



# INDUSTRY LEADER

JANUARY 2020

Middle Tennessee Industrial Development Association

## Executive Director's Message



Robert T. (Bob) Bibb  
*Executive Director*

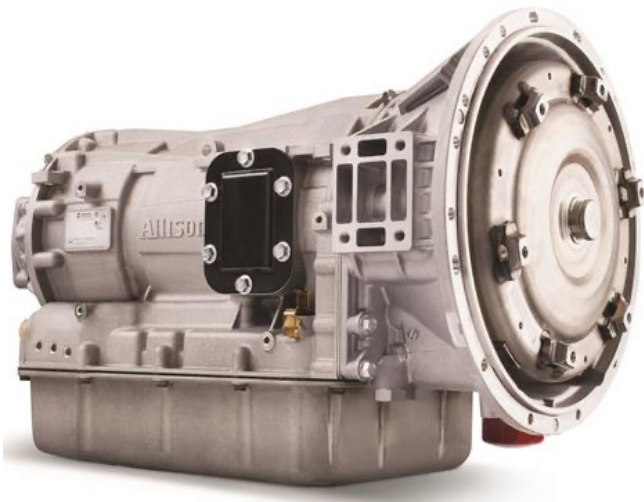
## The Value of Partnerships

I recently read an article that gave seven characteristics of a great partnership which caught my attention. First was **Trust**, then **Common Values**, **Chemistry**, **Defined Expectations**, **Mutual Respect**, **Synergy** and, lastly, **Great Two-Way Communications**. This list is posted next to my computer screen.

The regional concept was one of the first examples of establishing partnerships when MTIDA was founded in 1962. Collectively, the local power companies partnered together to form the association to recruit industry and investment to the areas that each supporting member served. In 1988, that partnership expanded to include the support of TVA as a valued partner. MTIDA had been supported by the electric utility industry solely until 2017, when the Board of Directors invited the Natural Gas Systems of Middle Tennessee to become a partner in an effort to broaden the services of the organization. In my opinion, this is a prime example of what the seven principles of great partnerships represents. Most recently the Middle Tennessee Natural Gas Utility District and Atmos Energy have become part of the association and join the Town of Smyrna Gas System, Lawrenceburg Utility System, Fayetteville Utilities and City of Waynesboro as members. This new partnership is proudly displayed in the MTIDA Logo.

Later in this newsletter, you will see information on the 2019 Wage and Benefit Study that was just completed for the 40 County Region of Middle Tennessee. This is the second round with the first report completed in 2017. I mention this because of the partnerships that were involved in the success of this massive project. You will note on the cover of the report the organizations that were a partner to the process, and most importantly, every community that helped in assuring a successful response rate. Lastly, we couldn't do the things we do without our strong partnerships with the Tennessee Valley Authority Economic Development, the State of Tennessee Department of Economic and Community Development, and of course, our communities.

Strong partnerships do not just happen – they require a lot of work. I can honestly say we are extremely proud of the partnerships we have. What is the value of a great partnership? **PRICELESS!**



## Allison Transmission Acquires Walker Die Casting

essential components for its core on-highway transmission products. Allison is committed to continuing the 60-year-old company's legacy. C&R Tool and Engineering is a leading supplier of metal working tools for use at Walker and other companies.

Walker Die Casting and C&R Tool and Engineering will be run as Allison Transmission plants and continue to operate in their respective locations. Walker Die Casting is the second-largest employer in Lewisburg, employing several hundred people.

Walker Die Casting, Inc. has produced high-quality aluminum die castings since 1958. The Lewisburg facility produces castings for various automobile parts, commercial vehicle parts and outboard motor parts for customers throughout the United States and in various foreign countries.

Allison paid approximately \$103 million in cash for the Walker Die Casting and C&R Tool and Engineering assets. Allison does not expect the acquisitions to have a material impact on current fiscal year earnings.

Source: TNECD

**LEWISBURG (September)** Allison Transmission Holdings Inc., the largest global manufacturer of medium- and heavy-duty fully automatic transmissions, announced that it has acquired the assets and certain liabilities of Walker Die Casting located in Lewisburg, Tennessee and C&R Tool and Engineering located in Muscle Shoals, Alabama.

