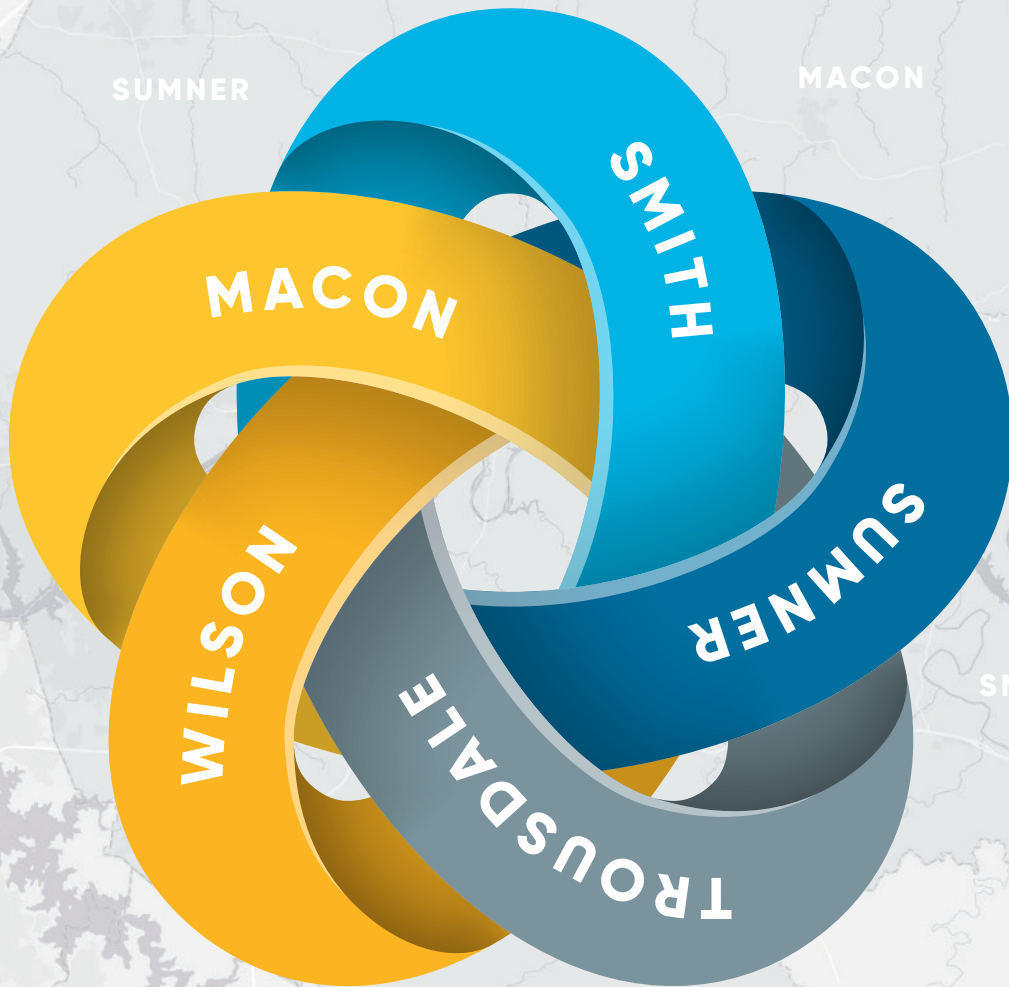


TENNESSEE CENTRAL

ECONOMIC AUTHORITY

2025
2026
ANNUAL
REPORT



FIVE COUNTIES. *One Vision.*

TENNESSEECENTRAL.ORG

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Executive Director's Member Spotlight

HONORING A LEGACY OF VISIONARY LEADERSHIP

Steve Jones

Every year in our Annual Report, the Tennessee Central Economic Authority takes a moment to highlight an individual whose outstanding contributions have fundamentally shaped the trajectory of our region. In this edition, it is our distinct honor to feature Macon County Mayor Steve Jones for his 12 years of exceptional service on the TCEA Board of Directors.

Economic development is rarely about quick wins; it is about planting seeds for future generations. For over a decade, Mayor Jones has been a cornerstone of that long-term vision for our five-county region. His tenure on the board has been defined by a balance of deep commitment to industrial advancement paired with a dedication to preserving the unique rural roots and agricultural heritage that make Middle Tennessee home.



A PILLAR OF GOVERNANCE & LEADERSHIP

True leadership is measured by a willingness to serve in whatever capacity the community needs, and Mayor Jones' track record on the TCEA Board is an example of true dedication. Over his 12 year tenure, his peers have continuously called upon him to guide the authority through critical chapters of growth. He has steered our organization from every seat at the executive table, serving as:

- Board Chair for two transformational terms
- Vice Chair for two terms of strategic planning
- Secretary for three terms, ensuring the steady and transparent governance of our mission

Throughout these various roles, Mayor Jones has consistently looked beyond county lines to advocate for regionalism, infrastructure, and job creation that benefit the entire TCEA region. Under his guidance, we have witnessed milestones that benefit this region for decades to come, ensuring our communities maintain both economic viability and their cherished quality of life.

