



INDUSTRY LEADER

AUGUST 2019

Middle Tennessee Industrial Development Association

57th

2019 Annual Board of Directors Meeting and Economic Development Seminar



From Left:
Chris Davis, Brian Taylor, Mark Kimbell, Jessica Breaux, Keith Carnahan, Rodney Boyd
and Bob Bibb. Not Pictured: Chris Jones

MTIDA held its annual meeting of the Board of Directors on July 24, 2019, at the Embassy Suites in Cool Springs/Franklin, Tennessee.

The newly elected Executive Committee Members for 2019-2020 are:

President: Keith Carnahan

Meriwether Lewis Electric Cooperative

Vice President: Brian Taylor

CDE Lightband

Secretary-Treasurer: Chris Davis

Cumberland Electric Membership Corporation

Additional Executive Committee Members are:

Chris Jones, Middle Tennessee Electric
Membership Corporation

Rodney Boyd, McMinnville Electric System

Mark Kimbell, Gallatin Department of Electricity

Jessica Breaux, Tennessee Valley Authority

On July 25th, approximately 120 community, TN ECD, TVA, electric and natural gas distributors attended the Economic Development Seminar.

The keynote speaker was Dr. Ryan B. Jackson, Executive Principal, Mount Pleasant High School. Dr. Jackson's presentation was titled *"Building a 21st Century Workforce"*.

Debbie Clabo, Director of Tax Administration and Kayla Hampton, Tax Information Analyst, State of Tennessee gave a presentation titled *"Tax Incentive Jeopardy"*.

MTIDA Executive Director Bob Bibb and Assistant Director Kendrick Curtis presented MTIDA and Partner updates.

Lunch and the annual golf outing followed the seminar.





2019 Annual Golf Outing Winners



1st Place
Shawn Newman, John Jackson,
Jake West, and Jim Manning



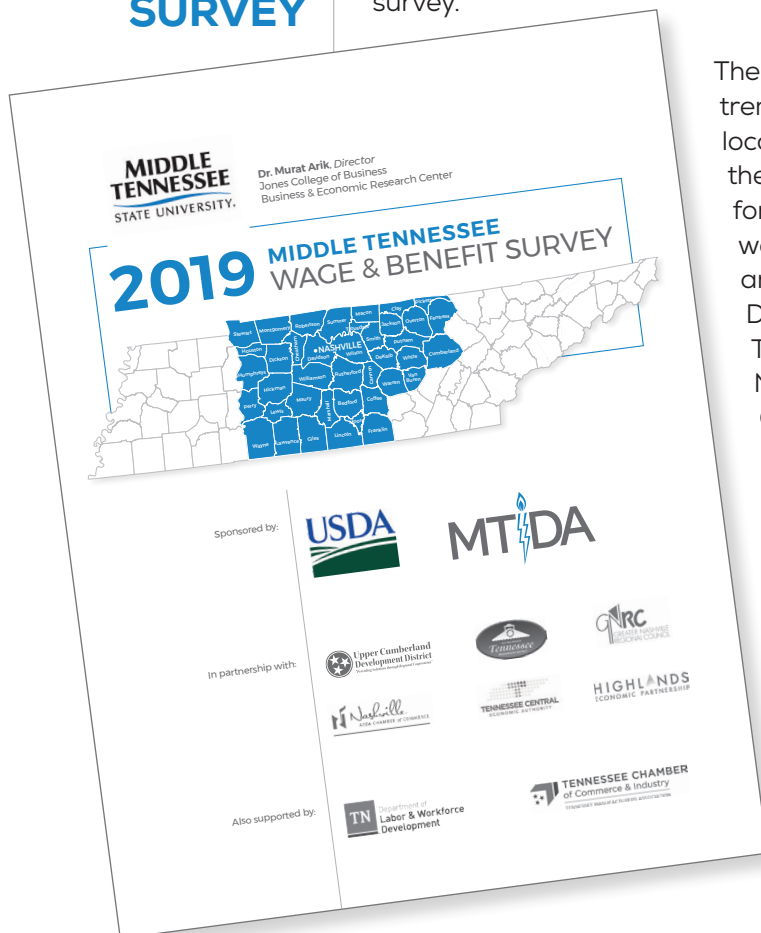
2nd Place
Tom Gregory, Cindy Stoker,
Robert Gardner, and Cody Huddleston