Walker produces aluminum castings and has been a supplier to Allison for 20 years. The Walker family sought a buyer for the business, allowing Allison to purchase the assets of the company that supplies



### HOHENWALD (September)

HCTec officials announced that the company will continue to expand its operations in Hohenwald. The healthcare IT workforce service provider will invest more than \$500,000 and create over 100 jobs in Lewis County.

With its headquarters in Brentwood, Tennessee, HCTec helps hospitals nationwide reduce operating costs, improve quality and optimize labor forces with highly specialized healthcare IT skills staffing, project-based consulting and application-managed services support. Opened in 2017, HCTec's Hohenwald service center provides a 24/7 Service Desk offerings, including navigation, support and troubleshooting of electronic health record (EHR) applications such as Epic, Cerner,

Meditech and Allscripts to hospital staff, patients, physicians and clinicians.

With this expansion, HCTec will hire additional team members and complete physical plant improvements to its current facility in Hohenwald to keep pace with growing demand. As the company continues to grow, HCTec plans on providing more specialized technical support from the service center in Lewis County.

The healthcare and life sciences industry in Tennessee is one of the state's biggest industries. Since 2010, the state has seen nearly 10 percent growth in the sector with more than 900 healthcare and life sciences companies located in Tennessee.

Source: Nashville Post

# 4 Counties

## Picked for Property Evaluation Program



**(September)** The Tennessee Department of Economic and Community Development (TNECD) announced the counties selected to participate in the latest round of the Select Tennessee Property Evaluation Program (PEP).

The counties include Morgan, Robertson, Rutherford and White. This round brings the total number of counties that have participated in PEP to 50. Since its inception in 2015, PEP has helped improve the inventory of industrial sites and buildings across the state. The program evaluates potential industrial properties, advising counties on industrial site improvements and where investments may be most beneficial. A new round of communities will be accepted into the program in the spring of 2020.

Source: TNECD

## Airtech Advanced Materials Group Expanding in Springfield

**SPRINGFIELD (September)** Airtech Advanced Materials Group, a family-owned and operated company since 1973, announced that they will expand in Robertson County.

The vacuum bagging and composite tooling materials manufacturer will invest \$13 million and create approximately 30 new jobs in Springfield.

Airtech is the leading manufacturer of vacuum bagging and composite tooling materials. The company serves many sectors including aerospace, wind power, marine, automotive, racing, solar energy and general composites industries. Airtech is headquartered in Huntington Beach, Calif. and has facilities across the globe.

With this expansion, Airtech plans on adding new equipment to its current facility in Springfield to keep up with the company's continued growth.

Since 2015, TNECD has supported 12 projects in Robertson County, resulting in the creation of more than 1,500 jobs and approximately \$460 million in capital investment. Source: TNECD



## US Tsubaki Opens New Portland Plant

**PORTLAND (September)** In an effort to meet the ever-changing needs of the market place, U.S. Tsubaki strives to continuously improve, modernize, and expand its manufacturing capabilities across the country. One of its latest efforts is a \$36 million newly built 250,000-square-foot air conditioned manufacturing facility located at 250 Kirby Drive in Portland. U.S. Tsubaki currently employs 155 employees in its Portland location.

A ribbon-cutting ceremony included Tsubakimoto Chain Company President, Yasushi "Eddy" Ohara, and other senior officers from their Japanese parent company as well as local and state-level dignitaries. Alongside a ribbon cutting, the team performed the Japanese tradition of smashing open a barrel of sake.

Source: Packworld.com and TNECD





## Novus Announces Major Expansion in St. Joseph

**ST. JOSEPH (October/November)** Novus Advanced Manufacturing, LLC officials announced in October that the company would expand its manufacturing operations in St. Joseph. Novus held their ribbon cutting in November.

The steel framing manufacturer will invest \$2 million and create 174 new jobs over the next 5 years in Lawrence County.

With this expansion, Novus located its operations in

a new, larger building on American Boulevard in St. Joseph to keep up with the company's growing capacity.