A LIFETIME COMMITMENT TO COMMUNITY & COUNTY

Beyond his formal titles, what truly sets Mayor Jones apart is his dedication to community service. His commitment to Macon County and the region is a lifetime calling, evident in the way he champions localized economic independence. He understands that a resilient economy requires a diverse portfolio, and his steady, reassuring presence has helped TCEA navigate periods of regional growth during his leadership.

AN ENDURING IMPACT

On behalf of the TCEA Team, the Board of Directors, and the communities we serve, we extend our gratitude to Mayor Steve Jones. Twelve years of board service represents countless hours of dedication, strategic debate, and shared victories.

Mayor Jones' influence is permanently woven into the fabric of our progress. We celebrate his contributions and his dedication to making our region a better place to live, work, and do business. Thank you, Mayor Jones, for leaving an indelible mark on the Tennessee Central Economic Authority.

PowerCom Industrial Center

Executive Director's Project Spotlight

IMPACT OF THE RIDGELINE EXPANSION PROJECT

The Ridgeline Expansion Project brought a major regional energy infrastructure project directly through Tennessee Central's footprint, with activity tied to both Smith and Trousdale counties. For TCEA, the project became more than a construction corridor. It demonstrated how PowerCom Industrial Center can support large-scale industrial and infrastructure activity when land, port access, storage capacity, and logistics needs align.

PowerCom played a direct role in the project's execution. Pipe for the project was received through the PowerCom Industrial Center port, and Enbridge leased more than 40 acres at the site for pipe storage, equipment staging, and laydown yard activity.

That activity created a clear example of PowerCom's value as a regional industrial asset. While the site has long-term development challenges that require focused strategy, Ridgeline showed that PowerCom can serve users with specialized logistics, large-acreage storage needs, controlled access, and project-based industrial demand.

The project also reinforced the importance of regional coordination. Infrastructure, workforce, transportation, utilities, and land use all intersect in projects of this scale. By supporting Ridgeline, TCEA helped position the region as a practical partner for complex energy and industrial infrastructure projects.

IMPACT HIGHLIGHTS

PORT UTILIZATION

All pipe for the project was received through the PowerCom Industrial Center port.

LAND ACTIVATION

Enbridge leased more than 40 acres at PowerCom Industrial Center for pipe storage and equipment laydown.

REGIONAL VISIBILITY

The project brought major infrastructure activity into the TCEA region and highlighted the strategic value of industrial land, port access, and rural logistics capacity.

WHY IT MATTERS

Ridgeline gives TCEA a real-world case study for PowerCom Industrial Center. It shows that the property can serve a targeted role in regional economic development when matched with the right users and the right project needs.



ECONOMIC DEVELOPMENT SUCCESSES

2025-2026

Macon

TENNPLASCO (MANAR)

FEATURED PROJECT



Manar's acquisition of additional industrial park property in Lafayette represents a long-term commitment to manufacturing growth in Macon County. The company purchased nearly 13 acres to support future development, providing room for Tennplasco's operations to expand capacity, serve customers, and continue investing in the local community.

As a custom plastic injection molding company, Manar serves a range of industries including automotive, aerospace, medical, consumer products, industrial, lawn and garden, and power and energy. The project also reflects the value of local industrial park readiness, showing how available land can help existing employers plan for future growth instead of looking outside the community.

EXISTING INDUSTRY GROWTH + 12.94 ACRES + FUTURE MFG CAPACITY

CITY OF RED BOILING SPRINGS INFRASTRUCTURE PLANNING GRANT

The City of Red Boiling Springs received a \$500,000 Infrastructure Planning Grant to support long-term water and sewer system planning. This type of investment is an important first step toward future readiness, giving the community better information to prioritize infrastructure needs and prepare for growth opportunities.

Smith

KOREA ZINC

FEATURED PROJECT



Korea Zinc's selection of Gordonsville as part of its first U.S. operations is one of the most significant industrial announcements in Tennessee history. The company's statewide investment includes new production facilities in Clarksville and Gordonsville, with Smith County expected to gain 320 new jobs over the next five years.

In Gordonsville, Korea Zinc plans to reopen a former mine, bringing industrial activity back to a site with deep local significance. For Smith County, the project represents both job creation and a major return of advanced materials production tied to critical minerals and nonferrous metals.

320 NEW JOBS + FORMER MINE REOPENING + \$6.6B STATEWIDE INVESTMENT

RIDGELINE EXPANSION PROJECT

The Ridgeline Expansion Project includes activity through Smith County as part of a larger regional natural gas infrastructure investment. The project adds visibility to Smith County's role in the regional energy corridor and supports broader infrastructure capacity tied to Tennessee's evolving power needs.

ECONOMIC DEVELOPMENT SUCCESSES

2025-2026

Sumner

SHOALS TECHNOLOGIES GROUP

FEATURED PROJECT



Shoals Technologies Group opened a new 638,000-square-foot Mega Facility in Portland, strengthening Sumner County's role in domestic energy infrastructure manufacturing. The facility is backed by a \$30 million investment, with a total commitment of up to \$80 million over five years.