3rd Place
Dan Rodamaker, David Crowell,
Mark Kimbell, and Carl Brandt

2019 MIDDLE TENNESSEE WAGE AND BENEFIT INDUSTRIAL SURVEY

The second bi-annual wage and benefit survey of the middle Tennessee region has successfully concluded. During June and July 2019 over 300 industries completed the survey being conducted by the Business and Economic Research Center at Middle Tennessee State University. Survey results will be based on employment of Tennesseans in the 40-county region and will be prepared under the direction of Dr. Murat Arik. Reports focused on various geographic areas will be sent to participating companies this fall. The strong response rate of 25% will enable MTSU to present a clear picture of the compensation structure for industries in all of the mid-state. We greatly appreciate the time and effort participating companies invested in this survey.



The success of this survey was the result of the tremendous support provided by a number of local, regional and federal partners as well as the participating industries. Financial support for this regional economic development project was provided by the USDA Rural Development and regional partners at the Upper Cumberland Development District, South Central Tennessee Development District, Greater Nashville Regional Council, the Nashville Area Chamber of Commerce, Tennessee Central Economic Authority and Highlands Economic Partnership. Valuable in-kind support was provided by the staff of the Tennessee Chamber of Commerce, numerous industrial boards, and local chambers of commerce.

**For more information or questions,
please contact Kendrick Curtis at
kjcurtis@mtida.org.**

Western Express Investing \$88M In Tennessee Expansion

NASHVILLE (May) Western Express, Inc. officials announced that the company will expand in Davidson County. The freight and transportation company will invest \$88 million and create 225 new jobs in Nashville headquarters over the next five years.

Western Express is an asset based over the road carrier headquartered in Nashville. The company was founded in 1991 and operates more than 2,600 tractor trucks and 6,500 trailers. In 2018, Western Express was ranked a top 25 carrier based on revenue in the United States. Western Express employs more than 2,100 full-time positions in Tennessee and has a total of 3,600 employees worldwide.

With this expansion, Western Express will add new technology, business services and back office support



at its headquarters in Nashville. The company will also invest in new trucks, trailers, GPS and other transportation related equipment. In addition to the 225 headquarters positions, Western Express will hire more than 350 driving associates each year over the next five years. Western Express President and CEO Paul Wieck says in a statement that the company plans to exceed \$800 million in revenue this year.

Source: TNECD

New Manufacturer Establishing 70-Job Plant in Fayetteville

FAYETTEVILLE (May) Hematite Inc., the Canadian auto supplier, announced that they will establish a production facility in Fayetteville.

Hematite will invest \$11.5 million and create nearly 70 jobs over the next five years in Lincoln County. The company will retrofit a vacant industrial building at 49 East Park Drive. Hematite plans to be operational in the third quarter of 2020.

Hematite is a dynamic, full-service, Tier 1 supplier committed to engineering and integrated manufacturing of world-class, recycled products for automotive and industrial markets. The company's products are designed to manage the impact of acoustics, airflow and water on vehicles.

Hematite was "thinking green" before it was ever in vogue. In 1978, a chemical engineer named Charles Pavanel created a way to turn scrap materials from auto manufacturing processes into quality products that could be reinstalled as a new component in the vehicle. The idea came to Mr. Pavanel while working with The Ford Motor Company on a research and development project to find a way to recycle their PVC trim scrap. This waste was filling landfill sites at a rate of 16-20 million pounds per year from only two



of their Michigan-based facilities. The success of this project gave Mr. Pavanel the incentive to begin making products for other automotive manufacturers using these newly created recycled materials.

"We are really excited to have Hematite's next location situated in Fayetteville. The location is a strategic fit with our customers' locations as well as a great pool of local talent that we look forward to adding to our team. The process could not have worked better for us," said John Pavanel, President, Hematite Inc.

Hematite is headquartered in Ontario and operates a facility in Englewood, Ohio. It employs approximately 280 people.

Source: TNECD and Hematite website

AllianceBernstein Finds Itself Right at Home in Nashville

NASHVILLE (May) A year after announcing it would relocate its corporate headquarters to Nashville from New York City, AllianceBernstein (AB) is well on its way to hitting its goal employing more than 1,000 people in Middle Tennessee. In fact, the global financial firm's growth thus far in Nashville has far outpaced its leadership team's initial hope.