Novus Advanced Manufacturing, a subsidiary of Hunt Services, Inc., is a manufacturer of steel framing components and accessories for the construction of commercial and residential structures. The company specializes in manufacturing steel panels for the hospitality and retail center sectors. The company has had operations in Lawrence County since 2016.

Source: TNECD

## TNECD Announces New Certified Sites

**(October)** TNECD announced four new Select Tennessee Certified Sites. To date, 61 sites across Tennessee have been certified. Twenty-three companies have invested more than \$1.8 billion to build facilities on certified sites, accounting for more than 7,200 job commitments.



*The newest certified sites and their local sponsoring agencies include:*

**Crockett County Industrial** - Friendship/Bivens Site - Crockett County Government

**Manchester Industrial Park** -Industrial Board of Coffee County

**Hardin Industrial Complex** - Phase II - City of Greeneville

**Commerce Park Interstate Site** - Dyersburg/Dyer County Chamber of Commerce



## Google Data Center Officially Up and Running in Clarksville



**CLARKSVILLE (November)** Google, one of the best-known corporate brands in the world, officially became the newest, fully functioning corporate citizen of Clarksville-Montgomery County, in the same year that Money Magazine called the community “America’s best place to live,” no less.

It was just over four years ago, in December 2015, that Google executives first confirmed the company would add its 15th global data center in Clarksville, through an exclusive phone interview with The Leaf-Chronicle.

Construction on the \$600 million Clarksville Google facility is now complete. It is fully operational with about 70 employees working inside. At the ribbon cutting ceremony several state and local leaders

were in attendance. Also in the audience was Mike Evans, now retired as former executive director of the Clarksville-Montgomery County Industrial Development Board. He was instrumental at the local level in securing the Google deal.

The Clarksville data center power usage is matched with 100% renewable energy as part of a deal with the Tennessee Valley Authority to power the Clarksville and Jackson County, Alabama, data centers.

Google is already making a significant impact on the Clarksville area. Since 2017, Google has awarded more than \$450,000 to local schools and nonprofits in Montgomery County.

Source: The Leaf Chronicle

## French Manufacturer Investing \$65M in New Operations in Columbia

**COLUMBIA (November)** Mersen officials announced that the manufacturer will invest up to \$65 million over time to establish operations in Columbia.

Mersen, a global leader in electrical power and advanced materials, will create approximately 100 jobs in Maury County. The company will acquire and renovate part of a former industrial building in Columbia. Mersen anticipates the plant will be operational in the second half of 2020.

Headquartered in France, Mersen designs innovative solutions that enable clients to optimize their manufacturing performance. It works with businesses in the energy, electronics, transportation, chemical, pharmaceuticals and process industries. Mersen has 6,900 employees across 35 countries.

Source: TNECD

Kendrick Curtis, left, gave a presentation Thursday to the Industrial Development Board with president Mike Millard, right. Curtis said having an available spec building is the thing companies look for as much as anything when considering where to relocate.

## Warren County IDB Meeting

**MCMINNVILLE (November)** The local Industrial Development Board works hard to recruit industry, but it also has assistance from the Middle Tennessee Industrial Development Association.

During the IDB's regular monthly meeting in November, Kendrick Curtis gave a presentation to board members detailing the work of the Middle Tennessee Industrial Development Association. He is assistant executive director of that organization, which serves a 40-county area.

Curtis said almost exactly half of all prospect he deals with are looking for an available building. He said this is why spec buildings are so important and why they are snatched up so quickly. "Most companies don't have the luxury of spending months looking for a site and then building," said Curtis.

He said TVA and the state department of economic development funnel many projects to appropriate areas, but local industrial boards like ours here in Warren County can also take the lead in the recruitment process. Self-promotion is the key.



"You can have the most ideal building, but you must have a way to present that building in an appropriate way," said Curtis.

His organization can help with the presentation aspect. Curtis said when Warren County's new spec building is complete in an expected 180 days, his group can come in and take aerial photography of the area with a drone. "It could take Google three to four years to get those images up," said Curtis. "We could use drone photography and get it up quickly."

