

61st

2023 Annual Board of Directors Meeting and Economic Development Seminar



From left: Scott Spence, Chris Davis, Rodney Boyd, Jennifer Brogdon, Victor Pusser, Al Kerstiens and Bob Bibb (Not pictured: Stephen Surles & Brian Skelton)

MTIDA held its annual meeting of the Board of Directors on July 31, 2023 at the Embassy Suites in Cool Springs/Franklin, Tennessee.

On August 1st, approximately 150 community, TN ECD and TVA staff and electric and natural gas distributors attended the Economic Development Seminar. The seminar's focus was on changes in the automotive industry.

The keynote speaker was Jeremy Robb, Senior Director, Economic and Industry Insights for Cox Automotive.

Following his presentation, Lisa Ferrelli with Bank of America moderated a panel including Mr. Robb, Michael A. Haughey with North American Stamping Group, and Daniel Davidson with the Tennessee Automotive Manufacturers Association who shared their experience and perspective on the transition to Electric Vehicles.

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

Lunch followed the seminar.

Executive Committee for 2023-2024:

President: Scott Spence
Duck River Membership Corporation

Vice President: Victor Pusser
Lawrenceburg Utility System

Secretary-Treasurer: Jennifer Brogdon
Upper Cumberland Elec. Mem. Corp.

Chris Davis
Cumberland Electric Membership Corp.

Stephen Surles
Tennessee Valley Authority

Brian Skelton
Tullahoma Utilities Authority

Al Kerstiens
Mt. Pleasant Power System



Automotive Manufacturing Panel: Lisa Ferrelli, Michael A. Haughey, Daniel Davidson & Jeremy Robb

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OMNICOMMANDER to Expand Operations in Williamson County

BRENTWOOD (May) OMNICOMMANDER officials announced the company will invest \$1.3 million to expand its Brentwood, Tennessee, flagship office by hiring several key positions over the next two years.

The financial technology internet company will create 58 new jobs in Williamson County with positions including CTO, CMO, COO, vice presidents, directors, managers, product specialists, developers and software engineers.

This growth will allow OMNICOMMANDER to build out new product and service lines that will support existing and new clients.

Veteran-owned and operated, OMNICOMMANDER is one of the fastest-growing financial technology, digital marketing and cybersecurity firms in the financial technology space. Upon completion of this project, the company will more than double its existing workforce in Tennessee.

Source: TNECD

Independent Stave Company to Establish Manufacturing Operations in Overton County

RICKMAN (June) Independent Stave Company will invest \$30 million to establish new manufacturing operations through its subsidiary American Stave Company in Rickman, Tennessee.

Independent Stave Company will create 85 new jobs in Tier 4, At-Risk Overton County. Upon completion of the project, the company will employ nearly 100 Tennesseans.

Independent Stave Company will construct a new stave mill at its Rickman property, which will be the company's eleventh stave mill in the U.S. The additional production facility will help meet the continued growth needs of its customers.

American Stave Company, LLC, is a subsidiary of Independent Stave Company, a family-owned coopeage that was established in 1912 and manufactures staves, barrels and oak alternatives for customers in more than 40 countries around the world.

Source: TNECD



ECD Site Development Grants

- Nearly \$6 million in grants awarded.
- Program helps communities prepare industrial sites for business investment.
- TNECD has awarded more than 150 Site Development Grants across Tennessee since 2016.

TNECD (June) Economic and Community Development Commissioner Stuart McWhorter announced 10 new Site Development Grant recipients. The grants, totaling approximately \$5.9 million, are designed to help communities invest in infrastructure and engineering improvements to land economic development projects and achieve Select Tennessee site certification.

“We’re committed to providing rural communities with the resources needed to support continued investment and create quality jobs for Tennesseans,” said Lee. “I thank the General Assembly for partnering with us to fund these 10 additional industrial sites and look forward to the economic growth and opportunity that will result from these projects.”

The Site Development Grant program, part of the Rural Economic Opportunity Act, works in tandem with TNECD’s Select Tennessee program. Since

2016, TNECD has awarded 153 Site Development Grants across the state, totaling more than \$60 million in assistance to local communities and generating approximately 6,400 new jobs for Tennesseans.