AB's decision to bring its corporate headquarters to Nashville marked one of Tennessee's largest – and most consequential – economic development wins in recent years. The firm's arrival opens the door for other major financial firms to potentially follow a similar course. But most immediately, the investment and research firm – which manages upwards of \$500 billion in assets around the globe – is investing more than \$70 million in a new downtown headquarters on Broadway, where AB plans to move by the end of 2020.

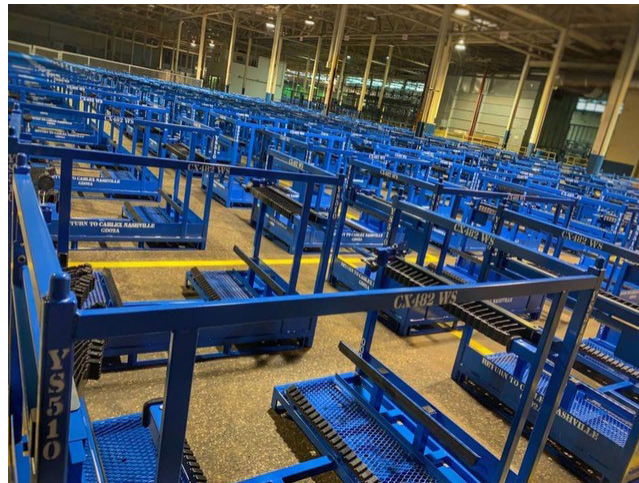
Source: TNECD



Auto Supplier Investing \$10M in Lawrenceburg

LAWRENCEBURG (May) Advanced Design Solutions Inc. officials announced the auto supplier will invest \$10 million and create nearly 180 jobs in Lawrenceburg.

Advanced Design Solutions will locate its operations in part of the former Murray Ohio Manufacturing Company facility at 100 Hicks Street in Lawrenceburg. Once it has completed renovations, the company anticipates it will start production in June 2019.



"Advanced Design Solutions is excited to be growing in Lawrenceburg, Tennessee," said Mark Booker, the company's president and founder. "Everyone we have met in Lawrenceburg has been exceptionally helpful. I came down to start my business here and feel like the community will grow this Lawrenceburg company. We look

forward to supporting our existing customers and growing our customer base in this region."

Established in 2001, Advanced Design Solutions' is a leading design and manufacturing company specializing in custom material handling packaging. ADS creates packaging solutions that can range from racking made of steel parts with various styles for internal dunnage, to bulk bins, wash trays, shipping and storage pallets, and WIP. The company's primary focus is on the production of steel racking and assemblies using structural steel components including tubing, channels, angles and flat bar.

Headquartered in Ontario, Canada, Advanced Design Solutions manufactures steel shipping racks for the auto industry. The company also operates a facility in Middletown, Ohio.

Source: TNECD



Medical Device Maker Moves HQ to Franklin

FRANKLIN (May) Medacta USA officials announced that the orthopedic and medical device maker will relocate its U.S. headquarters to Middle Tennessee from Chicago.

Medacta USA will invest \$2.5 million and create over 50 jobs in Franklin over the next five years. The company will establish its U.S. headquarters and a research and development lab in Bowers Park at 6640 Carothers Parkway.

A subsidiary of Switzerland-based Medacta International, Medacta USA specializes in the design and production of innovative orthopedic products and the development of accompanying surgical techniques. Founded in 1999, Medacta is a pioneer in developing new offerings with minimally invasive surgical techniques.

The announcement was made in conjunction with an open house and ribbon cutting ceremony at Medacta USA's new headquarters. The event highlighted recent company milestones as well as Medacta's commitment to responsible innovation that benefits patients, doctors, and the healthcare system at large.



Industry partners, advocates, clinicians, and employees heard from company executives and Franklin city officials on the importance of the move to Medacta's long-term potential and the company's newly added value to the region's technology and medical ecosystem.

Following the official ceremonies, attendees were invited to participate in a "Meet the Expert" reception and Product Showcase conducted by the Medacta Orthopedic Research and Education (M.O.R.E) Institute. The reception opened a two-day educational forum where surgeons from the US and Mexico receive intensive didactic and cadaveric training on the safe and effective use of Medacta's joint replacement and spine products.