The new campus consolidates Shoals' existing Tennessee operations into one centralized location and expands production capacity for solar, battery energy storage, and data center power infrastructure. For Portland and Sumner County, the project reinforces the area's growing identity as a hub for clean energy, advanced manufacturing, and high-demand electrical infrastructure.

638,000 SF FACILITY + \$80M INVESTMENT + SOLAR/DATA CENTER INFRASTRUCTURE

CREATE ENERGY EXPANSION

Create Energy announced a major clean-tech expansion across Sumner and Robertson counties, including a \$78 million investment and more than 1,000 new jobs. The project strengthens Middle Tennessee's position in renewable energy manufacturing and adds momentum to Sumner County's growing clean-tech sector.

GALLATIN – CDF DISTRIBUTORS HEADQUARTERS

CDF Distributors is relocating its headquarters and manufacturing operations to Gallatin through a \$26.1 million investment. The project will create 85 new jobs and increase the company's production capacity, keeping a homegrown Sumner County company positioned for continued national growth.

GALLATIN – INFRASTRUCTURE DEVELOPMENT DISTRICT

Gallatin became the first city in Tennessee to establish an Infrastructure Development District under the state's new 2025 legislation. The Big Station Camp IDD creates a new model for funding growth-related infrastructure through private assessments rather than placing the burden on general taxpayers.

GALLATIN – SIMPSON-STRONG TIE

Simpson Strong-Tie opened a major new manufacturing facility in Gallatin, strengthening the city's advanced manufacturing base. The \$125 million facility supports the company's production of anchors, fasteners, and related building products while retaining and expanding skilled manufacturing employment.

GALLATIN – WEYERHAEUSER

Weyerhaeuser is establishing its first Tennessee distribution center in Gallatin, bringing new investment and jobs to the local building products sector. The facility will support residential, multi-family, and light commercial construction markets while strengthening Gallatin's position in regional distribution.

PORTLAND – CREATE ENERGY

As part of Create Energy's broader expansion, the company's Portland facility will continue to play a role in the company's growth strategy. The project helps position Sumner County not only as a manufacturing location, but also as part of a larger clean-energy innovation and production network.

Summer Continued

PORTLAND – TCAT PORTLAND EXPANSION

The TCAT Portland expansion will add new instructional space, labs, shops, student support areas, and training capacity for the region. This investment directly supports workforce development by expanding access to technical education aligned with the needs of local employers.

WHITE HOUSE – ADVANEX AMERICAS

Advanex Americas is expanding its U.S. headquarters in White House with an \$11.4 million investment. The project will add 60,000 square feet of manufacturing and warehouse space and create 56 new jobs, supporting the continued growth of a global precision components manufacturer in the region.

Trousdale

TCAT HARTSVILLE EXPANSION

FEATURED PROJECT



The TCAT Hartsville expansion is a major investment in the region's workforce pipeline. The project includes a new 69,687-square-foot multidisciplinary educational facility, along with 3,500 square feet of additions and renovations to existing campus facilities.

The new space will include laboratories, classrooms, and student and staff support areas designed to simulate real-world working conditions. For Trousdale County, the expansion strengthens access to hands-on technical training and supports the workforce needs of regional employers.

NEW! 69,687 SF FACILITY + WORKFORCE TRAINING + STRENGTHENS ACCESS

HIGHWAY 141 EXPANSION

The SR 141 expansion is improving regional connectivity through a new alignment that bypasses Hartsville and supports smoother travel through the corridor. By reducing through-traffic and improving access between rural communities and larger transportation routes, the project supports both mobility and economic competitiveness.

RIDGELINE EXPANSION PROJECT

Trousdale County played a central role in the Ridgeline Expansion Project through activity connected to PowerCom Industrial Center. With pipe received through the port and more than 40 acres leased for storage and laydown activity, the project highlighted PowerCom's ability to support large-scale infrastructure logistics.

TVA COOLING TOWER IMPLOSION

TVA safely imploded the long-unused Hartsville cooling tower in 2025, removing a major obsolete structure from the former nuclear plant property. The demolition marked a visible step in clearing aging infrastructure and preparing the property for safer long-term management and future opportunities.

ECONOMIC DEVELOPMENT SUCCESSES

2025-2026

Wilson

SCHNEIDER ELECTRIC

FEATURED PROJECT



Schneider Electric's Mt. Juliet manufacturing facility marks the first completed facility on the company's new campus in Wilson County. The newly opened facility spans more than 500,000 square feet and is part of a larger two-building campus expansion, with a second neighboring facility of more than 540,000 square feet also under construction.

Together, the facilities will manufacture custom power distribution products that support critical infrastructure, including data centers, buildings, industry, and utility systems. For Wilson County, the project strengthens the region's position in advanced manufacturing, energy technology, and the fast-growing infrastructure supply chain.