“The latest round of the Site Development program will bring 10 Tennessee communities one step closer to achieving Select Tennessee Site Certification,” said McWhorter. “Shovel-ready sites are in high demand, and through this program, we are working with local leadership across the state to bring this needed infrastructure to every community.”

The grants awarded this round include:

Clarkrange Business Park, \$100,000 – Due diligence studies

Industrial Development Board of Fentress County

Innovation Campus Site, \$100,000 – Due diligence studies

Industrial Development Board of Maury County, Tennessee

Union Springs Business Park, \$1,000,000 – Access road construction

Industrial Development Board of Robertson County

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

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

Source: TNECD



Clarkrange Regional Business Park in Fentress County

Driving Electric in Tennessee Just Got Easier

Hohenwald will soon connect to Fast Charge TN and regional Fast Charge Network



Pictured from left to right- State Representative Jody Barrett, Lewis County Mayor Jonah Keltner, State Senator Joey Hensley, MLEC President and CEO Keith Carnahan, Seven States Power Corporation President and CEO Betsy Kirk McCall, TDEC Regional External Affairs Director Rudy Collins and TVA Regional Vice President Justin Maierhofer.

CENTERVILLE (June) Meriwether Lewis Electric Cooperative announced that it has installed two chargers at its 28 Park Avenue South, Hohenwald, Tennessee office as part of Fast Charge TN, a partnership between the Tennessee Valley Authority (TVA) and the Tennessee Department of Environment and Conservation (TDEC), and Seven States Power Corporation. This Fast Charge TN installation is part of the regional Fast Charge Network that will cover major travel corridors across TVA's seven-state service area and will complement the broader efforts of the National Electric Highway Coalition, which seeks to enable long-distance EV travel by placing fast chargers along interstates and major highways throughout the United States.

TVA and TDEC have brought together local power companies, state and local government partners, and others to pave the way for over 200,000 EVs on Tennessee Valley roads by 2028. The benefits that these EVs bring to the Tennessee Valley region are significant:

- Attracting good jobs -- \$13.8 billion in EV and battery manufacturing have helped create over 10,000 EV-related jobs.
- Reducing carbon emissions from gasoline vehicles by almost 1 million metric tons per year or the equivalent of the carbon sequestered by 1 million acres of US forests in one year.
- Reinvesting \$120 million in the local economy every year from electric refueling.
- Saving drivers up to \$1,000 in fuel and maintenance costs every year.

"This charging location does more than charge cars – it connects Hohenwald to the Fast Charge Network and plays an important role in putting our region on the leading edge of the new electric economy," said Keith Carnahan, MLEC President and CEO.

Source: MLEC



Blickman Industries, LLC to Establish Manufacturing Operations in Lawrence County

LAWRENCEBURG (July) Blickman Industries, LLC officials announced that the company will invest \$2.7 million to establish manufacturing operations in Lawrenceburg, Tennessee, creating 48 new jobs in Lawrence County.

Founded in 1889, Blickman Industries provides the healthcare industry with groundbreaking stainless steel and chrome solutions. The company offers the highest quality medical equipment and services to acute care hospitals, primary care offices and surgery centers across the nation.

Source: TNECD

Magna to be the First Supplier at Ford's BlueOval City Supplier Park

STANTON (July) Magna will invest more than \$790 million to build the first two supplier facilities at Ford's BlueOval City supplier park in Stanton, Tennessee.

In addition to the two West Tennessee locations, Magna will also build a stamping and assembly facility in Lawrenceburg, Tennessee.

Combined, Magna will create approximately 1,300 new jobs in Tennessee.

Ford's on-site supplier park will allow for vertical integration that helps ensure efficient production at BlueOval City, which will be capable of producing 500,000 electric trucks a year at full production. Magna will supply Ford's BlueOval City with battery enclosures, truck frames and seats for the automaker's second-generation electric truck.

Magna's two facilities at BlueOval City supplier park include a new 800,000-square-foot frame and battery enclosures facility and a 140,000-square-foot seating facility.

The battery enclosures facility will join one of Magna's sister plants in Ontario, Canada, which is currently producing battery enclosures for the Ford F-150 Lightning. The seating facility will



produce polyurethane foam, and assemble and sequence "just-in-time" (JIT) complete seats.