Source: TNECD and Williamson Source

Giles County EDC Welcomes a New Executive Director

PULASKI (June) David Hamilton, of Paris, Tennessee has been named the new EDC director replacing Bethany Shockney, who resigned earlier this year to take a similar position in Limestone County, Alabama.

"I am excited to have the opportunity to join the leadership team tasked with attracting new job opportunities and investment to Giles County", stated David

Hamilton, newly appointed Executive Director of the Pulaski-Giles County EDC.

Hamilton added the driving force in his decision was the opportunity to work with a leadership team who had the foresight to invest in a certified site and prepare this community for economic growth.

From 2000-2013, Hamilton was president and CEO of the Dickson County Chamber of Commerce and, from 1992-2000, the executive director of Obion County Industrial Development Corporation.

He graduated from Union City High School, the University of Tennessee at Martin, Jackson State Community College and the University of Oklahoma Economic Development Institute.

Among companies Hamilton helped locate in communities where he has worked are Bridgestone APM (Japan), Dal-Tile, largest tile plant in the U.S., Tyson Foods, Metrican Stamping and Bavarian Polymers.

Source: www.radio7media.com

200 New Jobs Headed for Wilson County



LEBANON (June) Rooms To Go officials announced that the company will locate its new warehouse and retail outlet store in Wilson County.

The furniture company will invest \$69 million and create 200 new jobs in Middle Tennessee.

Founded in 1990, Rooms To Go is one of the nation's top selling furniture retailers. The company's designers coordinate complete room sets, choosing colors, fabrics, styles and furniture groupings, which are priced at a significant discount when purchased as a set.

Rooms To Go operates 226 stores across 10 states and Puerto Rico and has five retail stores located in Tennessee.

Rooms To Go will locate its new facility in Lebanon's Cedar Farms, an industrial building developed by Al Neyer and New York Life Real Estate Investors, an investment division within NYL Investors, a wholly owned subsidiary

of New York Life Insurance Company. Rooms To Go will utilize the 902,000-square-foot facility as a furniture warehouse and will add an additional 40,000 square feet, which will serve as a retail outlet.

The Wilson County facility will be the company's first outlet store in Tennessee and will give Rooms To Go easy access to three interstates and convenient delivery to 39 million people within 300 miles of Nashville.

Source: TNECD

ECD Site Development Grants

- Nine new Site Development Grants totaling more than \$1.3 million announced in June.
- TNECD's Site Development Grant program helps communities prepare industrial sites for business investment.
- Since 2016, TNECD has awarded 80 Site Development Grants across Tennessee .

TNECD (June) Tennessee Department of Economic and Community Development will spend more than \$1.3 million in 9 communities to move forward infrastructure and site development work aimed at landing large projects. The Site Development Grant program is part of the Rural Economic Opportunity Act supported by the Tennessee General Assembly for the last three years. Five of the properties are within the Middle Tennessee area. The following Middle Tennessee projects were included in this round of funding:

Joint Industrial Board of Celina and Clay County was granted \$59,992 for due diligence studies and grading plan at **Mitchell Street Industrial Property**.

Lewis County was granted \$80,155 for due diligence studies and master plan at the **Lewis County Industrial Park**.

Dickson County was granted \$39,872 for due diligence studies and master plan at the **Canterbury Site**.

The City of Shelbyville was granted \$133,000

for clearing, fence removal and access drive construction at the **231 North Business Park**.

Industrial Development Board of Smithville was granted \$235,000 for access road and brush removal at the **Smithville Industrial Park East Site**.

The Site Development Grant program works in tandem with TNECD's Select Tennessee Site Certification program. Since 2016, TNECD has awarded 80 Site Development Grants across the state, totaling nearly \$28 million in assistance to local communities.

Applications were reviewed by an advisory committee made up of TNECD, Austin Consulting, the Tennessee Valley Authority, Tennessee Department of Environment and Conservation, Tennessee Department of Transportation and USDA Rural Development.

Each application was supported by the community's senator and representatives in the Tennessee General Assembly.