Curtis applauded our local IDB for its recent purchase of 218 acres of land at the Coffee County line. This is a long-term project that won't be ready for years but having the property in IDB hands will make a huge impact, he said.

**"I know a lot of communities that have done the looking part but they haven't done the leaping part," said Curtis. "You have done the leaping part and owning the property is a big first step."**

Source: Southern Standard



The MTIDA Board of Directors and staff recognized Tony Peek upon his retirement as General Manager from the Cookeville Department of Electricity. Tony was a 44-year employee of the electric system and served over 30 years as the Manager. Executive Director Bob Bibb presented Tony with a plaque recognizing his many years of support to MTIDA. Also presented was a gift card that Tony stated, "had a new fishing reel written all over it!" Carl Haney, Operations Superintendent for Cookeville Electric is the new Manager. Congratulations to both Tony and Carl.





## MTIDA and TVA Host Annual Christmas Celebration

MTIDA and TVA Economic Development hosted their Annual Christmas Celebration on December 5th at the 51 North Taproom, in Nashville. Approximately 120 community, State, TVA representatives, electric, and gas distributors attended.



(December) TNECD announced **10** communities will collectively receive more than \$3.8 million in Site Development Grant funding.

*The following Middle Tennessee projects were included in this round of funding:*

City of Gallatin was granted \$96,310 for the installation of a detention pond in the **Gallatin Industrial Park**.

Industrial Development Board of The City of Fayetteville and Lincoln County were granted \$500,000 for grading and site preparations at the **Runway Center Industrial Park**.

City of Waynesboro was granted \$92,791 for due diligence studies at the **Waynesboro Industrial Park**.