Magna will employ approximately 750 employees at its battery enclosures facility and 300 employees at its new seating plant.

In addition, Magna will construct a new 400,000-square-foot stamping and assembly plant at the Team Lawrence Commerce Park – West, a Select Tennessee Certified Site in Lawrenceburg, Tennessee, that will produce truck frames. Magna will employ roughly 250 employees at this location.

Production at all three plants is scheduled to begin in 2025.

Tennessee has made significant strides in electric vehicle (EV) manufacturing with investments from companies like Magna. During Gov. Lee's administration, more than \$14.8 billion has been invested in Tennessee and nearly 11,000 new jobs have been committed through EV-related projects.

Source: TNECD

McNeilus to Expand Manufacturing Operations in Murfreesboro



MURFREESBORO (July) McNeilus Truck and Manufacturing, Inc., an Oshkosh Corporation [NYSE: OSK] company, will invest \$25.2 million to expand its manufacturing presence in Middle Tennessee.

Nearly one year after announcing plans to locate in Rutherford County with its McNeilus business, an additional 100 new jobs are being created at the Parkway Place facility in Murfreesboro for the fabrication and weldment of custom vehicle components.

The expansion will increase the company's production capacity and allow for building improvements, updated infrastructure, machinery and equipment to better support the company's global customer base.

McNeilus Truck and Manufacturing, Inc. is a market leader and manufacturer of purpose-built commercial vehicles and equipment. Over the next five years, the Oshkosh Corporation business will employ more than 300 people in Rutherford County.

Source: TNECD

Lochinvar, LLC to Expand Manufacturing Operations in Lebanon

LEBANON (August) Lochinvar, LLC officials announced today the company will invest \$35 million to expand manufacturing operations at its headquarters in Lebanon, Tennessee.

Through the project, Lochinvar will create 141 new jobs in Wilson County.

Located at 300 Maddox-Simpson Parkway, the expansion will allow Lochinvar to house its state-of-the-art engineering, product management and support, platform electronics and development laboratories under one roof.

Lochinvar, LLC was founded in 1939, and is a subsidiary to A.O. Smith Corporation (NYSE: AOS). The company specializes in high-efficiency water heating and manufactures residential and commercial boilers, commercial water heaters,



heat pumps, pool and spa heaters and storage tanks. With the additional 141 new positions in Lebanon, A.O. Smith will employ nearly 4,000 people in Tennessee across its operations in Cheatham, Washington, Wilson, Davidson, Putnam and Williamson counties.

Source: TNECD

2023 MIDDLE TENNESSEE WAGE & BENEFIT INDUSTRIAL SURVEY



From left: Andrea Lawrence, Dr. Ruby Devi & Andrea Chalut, MTSU BERC Staff

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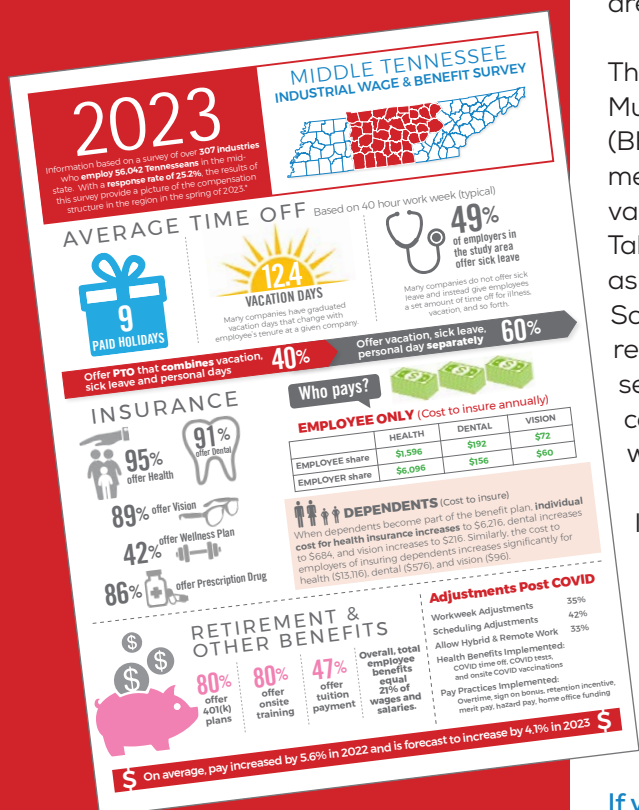
- USDA, Rural Development
- Middle TN Industrial Development Association
- Tennessee Valley Authority
- Northern Middle Tennessee Workforce Board
- Nashville Area Chamber of Commerce
- Greater Nashville Regional Council
- South Central Tennessee Development District
- Upper Cumberland Development District
- Tennessee Central Economic Authority
- The Highlands Economic Partnership
- Tennessee Chamber of Commerce & Industry

