



INDUSTRY LEADER

JANUARY 2018

Middle Tennessee Industrial Development Association

MTIDA and TVA Host Annual Christmas Celebration

MTIDA and TVA Economic Development hosted their Annual Christmas Celebration on December 7th at the Ellington Agricultural Center. Approximately 125 community, State, and TVA representatives, and electric distributors attended.

During the event, the Tennessee Economic Development Council (TEDC) recognized Bill Shuff as a recipient of the Legacy Award. Jim Rowland, also a 2017 recipient, presented the award to Bill.

The Legacy Award recognizes those in the economic development community who have had an extraordinary impact on their profession and community. This award is not given annually, but is offered as a special recognition for individuals who are highly respected, have been active in economic development, and a TEDC member for at least 10 years. Recipients are nominated by the TEDC Board of Directors.



Bob Bibb, Bill Shuff and Jim Rowland



SMYRNA AIRPORT AREA ADDING 235 JOBS



Franke Expansion Involves \$11.6 Million Investment and 67 New Jobs

SMYRNA, TN (September) Franke Foodservice Systems officials announced that the company will expand its operations in Smyrna. The food service industry equipment manufacturer will invest \$11.6 million and create 67 new jobs in Rutherford County.

With this expansion, Franke will consolidate both its commercial food equipment for container shipments, commercial shipments and its coffee machine retrieval, programming, testing and shipping operations for the North American market. In addition to the consolidation, a new separate

building will be constructed for a showroom for residential kitchen items to include sinks, ovens, faucets, hoods and cooktops.

Franke Foodservice Systems, part of the Swiss-based Franke Group, is a leading provider of comprehensive systems and services for the global foodservice industry. It employs more than 1,200 associates worldwide, and manufactures and distributes a wide variety of kitchen equipment and supplies from a number of facilities in the U.S., Europe and Asia.

Source: TN ECD

Trucking Giant NFI will Invest \$7.2 Million in Smyrna

SMYRNA, TN (September) One of the nation's largest third party logistics providers has leased a 622,830-square-foot distribution center building at the new Airport Business Park in Smyrna. NFI is expected to start operations at 951 Aviation Parkway by year's end, handling work for Lowe's Home Improvement. NFI officials announced that the company will invest approximately \$7.2 million to establish the distribution facility in Smyrna and plans to create nearly 170 new jobs over the next five years.

The lease marks expansion of trucking, distribution and logistics company NFI's Middle Tennessee operations. Locally, the company handles work at Triumph Aerostructures' Nashville aircraft parts plant and for global flooring company Tarkett USA Inc. in Murfreesboro.

NFI, headquartered in Cherry Hill, N.J., provides end-to-end supply chain solutions across the United



States and Canada. The new Smyrna location will serve as a distribution and fulfillment center for customers throughout the Southeast region. In addition to distribution, NFI offers solutions in commercial real estate, dedicated transportation, brokerage, transportation management, intermodal and global logistics across a wide range of industries including retail, consumer packaged goods, and food and beverage.

Source: The Tennessean

CHS Opens New 1,500-Job Shared Services Center in Antioch

NASHVILLE, TN (October) Community Health Systems announced in 2015 that they would invest \$66 million to expand its current operations in Tennessee by constructing a new Shared Services Center in Nashville. Through this expansion, the national healthcare company will create 1,500 new jobs over the next five years.

As Community Health Systems celebrates its 30th anniversary, it is expanding its physical footprint and has constructed a new office building near Cane Ridge Road in southeastern Davidson County. The six-story, 240,000 square foot CHS Shared Services Center will perform some business and administrative functions that support the organization's affiliated hospitals, enhancing operations efficiencies and standardizing processes.

Source: TN ECD



TNECD Commissioner Bob Rolfe joined Nashville Mayor Megan Barry, Community Health Systems CEO Wayne Smith, and other dignitaries for the official grand opening of CHS' new Shared Services Center.

German Company Investing \$64 Million in White County

SPARTA, TN (October) A fourth-generation German company is establishing its fourth manufacturing facility in the United States in White County.

HÖRMANN
Quality Doors and Openers



Officials with the state of Tennessee, White County and Hormann (pronounced "Herman") announced that the company will invest nearly \$64 million to establish a manufacturing facility in Sparta. With this announcement, the company plans to create approximately 200 new jobs at the new operation and will locate across from Fitzgerald Industrial Park adjacent to the Upper Cumberland Regional Airport. "This would not be possible if it weren't for teamwork," Denny Wayne Robinson, White County executive, said. "Government does not create jobs, but sets the foundation and teamwork to get them here."