Source: TNECD



Smithville Industrial Park East Site



LG Opens \$350M+ Clarksville Plant

CLARKSVILLE (June) LG Electronics' first U.S. washing machine manufacturing facility is officially open in Clarksville, Tennessee. State and local officials joined LG leadership as they cut the ribbon on the million-square-foot facility, which is believed to be the most advanced, integrated washing machine plant in the world.

More than 550 are employed at the facility, which houses two main assembly lines – one for top-load and one for front-load models. Advanced automation, robotics and engineered systems integration allow employees to change between models in a matter of minutes.

Tennessee supports a thriving household appliance manufacturing sector. The state ranks No. 1 in the nation in the industry, with more than 18,000 Tennesseans employed and over \$650 million invested over the past five years.

Dan Song, president of the LG Home Appliance and Air Solutions Company, spoke on behalf of LG at the company's ribbon cutting ceremony. ***"We are proud to bring state-of-the-art home appliance production technology and even more U.S. jobs to the great state of Tennessee,"*** he said. ***"Thanks to the support of local officials and the Montgomery County community, LG is expanding our business investments in the United States to better serve our customers."***

In February 2017, LG announced that the company would invest \$250 million to build its Montgomery County manufacturing facility and six months later, LG officially broke ground. Fast forward to today and LG has exceeded its investment by more than \$100 million at \$357 million.

Tennessee was one of eight states in the running for the project. LG's leadership noted the state's business climate and workforce as some of the key factors for the decision.

Tennessee ranks No. 1 in the nation for jobs created through foreign direct investment. Foreign-owned businesses employ more than 154,000 people throughout the state.

Korea is one of Tennessee's top countries for foreign direct investment. In addition to LG, Korean companies have invested over \$1 billion in private capital in the state and employ 3,300 Tennesseans.

Source: TNECD



Tennessee Makes Splash at SelectUSA

WASHINGTON, DC (June) The Volunteer State was represented well at the 2019 SelectUSA Investment Summit in Washington, D.C. June 10-12, 2019.

Middle Tennessee was on display for international companies looking to establish or expand operations in the United States at this year's SelectUSA Investment Summit held in Washington, DC. The SelectUSA Investment Summit is the highest-profile event dedicated to promoting foreign direct investment in the United States. The Summit brought together international companies, domestic economic development organizations and a range of other stakeholders to explore job-creating investment opportunities throughout the United States.



Representatives from TNECD, TVA, Upper Cumberland Development District, Nashville Area Chamber of Commerce, Tennessee Central Economic Authority, Maury County Chamber and Economic Alliance and MTIDA met with international companies and a range of other stakeholders seeking to explore job-creating investment opportunities throughout the U.S.

The annual summit draws global business investors and economic developers from across the U.S. The U.S. Ambassador to the Republic of Korea, Harry Harris, also dropped by Tennessee's booth to visit with the Tennessee delegation, which included TNECD's international office representatives and other economic development partners from across the state.

Source: MTIDA and TNECD



California Pharmaceutical Company Moves Headquarters to Nashville

NASHVILLE (June) Harrow Health, Inc. announced that the company will locate its headquarters operations in Nashville, moving from San Diego, bringing nearly 30 of its 140 positions to the area as it seeks to develop a local pharmaceutical sector that is largely limited to Cumberland Pharmaceuticals today. The healthcare company will invest more than \$500,000.

Harrow Health, Inc. is a publicly traded pharmaceutical company which, in addition to owning one of the nation's leading ophthalmology pharmaceutical businesses, ImprimisRx, has started and owns large stakes in five other pharmaceutical companies, including Eton Pharmaceutical, Surface Pharmaceuticals, Melt Pharmaceuticals, Mayfield Pharmaceuticals and Radley Pharmaceuticals. Harrow went public in early 2013 and generated \$41.3 million in sales last year, up more than 50 percent from 2017. It became profitable in 2018, with \$14.6 million net income.

Harrow Health will locate its new headquarters in an existing building in Nashville. The new facility will operate as the company's headquarters and will house the company's executive team.

Harrow Health founder and CEO Mark Baum spent 24 years in California and readily praises Nashville's cost of living, universities, food, friendly residents, four seasons, the music, the airport, amenities for kids and much better traffic conditions than he is accustomed to in California.