500,000+ SF OPENED + 540,000+ SF COMING + ENERGY TECHNOLOGY MFG

CEDARTREE INDUSTRIAL PARK

Cedartree Industrial Park represents a major addition to Wilson County's industrial inventory, with plans for approximately 2 million square feet of warehouse and logistics space. Located near key transportation corridors, the development expands the county's ability to compete for large-scale industrial and distribution users.

CENTRAL PIKE INTERCHANGE & SCHOOLS

The Central Pike corridor continues to be a major focus for transportation and community infrastructure investment. Planned interchange improvements, roadway widening, and new school capacity reflect Wilson County's rapid population growth and the need to keep public infrastructure moving alongside development.

DENSO ADVANCED LOGISTICS CENTER

DENSO is investing \$69 million to build a new 280,000-square-foot advanced logistics center in Lebanon. The project will replace the company's current Wilson County operation with a larger, more technologically advanced facility while retaining approximately 100 area jobs.

IN-N-OUT BURGER

In-N-Out Burger opened its Lebanon restaurant as part of the company's first expansion into Tennessee. The location brings a high-profile national brand to Wilson County and adds new food service employment, visitor traffic, and commercial activity along a key retail corridor.

MT. JULIET RETAIL & INFRASTRUCTURE UPGRADES

Mt. Juliet is advancing several growth-related projects, including new retail development, a new fire station, and road improvements. Together, these projects show the city's effort to pair commercial growth with the public infrastructure needed to support residents, visitors, and businesses.

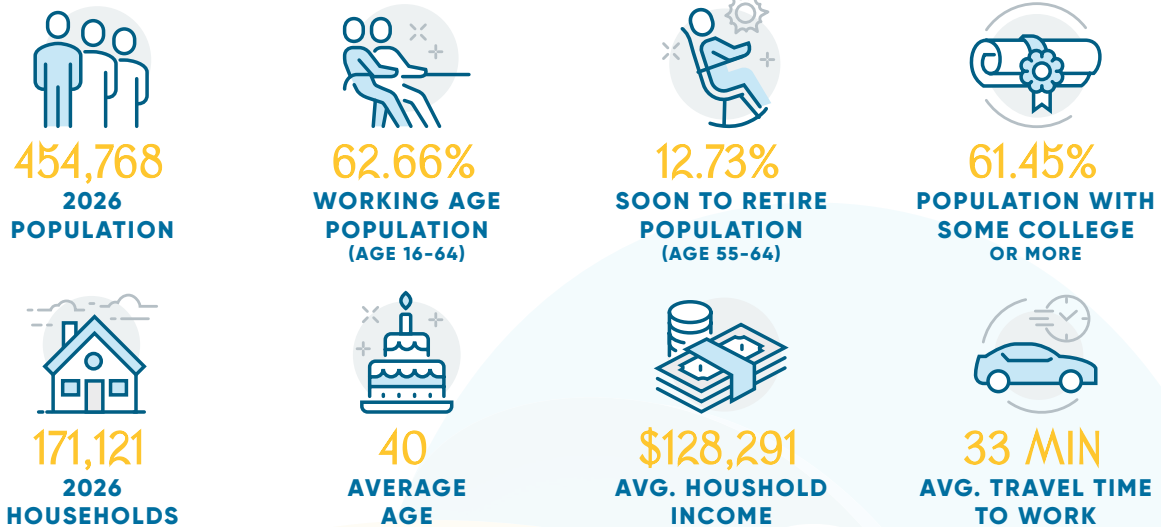
TUCKER'S GAP COMMERCIAL CORRIDOR

The Tucker's Gap Commercial Corridor is opening up a highly visible commercial site near major interstate access points. With strong traffic exposure and room for continued development, the project supports Wilson County's growing demand for retail, service, and mixed commercial activity.

Overview of the TCEA Region

DEMOGRAPHICS

KEY DEMOGRAPHICS OF THE TCEA REGION



TCEA POPULATION OVERVIEW

	MACON	SMITH	SUMNER	TROUSDALE	WILSON	TCEA REGION
POPULATION						
2010 Census	22,248	19,166	160,643	7,871	114,016	323,944
2020 Census	25,216	19,904	196,281	11,615	147,737	400,753
2026 Estimate	27,749	20,996	216,276	12,187	177,560	454,768
2031 Projection	29,442	21,760	229,750	12,485	195,861	489,298
POPULATION GROWTH						
2010-2020	13.34%	3.85%	22.18%	47.57%	29.58%	23.71%
2020-2026	10.04%	5.49%	10.19%	4.92%	20.19%	13.48%
2026-2031	6.10%	3.64%	6.23%	2.44%	10.31%	7.59%

BENCHMARK COMPARISONS

	DAVIDSON	RUTHERFORD	WILLIAMSON	TCEA REGION	TENNESSEE	UNITED STATES
POPULATION						
2010 Census	626,635	262,603	183,199	323,944	6,346,016	308,745,377
2020 Census	715,884	341,486	247,726	400,753	6,910,840	331,449,281
2026 Estimate	738,554	387,310	274,372	454,768	7,318,990	342,965,686
2031 Projection	762,558	416,538	291,098	489,298	7,603,242	351,802,157
POPULATION GROWTH						
2010-2020	14.24%	30.04%	35.22%	23.71%	8.90%	7.35%
2020-2026	3.17%	13.42%	10.76%	13.48%	5.91%	3.48%
2026-2031	3.25%	7.55%	6.10%	7.59%	3.88%	2.58%