Headquartered in Germany, Hormann is a leading manufacturer of building entry systems, covering a wide range of doors for residential and commercial applications.

The company looked at a lot of communities in a lot of different states and White County's site came on their radar at the last minute.

Plant construction is scheduled to begin in early 2018, with operations expected to begin in mid-2019. This facility will produce residential and commercial sectional garage doors at the facility.

Source: Herald-Citizen



Hankook Tire Tennessee Plant Grand Opening

Hankook Holds Grand Opening at \$800M Clarksville Facility

CLARKSVILLE, TN (October) Governor Bill Haslam, TNECD Commissioner Bob Rolfe and other dignitaries joined Hankook Tire officials for the official grand opening of the tire maker's \$800 million Clarksville manufacturing facility.

Hankook currently employs around 1,000 people at the facility in Montgomery County, and is expected to employ 1,800 once fully operational.

Source: TN ECD

Select Tennessee Property Evaluation Program Participants Announced

TNECD announced six new counties chosen to participate in the latest round of the Select Tennessee Property Evaluation Program (PEP).

The counties selected are Cocke, DeKalb, Giles, Lauderdale, Lewis and Tipton.

PEP is designed to improve the inventory of industrial sites and buildings in Tennessee. The program evaluates potential properties, advising counties on where investment may be most beneficial and how sites can be improved to attract prospective companies.

Source: TN ECD



New Tennessee Certified Sites

Shiloh Bend Industrial Site



In October, 2017, the Tennessee Department of Economic and Community Development announced four new Select Tennessee Certified Sites.

Launched in 2012, the Select Tennessee program helps communities prepare available industrial sites for private investment. The program sets rigorous standards to give companies detailed and reliable information during the site selection process.

Fifty-two sites across Tennessee have been certified. The four newest certified sites and their local sponsoring agencies include:

- **Shiloh Bend Industrial Site: Town of Centerville**
- McKenzie Airport Industrial Park:
McKenzie Industrial Development Board
- 75 Regional Commerce Park:
McMinn County Economic Development Authority
- Washington County Industrial Park Parcel 31 – Pad Ready Site:
Northeast Tennessee Regional Economic Partnership

Source: TNECD

Gap Moves Ahead with 500 Job Expansion in Gallatin with Ribbon Cutting Celebration

GALLATIN, TN (November)

Commissioner Bob Rolfe joined Gallatin and Gap officials for a ribbon cutting in Gallatin. Gap announced in June plans to expand its e-commerce capabilities at its distribution center in Sumner County and create over 500 new jobs.

Source: TNECD



Cargill Protein Invests \$146 Million in Nashville to Give Customers Expanded Protein Options



NASHVILLE, TN (November) In an ongoing effort to serve its protein customers, Cargill's North America protein business is investing \$146 million to expand the company's Nashville facility. The investment will grow the company's meat crumble offerings for food ingredient, foodservice and retail customers. It will include construction of a state-of-the-art dried sausage production facility and will create more than 100 jobs, which doubles the facility's current employment.

The Nashville investment is part of Cargill's ongoing commitment to growth in its protein business. Over the past two years, the company has invested nearly \$850 million in U.S. protein expansion, creating hundreds of jobs across Columbus, Neb.; Lake Odessa, Mich.; Mason City, Iowa; Wichita, Kan. and Nashville.

Cargill Protein's Nashville facility complements the company's cooked meats facilities in Nebraska, Virginia, Texas and Minnesota. Sausage production is scheduled to begin at Nashville during the first half of 2019.

Cargill provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, they help people thrive by applying their insights and 150 years of experience. Cargill has 155,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work.

Source: www.Cargill.com

Magnum Manufacturing Expanding in Houston County

ERIN, TN (November) A company that produces metal stamping and raw metal seat frames and doors for the automotive sector, Magnum Manufacturing, Inc., plans to invest \$2 million to expand its operations in Erin. The company has operated in Tennessee since 1991.

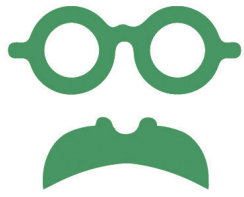
Magnum plans to expand into an adjacent building, which will double its existing footprint in Erin. The company will invest in new equipment and building renovations, and plans to create approximately 50 jobs in Houston County during the next five years.

"After operating in Tennessee for more than 20 years, Magnum is excited to move ahead with this expansion and create nearly 50 jobs in Erin," Philip Jackson, Magnum Vice President, said. "This expansion is a major step for our company and will meet growing market demand for our products."