In July, we successfully concluded the 2023 Middle Tennessee Wage and Benefit Survey. This was the fourth biennial update to the inaugural 2017 survey. All too often, it is incredibly difficult, if not impossible, to obtain locally sourced information about a region's prevailing compensation structure. Despite the difficulty, this information is needed by industries seeking to hire or retain workers. In the absence of locally sourced information, companies and communities are dependent on national aggregations and antidotal information. Such information puts industries at a disadvantage when determining the wages and benefits needed to staff their operations. Because of a broad partnership and the expertise of MTSU's Business and Economic Research Center, the 40 counties in the middle of Tennessee now have a reliable dataset that can assist industries make more informed staffing decisions. This year over 300 industries participated and received the reports resulting from the survey between February and April. Over 56,000 Tennesseans are employed at these companies.

The 2023 update was accomplished under the direction of Dr. Murat Arik at MTSU's Business and Economic Research Center (BERC). To make these results as broadly useful and locally meaningful as possible, BERC compiled multiple reports targeting various geographic subregions. Occupation Profiles and Summary Tables are available focused on nine (9) smaller geographic areas as well as detailed reports for the larger Upper Cumberland, Southern and Northern Middle, and Nashville Partnership 2030 regions. Just as with the previous three surveys, we continue to see the value of this project during either visits with prospective companies asking for this information or through conversations with local staff who can better assist existing industries.

It is our hope to continue and improve this project in future years. To assist with this improvement, we held a workshop with local and regional partners in August to discuss their experiences with the 2023 survey. Also, the Nashville Chamber of Commerce's research staff conducted a follow-up survey to help identify what worked well in 2023 and what needs improvement or change.

If you are interested in the results of the Nashville Chamber's survey or if you have questions about this project, please contact Kendrick J. Curtis at kjcurtis@mtida.org or (615) 944-5728.



2023 Infographics available at www.MTIDA.org

MTIDA Welcomes New Affiliate Members

The Affiliate Members of MTIDA are partner organizations that supply services to the communities directly or to the Local Power Companies and Natural Gas Systems of Middle Tennessee. These valued partners are vital to the success of our efforts as we serve the 40 counties of Middle Tennessee, and we thank them for their willingness to invest in us.

We welcome our newest members:

Barge Design Solutions



Christman Company



DPR Construction



Messer Construction



Sunrise Energy Ventures



Crain Construction



Carroll Daniel Construction



For a complete list with contact information, please go to mtida.org/about-us and scroll down to the Affiliate Members Section.

Other current members are:



I. C. Thomasson Associates, Inc.

Aero Build, LLC to Expand Manufacturing Operations in Davidson County

NASHVILLE (September) Aero Build, LLC officials announced that the company will invest \$861,000 to expand its manufacturing operations in Nashville, Tennessee. As a result of the project, Aero Build will create an additional 43 new jobs at its Davidson County headquarters.

The new positions will support the

production and innovation of Coast, Aero Build's new line of fully electric luxury RVs, which launched earlier this year.

Founded in 2017, Aero Build, LLC specializes in manufacturing commercial business trailers and now, with Coast, fully electric luxury travel trailers.

Source: TNECD



Save the Date MTIDA/TVA Annual Christmas Reception – Dec. 7

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The MTIDA *Industry Leader* is published by the Middle Tennessee Industrial Development Association

2108 Westwood Avenue
Nashville, TN 37212

P 615-269-5233

E mtida@mtida.org

W www.mtida.org

Robert T. Bibb | *Executive Director*

Kendrick J. Curtis, PhD | *Assistant Executive Director*

Matt Von Lunen | *Director of Operations*

Wendi K. Powell | *Graphic Designer*