Source: TNECD and Tennessean

Mitsubishi to Relocate US Headquarters to Franklin



FRANKLIN (June) Mitsubishi Motors North America officials announced that the automaker will relocate its headquarters to Franklin from Cypress, California.

Mitsubishi Motors' move represents an investment in the county of \$18.25 million and brings approximately 200 jobs to Williamson County. Company officials expect to invite about 60 of its 200 employees in California to make the move to Franklin and will hire the remainder of employees from the Franklin office.

Since 1988, Mitsubishi Motors North America has been rooted in California. The relocation to Franklin will begin in August and be completed by the end of 2019. All departments will be relocating, including sales, marketing, IT, human resources, communications, parts and services, product planning, dealer operations, finance and legal.

Initially, Mitsubishi Motors will transfer operations to a temporary office in Franklin. Beyond that, the company is working with commercial real estate firm Jones Lang LaSalle to identify permanent offices.

The move is part of an ongoing plan to reinvent every aspect of Mitsubishi Motors in the U.S., from corporate leadership to dealer partners to every touchpoint in a customer's relationship. It will sharpen the company's focus on future growth and innovation.

Mitsubishi Motors' move highlights efforts taken across the Renault-Nissan-Mitsubishi Alliance to bring the companies closer together in key areas, including procurement, development and cost efficiencies. The choice of Franklin brings Mitsubishi Motors closer to its sister company, Nissan, which has its North American headquarters in Williamson County.

The automaker's arrival further cements Tennessee as an automotive powerhouse, perhaps second only to Detroit in terms of industry significance. With \$22.9 billion of foreign investment and 130,000 people employed, Tennessee's automotive manufacturing cluster includes three major assembly plants and automotive operations in at least 86 of the state's 95 counties.

Source: TNECD and Tennessean

San Francisco Firm Locates New HQ Division in Nashville

NASHVILLE (June) Pilot.com, Inc. officials announced that the company will locate its new account management headquarters in Nashville, which will be the company's second location. The software-based bookkeeping company plans to create more than 450 new jobs in Davidson County.

Pilot.com, Inc., founded in 2017 in San Francisco, provides a bookkeeping solution for startups and small businesses. The company specializes in freeing up founders and CEOs of companies from the process of keeping their company's books by providing software-based bookkeeping and customer support services to its customers.

Located in Nashville's Wedgewood-Houston neighborhood, Pilot.com's new office will house its finance operations and customer support teams. The company also plans on growing its base of software engineers at the facility.

Pilot.com attributed its decision to locate in Nashville to the city's growing tech and startup scene coupled with a strong group of accounting professionals stemming from the city's accounting and financial management schools.

Source: TNECD

Xtend Healthcare Expands in Sumner County

HENDERSONVILLE (June) Xtend Healthcare, LLC officials announced that the company plans to invest \$1.3 million and create 200 new jobs in Hendersonville.

Headquartered in Hendersonville, Xtend Healthcare is an industry leader and provider of comprehensive revenue cycle solutions for hospitals, physicians, and other healthcare providers. Founded in 2009, Xtend Healthcare employs more than 700 professionals in Tennessee. Today, Xtend Healthcare has over 1,300 revenue cycle professionals located in two service centers (Nashville, TN and Muncie, IN), co-located with our customers throughout the nation, and with our partner organizations offshore.

A subsidiary of Navient, Xtend Healthcare provides services to hospital systems, teaching hospitals, urban medical centers, critical access hospitals, children's hospitals and large physician groups. The company's solutions are customized and built around the specific needs of each client. Source: ????

Mars Petcare Opens New Pet Friendly Headquarters



FRANKLIN

(June) Mars Petcare US celebrated the grand opening of its new North American HQ in Franklin.

Mars Petcare invited the governor of Tennessee, a state representative and the mayor of Franklin to the grand opening of the company's 230,000 square foot office in Cool Springs. However, the dogs at the event couldn't have cared less about the dignitaries cutting a big blue ribbon. They were too busy enjoying the 9,000 square foot outdoor dog park.

"Everything about this place is designed with pets in mind," Mars Petcare North America president Mark Johnson said. The building has a doggy day care area for employees and large outdoor spaces where employees can take pets on walks, but the pet-centric philosophy extends to the smallest details. Builders installed hooks on the wall next to coffee makers so employees can tie up their dogs while brewing coffee. The company also installed water fountains for dogs below the coffee makers.