"Magnum is a great company and has supported this community for a long time," Houston County Mayor George Clark said. "This expansion will help put more money in pockets of our residents, and I'm proud to see Magnum create about 50 new jobs in Houston County."

Source: Area Development



PHILIP TRAUERNICHT MEMORIAL SCHOLARSHIP

(November) The UT Center for Industrial Services accepted applications for the Philip Trauernicht Memorial Scholarship for Rural Leaders (deadline was December 15th). This scholarship honors the legacy of Philip Trauernicht, a true servant leader who spent three decades dedicating his career to economic and community development throughout Tennessee. The Philip Trauernicht scholarship enhances the development of rural leadership through scholarship support to the Tennessee Basic Economic Development Course (TBEDC), scheduled for May 7-10, 2018 in Nashville.

Source: TNECD



Nissan Unveils New 2018 LEAF Model

SMYRNA, TN (December) Nissan unveiled the all-new 2018 Nissan LEAF. Production for the new LEAF is officially underway at the Smyrna Vehicle Assembly Plant and will be available at dealerships nationwide starting January 2018. Nissan has been manufacturing LEAF at the Smyrna plant since 2013, with more than 114,550 models sold in the United States since 2011.

Source: TNECD

PHILIPS

Opens Nashville Office Hub

NASHVILLE, TN (December) Philips held a ribbon cutting for the grand opening of its new Nashville operations, expected to employ more than 800 people within the next two years.

Source: TNECD



Mars Petcare Creating 200 New Jobs in Williamson County HQ Expansion

COOL SPRINGS, TN (December) Mars Petcare announced that it plans to create 200 new jobs in the next five years, as it expands its corporate headquarters in Williamson County. One of the Nashville-area's largest employers, Mars Petcare, will occupy approximately 224,000-square-feet of office space in Ovation, a mixed-use project in Williamson County. The new office is under construction and targeted to open in 2019.

Source: TNECD



Metal Components Manufacturer to Create 104 New Jobs



DICKSON, TN (December) MetriCan Stamping, LLC announced that the company will expand its manufacturing operation in Dickson. The metal stamping and value-added components manufacturer will invest \$18.9 million and create 104 new jobs in Dickson County.

MetriCan Stamping is a leading supplier of tooling, stamped metal and value-added components. The company has had stamping operations in Dickson since 2005. Headquartered in Canada, MetriCan operates manufacturing and stamping facilities in Canada, Mexico and Tennessee.

With this expansion, MetriCan will add 43,000 square feet to its current facility in Dickson County to make room for new equipment and increase production capacity.

Source: TNECD

LAWRENCEBURG LANDS TWO BIG PROJECTS, 300+ JOBS AND \$13 MILLION INVESTMENT

LAWRENCEBURG, TN (December) Cabinetry and flooring provider Cabinets To Go, owned by Lumber Liquidators founder Tom Sullivan, will expand flooring operations at its Lawrenceburg, Tennessee facility. The \$6.5 million investment is expected to create 70 new jobs.

The company said funds will be used for equipment to manufacture its new brand of engineered hardwood flooring, Robusto Floors. In addition to flooring, Cabinets To Go recently added countertops and installation services to its kitchen and bath cabinetry offerings.

Cabinets to Go's national headquarters, main warehouse and distribution center were moved to Lawrenceburg in 2016. Just last year, Cabinets To Go made a major investment to make Lawrence County the hub for its distribution and corporate operations. The company's decision to expand its manufacturing capabilities in Lawrenceburg is a testament to the region's strong workforce and a business environment in Tennessee that supports job creation.



Robusto Floors

Founded in 2008, Cabinets To Go is a specialty retailer of kitchen cabinets with 62 showrooms located nationwide. Company founder Tom Sullivan also founded Lumber Liquidators; he resigned from the flooring retail giant in December 2016. He purchased the brands Robusto Floors and Surplus Flooring Warehouse in February 2017.

Source: Woodworking Network

Martin Technologies



LAWRENCEBURG, TN (December) Martin Technologies officials announced that the engineering and manufacturing company will establish new operations in Lawrenceburg.

Martin Technologies plans to invest more than \$6 million and create approximately 240 jobs in Lawrence County.

Headquartered in New Hudson, Mich., Martin Technologies is a full-service engineering and manufacturing company, providing global mobility solutions to the automotive, marine, aerospace and defense industries.