Source: TNECD

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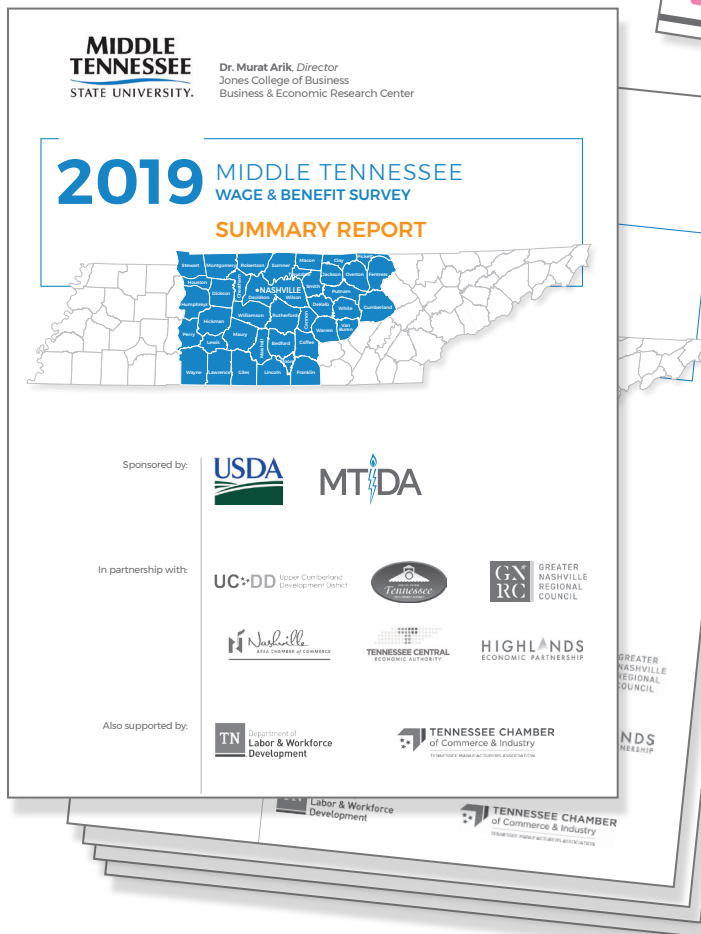
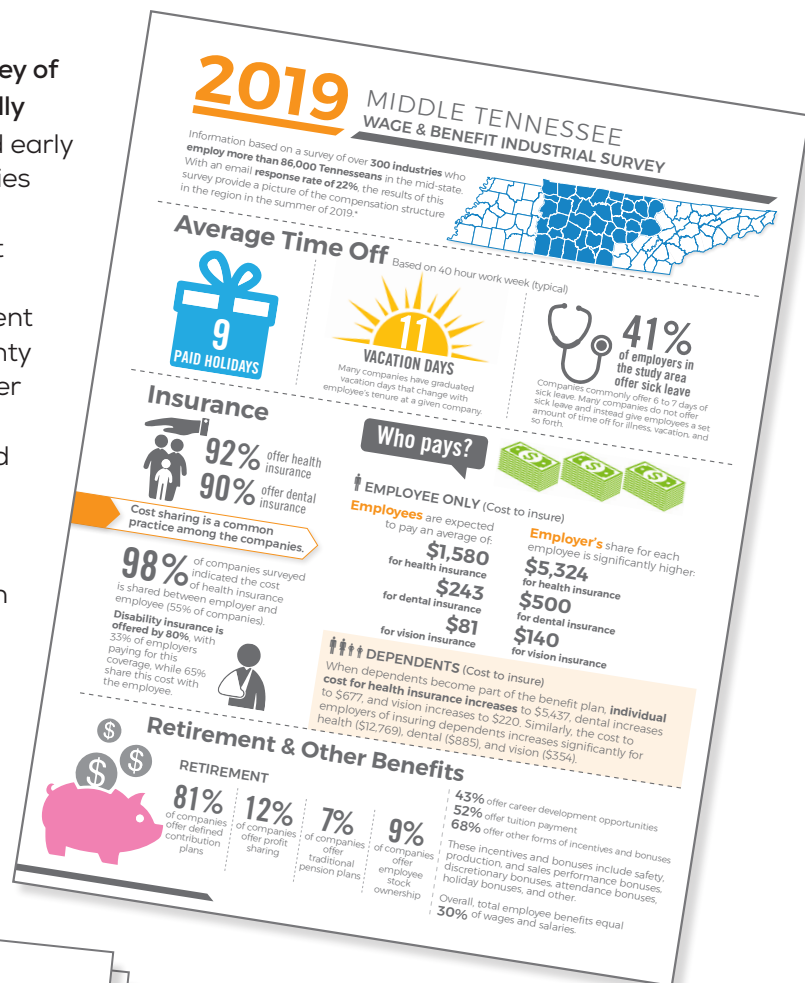


## Site Development Grants Announced



# 2019 MIDDLE TENNESSEE WAGE AND BENEFIT INDUSTRIAL SURVEY

The second biennial wage and benefit survey of the middle Tennessee region has successfully concluded. Over the last weeks of 2019 and early 2020, more than 300 participating industries have received the reports compiled by the Business and Economic Research Center at Middle Tennessee State University. These survey results are based on their employment of over 86,000 Tennesseans in the 40-county region. Survey answers were analyzed under the direction of Dr. Murat Arik and have been compiled into multiple reports focused on various geographic areas. Reports are available for nine (9) small subregional areas as well as larger subregions for the Upper Cumberland, Southern and Northern Middle, and Nashville Partnership 2020 areas. The strong response rate of 22% enabled MTSU to present a clear picture of the compensation structure for industries in all of these areas.



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 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 The Highlands, as well as the Tennessee Chamber of Commerce. Valuable in-kind support was provided by the staff of numerous industrial boards, chambers of commerce and economic development organizations throughout middle Tennessee.

For more information or questions, please contact Kendrick Curtis at [kjcurtis@mtida.org](mailto:kjcurtis@mtida.org).



# TNECD's Largest Projects in 2019

*Another year is in the books, and it was a strong one for Tennessee's economy and economic development efforts.*

In 2019, Tennessee welcomed the corporate headquarters for several notable international brands, including ICEE and Mitsubishi. Well-established companies like FedEx Corp. and its subsidiary, FedEx Logistics, moved forward with significant investments in Memphis. All the while, several manufacturers, health care companies and tech firms continued to invest and create jobs in Tennessee.