The 17.6-acre campus is the first building to be completed in the Ovation development. The project was supposed to include hotels, restaurants, retail stores and homes but remains unfinished. Several roads and traffic lights running through the development have now been completed.

There are about 200 dogs registered at the on-site doggy day care, and about 100 dogs come through each day. Other employees keep dogs at their desks. Each desk has a small carabiner allowing owners to tether their pets. Dogs on green leashes are perfectly friendly and safe to approach. It's best to ask before approaching a dog on a yellow leash. Employees' cats can't come to the office. The campus has two buildings connected by an indoor bridge. The five story C building is called the cat building, and the four-story D building is called the dog building.

The dog building includes a casual restaurant and a coffee shop operated by Frothy Monkey. The building also has a large fitness area for employees. Both buildings have baskets free Mars candy scattered throughout the office, including a basket right outside the fitness center.

There are between 600 and 700 employees working in the building, and they moved into the new office around Memorial Day weekend.

Mars employs more than 2,700 people across three factories, two offices and nearly 30 pet hospitals in Tennessee.

Source: Brentwood HomePage

Bioenergy Firm Enexor to Open \$5M Plant

FRANKLIN (July) Enexor BioEnergy LLC officials announced that the renewable energy company will expand its operations in Franklin and move into a new manufacturing facility.

Enexor will invest \$5 million and create approximately 50 jobs in Williamson County over the next two years. Enexor will locate its operations in a 40,000-square-foot facility at 1 Enterprise Court in Franklin, where it will conduct prototyping, testing and manufacturing.

Founded in 2015, the Franklin-based startup has developed a small-scale, renewable energy system that converts organic and biomass waste into clean electricity as well as hot and chilled water. This combined heating and power system has broad applications for commercial, industrial and institutional use.

Slated to become operational later this year, the firm's facility in Franklin will carry out prototyping, testing, and manufacturing of a renewable energy system. The technology processes organic and biomass waste into electricity and water. Products produced at the site will sold in Europe, Africa, Asia, and Latin America.

Source: TNECD



CBC Group Plans to Nearly Double its Workforce in Lewisburg



LEWISBURG (July) CBC Group officials announced that the company will invest \$3 million to expand its operations in Lewisburg and create 60 jobs.

CBC Group, formerly Christian Brands, will build a 60,000-square-foot addition to its distribution center at 1013 Veterans Drive in Lewisburg. Since 1948, the family-owned company has distributed church supplies and inspirational products under an assortment of brand names. Its customer base includes religious institutions, Christian retail stores as well as secular gift shops.

Headquartered in Phoenix, Ariz., CBC Group currently employs approximately 80 at its distribution and manufacturing campus in Lewisburg. Once the expansion is completed, CBC Group's Lewisburg facility will span more than 200,000 square feet. The company anticipates starting construction in July 2019 and expects to complete the expansion in January 2020.

Source: TNECD



Dog Food Maker Reveals \$3.65M Expansion of Franklin HQ



FRANKLIN (August) Red Collar Pet Foods is hungry for more in Franklin, as the specialty dog food manufacturer preps a multimillion-dollar expansion. President and CEO of Red Collar Pet Foods Chris Hamilton announced that the company will expand its headquarters operations in Williamson County.

The pet food manufacturer will invest \$3.65 million and create 30 new jobs in Franklin. Red Collar's headquarters is located at 1550 W. McEwen Drive.

Red Collar is a leading manufacturer of mainstream and premium private label dog food, dog treats, cat food and cat treats for national retail customers. The company produces dry dog and cat food, including mainstream, premium, meat-first and grain-free varieties. Red Collar's Franklin facility supports six other locations across the U.S.

In December 2018, the private equity firm Arbor Investments bought a pet food business from Mars Petcare U.S. The firm relaunched the business as Red Collar Pet Foods. At the time of the acquisition, Red Collar operated five manufacturing facilities in South Carolina, Ohio, Oklahoma and California. In February, Red Collar acquired Hampshire Pet Products, based in Joplin, Missouri.

Red Collar currently employs 50 people at its facility in Franklin. With this expansion, the company will be better equipped to keep up with growing demand.