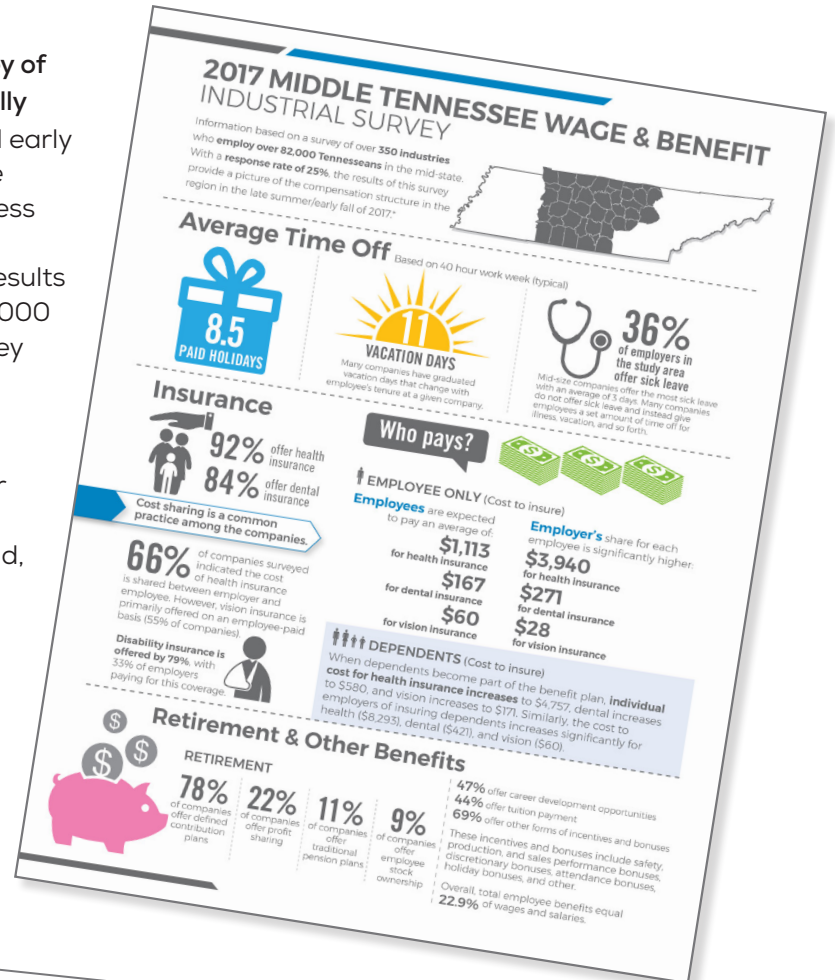
Martin Technologies' decision to establish a new facility in Lawrenceburg is driven by increased demand among automotive OEMs and Tier-1 suppliers for its engineering, testing and manufacturing services. Martin Technologies will occupy 60,000-square-feet at 100 Hicks Drive in Lawrenceburg. The company plans to have the new facility operational in January 2018.

The Lawrenceburg operations will initially support engineering and testing services for automotive OEMs before providing additional manufacturing services for OEMs and suppliers.

Source: TNECD

2017 MIDDLE TENNESSEE WAGE AND BENEFIT INDUSTRIAL SURVEY

The first bi-annual wage and benefit survey of the middle Tennessee region has successfully concluded. Over the last weeks of 2017 and early 2018, the 350 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 82,000 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 25% 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 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, and the Nashville Area 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.





Derek Church Retires as Manager of Mount Pleasant Power System

Bob Bibb, Executive Director of MTIDA, presented Derek Church with a plaque and gift card in recognition of Derek's retirement effective September 30, 2017. Derek has been a huge supporter of MTIDA and understood fully the importance of economic development at the local and regional level. He served on the Executive Committee for many years and as President of the Association in 2012-2013. Derek loved what he did and was heavily involved in the Mount Pleasant Industrial Board as well as many years of service to TMEPA and TVPPA. I admire Derek as a colleague and a friend. We wish him nothing but the best. Al Kerstiens, Director of Engineering and Operations has been selected to be the new Manager for Mount Pleasant.

Middle Tennessee Industrial Development Association 2017-2018 Executive Committee

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Middle Tennessee Electric Membership Corporation

Vice President

Mark Kimbell | *General Manager*
Gallatin Department of Electricity

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Keith Carnahan | *CEO*
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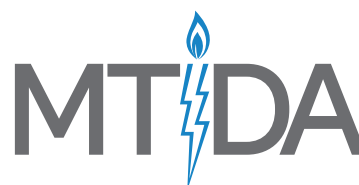
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