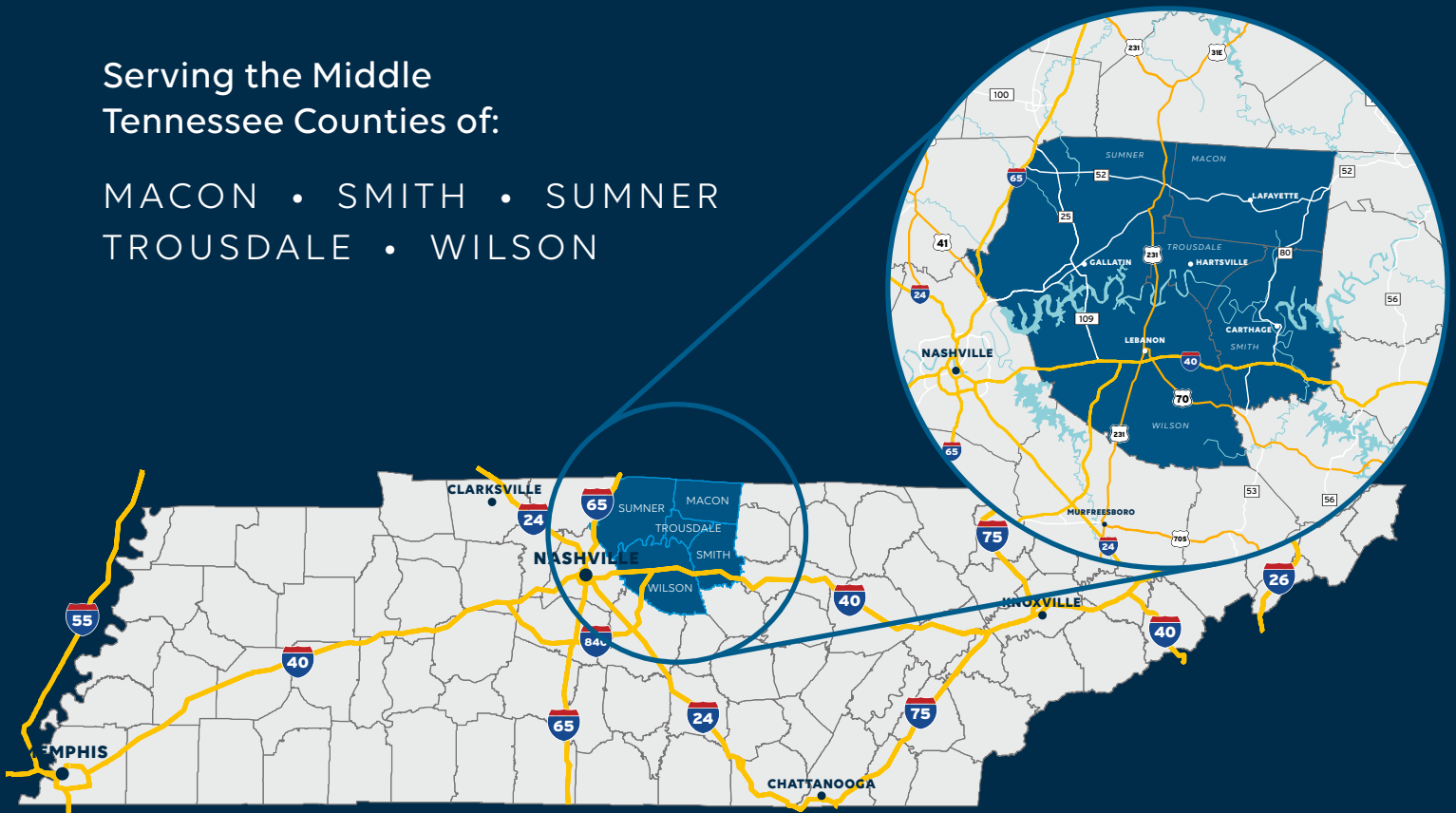
TEP SEUS JAPAN



PROJECT TOPAZ SITE VISIT

Serving the Middle
Tennessee Counties of:

MACON • SMITH • SUMNER
TROUSDALE • WILSON



TENNESSEECENTRAL.ORG

Charly Lyons, President/CEO

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