Sources: 2026 Claritas Environics, Younger Associates

Overview of the TCEA Region

EDUCATION

2024-2025 ENROLLMENT

Macon County	4,113
Smith County	2,962
Sumner County	30,232
Trousdale County	1,371
Wilson County	20,410
TN Central Region	59,088
Davidson County	78,040
Rutherford County	51,318
Williamson County	40,992
Tennessee	970,302

2024-2025 GRADUATION RATES

Macon County	98.8%
Smith County	96.2%
Sumner County	97.5%
Trousdale County	96.6%
Wilson County	98.5%
TN Central Region	97.5%
Davidson County	85.7%
Rutherford County	97.2%
Williamson County	97.5%
Tennessee	92.1%

2024-2025 ACT AVERAGES

Macon County	18.3
Smith County	19.0
Sumner County	20.7
Trousdale County	19.4
Wilson County	20.7
TN Central Region	19.6
Davidson County	17.6
Rutherford County	19.9
Williamson County	25.2
Tennessee	19.3

2024-2025 STUDENT:TEACHER RATIO

Macon County	17:1
Smith County	15:1
Sumner County	16:1
Trousdale County	16:1
Wilson County	17:1
TN Central Region	16:1
Davidson County	17:1
Rutherford County	16:1
Williamson County	17:1
Tennessee	16:1

2024-2025 CTE* CONCENTRATORS

Macon County	92.7%
Smith County	90.6%
Sumner County	76.7%
Trousdale County	83.7%
Wilson County	74.6%
TN Central Region	83.7%
Davidson County	52.8%
Rutherford County	67.5%
Williamson County	56.2%
Tennessee	63.3%

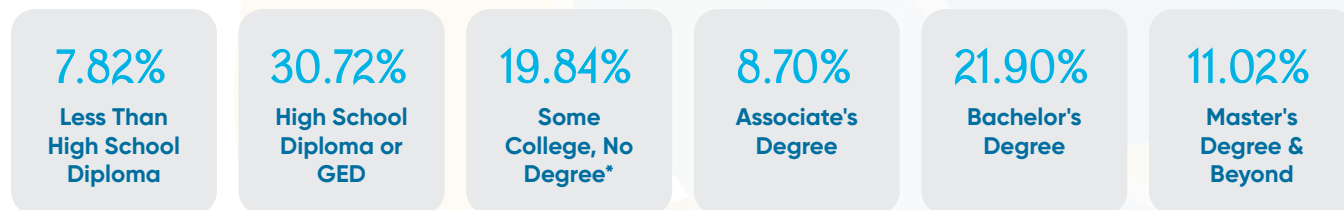
UNIVERSITIES & COLLEGES

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

*CTE = Career Technical Education, A student is identified as a CTE concentrator when the student completes two or more credits within a single CTE program of study following the sequencing requirements defined by the CTE program of study.

Sources: 2024-2025 TN Dept. of Education Report Card (2023-2024 student cohorts), Younger Associates

2026 EDUCATIONAL ATTAINMENT OF THE TCEA REGION



Sources: 2026 Claritas Environments, Younger Associates

*Note: Some College, No Degree may include individuals who also hold post-secondary, nondegree credentials, such as certifications, licenses, or trade/vocational training.

PARTNERS FOR SUCCESS

GOVERNMENT & LOCAL INITIATIVES



DEVELOPMENT DISTRICTS



EDUCATION & TRAINING



FISCAL OVERVIEW

2025-2026

General Fund

(STAFF & OFFICE OPERATIONS)

REVENUES

\$637,002.62

Rent

\$268,344.58

Other

TOTAL REVENUES

\$905,347.20

EXPENDITURES

\$281,866.47

Salaries & Benefits

\$35,983.08

Contract Services

\$39,830.11

Office Expenses

\$21,348.49

Advertising & Marketing

\$26,547.31

Meeting & Event Expenses

\$21,768.37

Travel

\$10,844.64

Training & Education / Miscellaneous

\$8,303.57

Dues & Fees

TOTAL EXPENDITURES

\$446,492.04

Capital Improvements Fund

(POWERCOM INDUSTRIAL CENTER & OFF-SITE DEVELOPMENT)

REVENUES

\$1,147,292.12

TVA In-Lieu-of-Tax Funding

\$989,270.21

Other (Grants & Interest)

TOTAL REVENUES

\$2,136,562.33

EXPENDITURES

\$53,884.00

Grant Programs

\$95,573.65

Contract Services & Labor

\$120,064.70

PowerCom Expenses
(Infrastructure, Site Development, Repair, & Maintenance)

\$188,161.30

Admin & Other Miscellaneous Expenses

\$27,576.00

Port Development

TOTAL EXPENDITURES

\$485,259.65

BUSINESS & WORKFORCE DEVELOPMENT



TENNESSEE COLLEGE
OF APPLIED TECHNOLOGY
HARTSVILLE

The Tennessee College of Applied Technology Hartsville fully supports the ongoing efforts of the Tennessee 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 Strong-Tie, 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.