Statewide, TNECD recruited nearly \$3.2 billion in private investment from business expansions or new operations this year. The companies investing in Tennessee will create approximately 14,000 jobs across the state.

As Tennessee's unemployment rate continues to sit near record lows, TNECD has focused on attracting jobs to rural Tennessee communities and recruiting high-quality jobs. In both cases, TNECD hit the mark

this year. Nearly 50 percent of the jobs TNECD has supported in 2019 have been in rural Tennessee. More than 90 percent of the job commitments will pay salaries above the county median income where the company operates.

*All told, the results are clear: TNECD continues to attract high-quality job opportunities for Tennesseans.*

This year Middle Tennessee saw significant economic growth specifically in the headquarters and tech industries. All five of the top projects this year in Middle Tennessee were companies either expanding or locating new headquarters operations in Music City and the surrounding counties.

In Middle Tennessee this year, more than 30 companies together invested over \$600 million and committed to create approximately 5,500 jobs.

## Here's a look at the five largest jobs announcements in Middle Tennessee in 2019:

- 1. SmileDirectClub** – 2,010 Jobs in Davidson County  
The largest announcement in Middle Tennessee was also the largest announcement in the state this year.
- 2. Pilot.com, Inc.** – 450 Jobs in Davidson County
- 3. Western Express** – 225 Jobs in Davidson County
- 4. The ICEE Company** – 200 Jobs in Rutherford County
- 5. Mitsubishi Motors North America** – 200 jobs in Williamson County

## In addition to the top five projects:

**Advanced Design Solutions** announced it would create 179 new jobs in Lawrence County.

Franklin-based **EnableComp** announced that it would establish a new facility in Tullahoma and create 200 new jobs.

**Xtend Healthcare** announced it would expand in Hendersonville, invest \$1.3 million and create 200 jobs in Hendersonville.

Source: TNECD

➡ **In East Tennessee**, 30 companies collectively invested \$1.3 billion and pledged to create more than 3,900 jobs.

➡ **Meanwhile in Middle Tennessee**, more than 30 companies together invested over \$600 million and committed to create approximately 5,500 jobs.

➡ **And finally**, more than 40 businesses invested a total of \$1.2 billion in **West Tennessee**, where they will create 4,500 jobs.

Source: TNECD

## JCF Housements to Establish Facility in Fayetteville

**FAYETTEVILLE (January)** JCF Housements, specializing in manufactured homes, has selected Fayetteville-Lincoln County for its southern manufacturing facility. The company's capital investment is estimated at \$10 million and will create 250 jobs over the next 12 – 18 months. JCF Housements has purchased the Fayetteville Lincoln County speculative building located at 63 East Park Drive in Fayetteville.

Fayetteville-Lincoln County Industrial Development Board (FLCIDB) has been working with the company since March of last year, said Elaine Middleton, Executive Director.

*"This will present some great opportunities for our community,"* Middleton said, noting that the availability of the spec building was also a key factor in Fayetteville-Lincoln County attracting the new manufacturer. *"We have success stories behind every spec building that's been built here".*

Source: Elk Valley Times



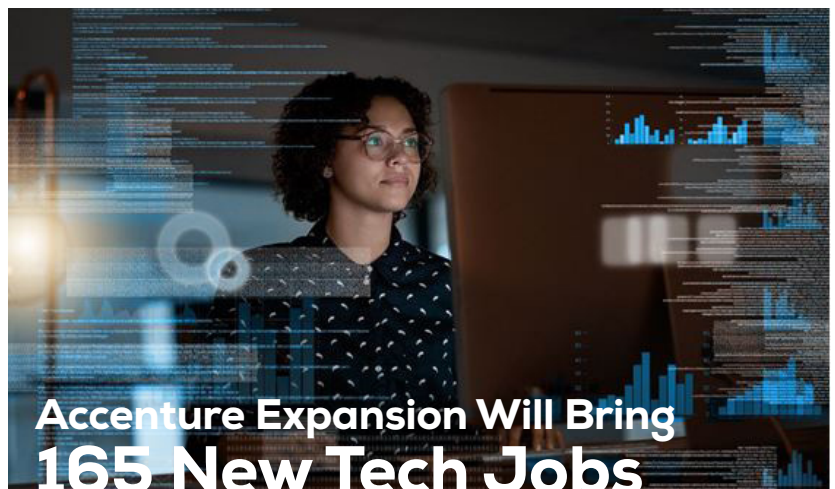
## AllianceBernstein Boosts Nashville HQ Plans