Source: TNECD and Nashville Post

200 New Jobs Headed for Tullahoma

TULLAHOMA (August) EnableComp LLC officials announced that the Franklin-based company will expand its operations and establish a third office in Middle Tennessee.

EnableComp will invest nearly \$1 million to open an office in Tullahoma, where it will create 200 jobs over the next five years. The grand opening of its new facility is anticipated in September 2019.

The company's Tullahoma operation will process medical insurance claims from submissions to appeals.

EnableComp will locate its operations at 1400 Cedar Lane in Tullahoma.

EnableComp is a full-service processor of complex medical claims, serving more than 800 healthcare providers across 39 states. Founded in 2000, EnableComp currently has approximately 240 employees at its headquarters in Franklin. The company processes 180,000 claims annually and uses clinical expertise, data driven analytics, managed care and proprietary technology to achieve optimal results for its clients.

Source: TNECD

TE Connectivity to invest \$15.7M in Tullahoma expansion



220 BILLION
Products
Manufactured Annually

\$14 BILLION
2018 Sales

75+ YEARS
of Leading in Connectivity

TULLAHOMA (August) TE Connectivity, 509 Airpark Drive, will invest more than \$15.7 million to expand its Tullahoma operations and create approximately 100 new jobs in Coffee County over the next three years.

TE Connectivity, headquartered in Switzerland, is a \$14 billion global industrial technology leader that manufactures more than 500,000 products that “connect and protect the flow of power and data” inside the things people use every day, from consumer electronics and communication networks to agricultural, automotive, aviation and aerospace equipment. Connectors and sensors that can be found in just about any vehicle, home, factory or office building in the world.

The Tullahoma plant specializes in multi-pin connectors that will be used in harsh environments. The connectors empower heavy construction, mining and agriculture equipment, as well as commercial vehicles. Including Deutsch operations, the company has operated in Tullahoma since 1997.

With this expansion, TE Connectivity plans on updating its current facility in Tullahoma and adding new equipment to its operations. The site expansion will add approximately 100 new jobs, including assembly and molding operators, maintenance technicians, engineers and supervisors.

“We have a very dedicated team in Tullahoma that has worked very hard over the last few years to win new business,” said plant manager Bryan Hall. “I am happy to see all of the hard work pay off. This is great news for the plant and the community, and we are excited to expand our workforce in Tullahoma as our growth continues.”

“We are excited about this development and I want to thank Bryan Hall and his team at TE Connectivity for this investment in our city,” said Tullahoma Mayor Lane Curlee. “They have been a valued member of our business community for many years now, and their increased presence will make Tullahoma’s economic vitality even stronger.”

TE Connectivity is one of 49 Swiss companies that call Tennessee home. TE employs 80,000 people at sites in 140 countries. TE Connectivity Ltd. reported net sales of \$3.4 billion during the fiscal third quarter, which ended June 28.

Tennessee Economic and Community Development (TNECD), TVA Economic Development, Tullahoma Area EDC and the Industrial Board of Coffee County assisted in the expansion project.

Source: Tullahoma News

Auto Supplier Expands in Mount Pleasant



MOUNT PLEASANT (August) Athena-SCE, Inc. officials announced the automotive supplier will invest more than \$3 million to expand operations in Maury County.

Athena-SCE will create 36 jobs as part of the expansion. The company will locate its operations at 424 William Springs Road in Mount Pleasant, where Athena SCE will build a 5,800-square-foot addition to its existing 32,500-square-foot facility. Athena-SCE anticipates the new facility will be fully operational in the fourth quarter of 2019.

With its parent company headquartered in Italy, Athena-SCE produces gaskets and other sealing devices for automotive and industrial applications.

Source: TNECD

Middle Tennessee Industrial Development Association 2019-2020 Executive Committee

President

Keith Carnahan | CEO
Meriwether Lewis Electric Cooperative

Vice President

Brian Taylor | Superintendent
CDE Lightband

Secretary/Treasurer

Chris Davis | General Manager
Cumberland Electric Membership Corporation

Members

Chris Jones | President
Middle Tennessee Electric Membership Corporation

Rodney Boyd | General Manager & CEO
McMinnville Electric System

Mark Kimbell | General Manager
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Jessica Breaux | Regional Consultant
Tennessee Valley Authority



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