TCAT Hartsville is excited to announce a 70,000-square-foot expansion that will open in Fall 2026. This new space will allow us to offer a wider range of hands-on training programs to meet the growing needs of our students and local workforce. New programs will include Cosmetology, Esthetician, Nail Tech, Dental Assistant, Digital Graphics, Lineman, and Diesel Technology. This expansion represents a major step forward in our mission to provide high quality, career-focused education right here in our community.



AMERICA'S
SBDC
TENNESSEE

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 a specific location for an appointment.



CHARLES ALEXANDER
DIRECTOR

MT. JULIET CHAMBER
615-758-3478

LEBANON CHAMBER
615-444-5503

VSCC
615-230-4780

WORK STRATEGIES

2026-2027

ECONOMIC DEVELOPMENT PROGRAM

- Market & promote the Tennessee Central as a five-county region.
- Respond to Requests for Proposal for the region or individual communities.
- Apply and execute grants to improve economic development standards.
- Increase industrial product development in the five-county region.
- Continue strategic planning efforts to guide PowerCom property development and long-term marketability.
- Provide our five-county region with grants opportunities for industrial development.
- Provide 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.
- Participate with RPO and TDOT for regional highway infrastructure.

BUSINESS & WORKFORCE DEVELOPMENT ASSISTANCE

- Enhance job growth in the region & accelerate existing industries.
- Partner with SBA's TN Small Business Development Centers to assist entrepreneurs and start-up companies.
- Market TCAT, UT CIS, & VSCC training services to regional industries.
- Assist with job fairs in the region.
- Assist workforce development programs in the TN 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.
- Acquire 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.
- Manage 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, the 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 Directors' request for other regional opportunities.
- Aggressively pursue new projects and tenants.
- Partner with & support MTIDA's programs for our communities.
- Expand port and PowerCom Industrial Center infrastructure.
- Partner with port tenant to expand port operations.

re:Vision

A COMMUNITY PEERFORMANCE PROGRAM



TCEA'S RE:VISION PROJECT

In 2026, the Tennessee Central Economic Authority participated in a strategic assessment designed to evaluate the region's economic development position, identify opportunities for improvement, and create a practical roadmap for future action.

The project was initiated through TVA Economic Development, which retained VisionFirst Advisors to conduct the assessment. VisionFirst approached the work through the lens of a competitive site search, evaluating how the region appears to businesses, site selectors, partners, and prospective investors.

As part of the process, VisionFirst gathered stakeholder feedback, reviewed regional data, assessed competitiveness, and developed recommendations to help TCEA better serve its five-county region.



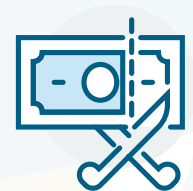
421,815
RESIDENTS IN THE
5-COUNTY REGION



2.4%
ANNUAL POPULATION
GROWTH



65.9%
LABOR FORCE
PARTICIPATION RATE



94.6
COST OF LIVING
INDEX

KEY TAKEAWAYS

A STRONGER FOUNDATION IS TAKING SHAPE.

Over the past year, TCEA has clarified priorities, strengthened partnerships, and positioned itself for a more focused regional role. This work builds on key regional advantages, including collaboration, population growth, strong labor force participation, and a competitive cost of living.

CLARITY AND COORDINATION ARE FOCUS GOALS.

Stakeholder feedback showed a need to better define TCEA's role, improve internal communication, reconnect with existing industry, and align partners around shared priorities.

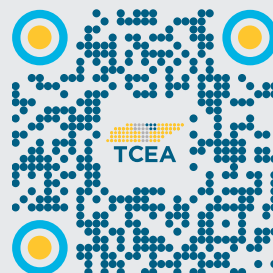
SITE READINESS AND WORKFORCE STRATEGY MATTER.

Infrastructure capacity, available industrial sites, PowerCom strategy, workforce intelligence, and recruitment support were identified as important focus areas for future competitiveness.

MOVING FORWARD

The reassessment provides TCEA with a practical set of recommendations focused on defining its role, strengthening partnerships, supporting existing industry, improving site readiness, and building a more coordinated regional economic development strategy.

Scan the QR code to view
the full re:Vision report and
recommendations.



A Message from Our

EXECUTIVE DIRECTOR

Helene Singer Cash

LOOKING AHEAD

As we reflect on the past year, I am inspired from the progress we have achieved together and focused on the opportunities that lie ahead. Under the leadership of our Board, Tennessee Central Economic Authority has strengthened its foundation for sustainable growth, most notably through the transformative Ridgeline expansion—an initiative that has not only reshaped PowerCom Industrial Park but elevated its position as a competitive regional asset. This milestone reflects our shared vision of innovation, collaboration, and strategic investment.