**NASHVILLE (January)** AllianceBernstein's new global headquarters in Nashville is about to get bigger. AB officials announced that the global asset management firm will invest \$11.4 million and create 200 additional jobs at its global headquarters in Nashville.

➤ **The expansion brings AB's planned investment in Nashville to more than \$80 million. In May 2018, the company announced plans to relocate its headquarters from New York City to Nashville and bring 1,050 jobs to Middle Tennessee.**

The additional 200 jobs announced today will fill various tech, operations and compliance functions. AB anticipates moving into its permanent downtown headquarters at Nashville's Fifth + Broadway development by the end of 2020.

Source: TNECD



## Accenture Expansion Will Bring 165 New Tech Jobs

**NASHVILLE (January)** Accenture is expanding in Nashville, with new space in the Sylvan Supply project at the former Madison Mill site, which it will occupy in 2020. As part of its commitment to Nashville, the company will also add 165 technology jobs.

Accenture is a leading global professional services company that provides a broad range of services and solutions in strategy, consulting, digital, technology and operations. The company has offices and operations in more than 200 cities in 52 countries. Its clients span the full range of industries around the world and include 92 of the Fortune Global 100 and more than three-quarters of the Fortune Global 500.

Sylvan Supply is the adaptive reuse of the former Madison Mill in Sylvan Park featuring large format, class-A creative office space and destination retail from Third & Urban and FCP.

Source: TNECD



## Minth Group to Expand in Lewisburg



**LEWISBURG (January)** Minth Group officials announced that the company will expand in Lewisburg. The automotive supplier will create 254 new jobs and invest \$87 million in Marshall County over the next five years.

Based in China, Minth is a leading designer and manufacturer of structural body, trim and decorative parts for the automotive industry. Worldwide, Minth has 40 production plants that support automotive markets in 29 different countries. The company supplies many world

renowned international automakers and together, Minth customers represent 80 percent of the total global auto market share.

Minth will construct an additional 236,000-square-foot facility on the company's Lewisburg property for production of injection-molded, painted and chrome-plated plastic components to be supplied to automotive OEMs. The facility is set to be completed by 2021.

Source: TNECD

**MCEWEN (January)** Gorman Woodyard LLC officials announced that the company will expand in McEwen. Gorman Woodyard will create 46 new jobs and invest \$1.5 million in Humphreys County over the next five years. Gorman Woodyard is a wood chipping company based in McEwen that provides wood for several paper mills, including Hood Container in Waverly, Tenn. The company plans on expanding its current operations in Humphreys County and adding new equipment to keep up with growing demand.

Source: TNECD



# MARK YOUR CALENDAR

## MTIDA Annual Meeting

MTIDA Board of Directors Annual Meeting will be held  
Wednesday, July 29, 2020, and the Seminar will be held  
Thursday, July 30, at the Embassy Suites in Cool Springs.

## MTIDA/TVA Annual Christmas Celebration

December 3, 2020 at 51 North Taproom in Nashville.

### 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

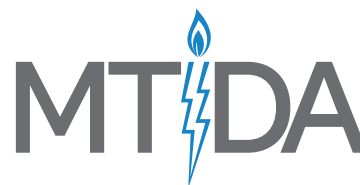
#### *Members*

**Chris Jones** | President  
Middle Tennessee Electric Membership Corporation

**Rodney Boyd** | General Manager & CEO  
McMinnville Electric System

**Mark Kimbell** | General Manager  
Gallatin Department of Electricity

**Spencer Sessions** | Manager, ED Services  
Tennessee Valley Authority



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