OUR PARTNERS

Equally important is the strength of our partnerships across the five-county region, where we work with local governments, industry leaders, and community stakeholders to advance opportunities that benefit us all. Through collaboration with our business partners, we are fostering an environment where shared success drives regional prosperity.

RE:VISION

Looking forward, the ReVision Project—our comprehensive analysis conducted in partnership with Vision First and TVA—signals a new chapter of possibility. By deeply examining our strengths across the five-county region, we are poised to align our assets with emerging opportunities, ensuring that the successes of today becomes the groundwork for tomorrow.



About Helene

Helene Singer Cash is an Executive Leader and Certified Economic Developer dedicated to fostering Sustainable Economic Growth and vibrant communities within the Tennessee Central Economic Authority (TCEA) region. Her work is instrumental in driving the TCEA's mission to recruit, retain, and expand job opportunities across Macon, Smith, Sumner, Trousdale/Hartsville Metro, and Wilson counties.

With a professional background in economic development, financial planning, executive growth, and community engagement, Helene brings a holistic approach to her role. As an Economic Development Director for the City of Lebanon, she built the foundation for their economic development program, demonstrating a proven ability to create and launch impactful initiatives. Her experience as a Marketing Director/Realtor has further sharpened her skills in brand development and strategic re-launches, ensuring effective communication and outreach for the TCEA's programs.

Helene is a true collaborative strategist, adept at working with governmental bodies, businesses, and non-profit organizations to achieve shared goals. Her deep understanding of local & public policy and community dynamics allows her to navigate complex challenges and develop solutions that benefit all stakeholders, with a particular passion for supporting Sustainable Rural Communities. A graduate of the University of Tennessee's Center for Industrial Services (UT CIS) Economic Development program, Helene possesses the analytical and strategic skills to drive economic progress and enhance the quality of life throughout the Middle Tennessee Central region.

Michele Farley

REGIONAL DEVELOPMENT SPECIALIST

About Michele

Michele Farley serves as the Specialist Regional Development for the Tennessee Central Economic Authority (TCEA), a role that leverages her extensive skill set to drive strategic growth and foster community prosperity across the region. Michele brings a proactive energy to TCEA's mission of balancing economic advancement with the preservation of our region's rich community roots.

As a vital "boots on the ground" advocate, Michele focuses heavily on direct business-to-business (B2B) development. Her day-to-day efforts are dedicated to strengthening the regional economic ecosystem through a comprehensive, multi-faceted approach:

- **Business Retention & Recruitment:** Supporting existing local industries to ensure they thrive while actively identifying and welcoming new business investments to the region.
- **Workforce Development:** Bridging the gap between employers and talent by collaborating on initiatives that build a skilled, resilient, and future-ready workforce.
- **Community Engagement:** Cultivating deep partnerships with local leaders, stakeholders, and residents to ensure economic growth aligns with community identity and values.

Before transitioning to regional economic development, Michele built a strong foundation in public service and local governance. She served as the administrative assistant to the Mayor of Macon County, where she gained invaluable experience in community relations and executive administration. Demonstrating her commitment to professional standards, she also earned her certification as a Certified County Financial Officer (CCFO) for Macon County, developing her understanding of local government finance, budgeting, and public compliance.

Michele's passion for creating connections and her hands-on approach to economic development make her an invaluable asset to the TCEA team, local businesses, and the communities she proudly serves.



Natalie Johnson

EXECUTIVE ADMINISTRATOR

About Natalie

Natalie Walker Johnson serves as the Executive Administrator for the Tennessee Central Economic Authority (TCEA), playing a critical role in the daily operational success and long-term strategic alignment of the organization.

A proud Middle Tennessean who grew up in Lebanon and now lives on her family's century farm, Natalie brings a career deeply rooted in communication, connection, and professional excellence to the TCEA team.

Natalie holds a degree in Mass Communications from Middle Tennessee State University, which has served as the foundation for her diverse corporate background. She began her professional journey at Cracker Barrel's Home Office as a Retail Merchandise Coordinator, later relocating to Oklahoma City where she built a successful career with Barnes & Noble.

In recent years, she transitioned her skills into financial services, working as a Life Insurance Advisor with New York Life, where she specialized in strategic planning and helping families secure their futures with compassion and foresight.

Now, as the central administrative pillar of TCEA, Natalie translates her experience in corporate operations, client relationships, and strategic planning into driving the authority's core mission forward. She manages essential organizational workflows, coordinates board relations, and provides the vital structural backbone necessary to attract and sustain major economic and industrial investments. Passionate about the growth and long-term success of Middle Tennessee, Natalie ensures the authority consistently delivers seamless operations and impactful results for the regional economies and communities it represents.



TCEA ORGANIZATION

Our Team

HELENE SINGER CASH
EXECUTIVE DIRECTOR

MICHELE FARLEY
SPECIALIST REGIONAL
DEVELOPMENT

NATALIE JOHNSON
EXECUTIVE
ADMINISTRATOR

Our Board

CHAIRMAN



JACK MCCALL
TROUSDALE COUNTY
MAYOR

VICE CHAIRMAN



JOHN ISBELL
SUMNER COUNTY MAYOR

SECRETARY / TREASURER



JEFF MASON
SMITH COUNTY MAYOR



STEVE JONES
MASON COUNTY MAYOR



RANDALL HUTTO
WILSON COUNTY MAYOR



MAE WRIGHT
SENATE APPOINTEE



HEATHER BAY
HOUSE APPOINTEE



BOB ROCHELLE
BOARD ATTORNEY

Senators



PAUL BAILEY



FERRELL HAILE



MARK PODY



KEN YAGER

Representatives



CLARK BOYD



JOHNNY GARRETT



MICHAEL HALE



KELLY KEISLING



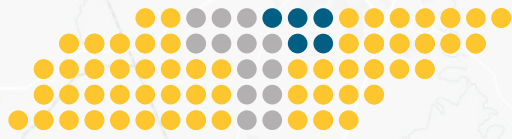
SUSAN LYNN



WILLIAM LAMBERTH

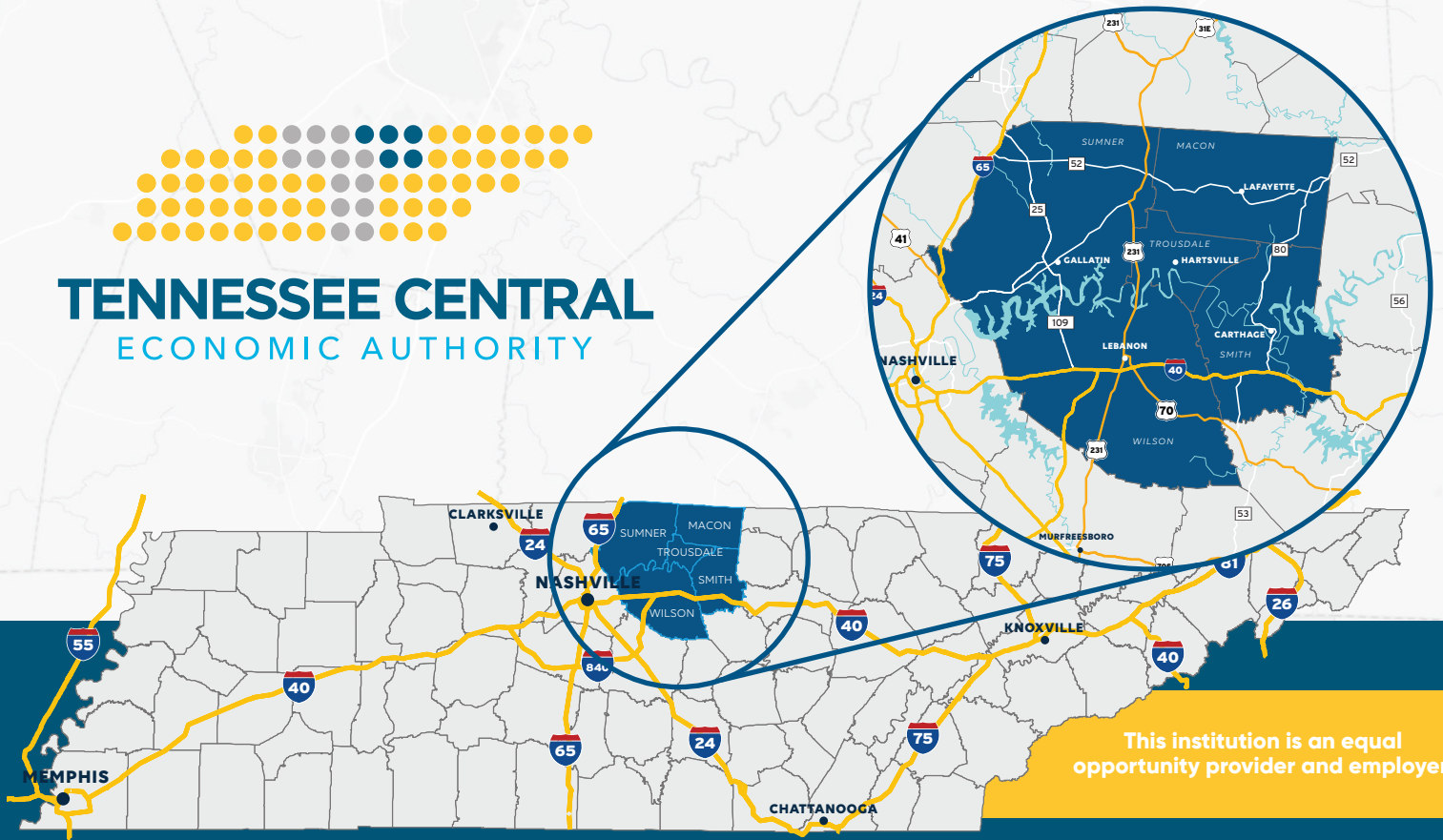


WILLIAM SLATER



TENNESSEE CENTRAL

ECONOMIC AUTHORITY



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Serving the Middle Tennessee Counties of:

- MACON
- SMITH
- SUMNER
- TROUSDALE
- WILSON

