



Annual Report

2012-2013

Four Lake
Regional
Industrial
Development
Authority

Serving the Middle Tennessee Counties of

Macon
Smith
Sumner
Trousdale
Wilson

Message from the Staff

Four Lake Authority has been blessed with strong partnerships and associates which have provided positive results for our citizens and region. The results were facilitated by a streamlined Board of Directors that provides enhanced leadership to serve Macon, Smith, Sumner, Trousdale, and Wilson Counties. The Board has responded to numerous special-called meetings to assist tenants and economic development actions. The Board has been fiscally responsible while being assertive with economic development projects to improve our business development tool box.

Major activities during the fiscal year included:

Beginning with the 2012/2103 fiscal year, a newsletter, "The Board Room," was developed and distributed quarterly to keep the Board of Directors informed and updated on the Authorities activities.

August, 2012 Four Lake moved into a new office on Highway 25, providing additional space with a conference room.

In December, 2012, Four Lake utilized its Department of ECD grant to award a \$417,000 fiber optics contract to Tri-County Electric. This will connect the Four Lake office and PowerCom Industrial Center with fiber optics and expedites the process to service Hartsville and Trousdale County.

In order to advance networking and stronger relationships, Four Lake hosted a luncheon in Nashville for the Board of Directors and the Tennessee Department of ECD in February, 2013.

In April, 2013 each of Four Lake's five counties completed their Letter of Support for the Alternative Site Framework as part of the Nashville Foreign Trade Zone#78 application. This process involved our Economic Development Advisory Committee, The Board and staff, working with Nashville Mayor Dean's Office and the Nashville Chamber, in a team effort that will complement recruitment and operations of companies working in the import/export business.

Also in April, Four Lake assisted Middle Tennessee Industrial Development Association with research and distribution of MTIDA's 2013 Community Data Profiles.

A twenty-one acre site located in the PowerCom Industrial Center was submitted for the "Select Tennessee Site Certification" program. Four Lake hosted a site visit in April and continues to collect the Round 2 data requests.

May 21, 2013, the Four Lake staff appeared before the Tennessee General Assembly Government Joint-Committee for a Sunset Review Hearing; the Four Lake Regional Industrial Development Authority received a recommendation for an extension of four years.

May – June, 2013, Four Lake worked with a realtor in recruiting Zwirner Equipment to Hartsville. The Four Lake Board approved the purchase and renovation of the former SteelTek property to facilitate new jobs and activate an empty industrial building.

Four Lake was issued an Aquatic Resources Alteration Permit by the Tennessee Department of Environment & Conversation for the port at PowerCom Industrial Center.

To date, Four Lake has provided \$41,955.55 funding to its region through grant programs developed to assist certified sites and economic development projects.

Four Lake joined the Tennessee Economic Partnership as an investor to promote marketing and recruitment for jobs and new investments.

Together, Don and Charly attended over eighty conferences, events, and meetings for economic development, chambers, JECDB, and others in the past six months.

Improvements to the PowerCom Industrial Center have advanced throughout the year with paving, clearing & development, to additional security fencing. Currently, engineering and bid requests have been released for sewer installation in Village One. Also, negotiations with V&C/Christy's are underway for additional building improvements. Four Lake looks forward to new challenges, as well as conclusion for several ongoing projects.

Plans are being made to initiate dredging for the PowerCom port facility, begin renovations for the Zwirner Equipment Building, and to explore marketing strategies & rebranding opportunities. With the new fiscal year 2013/2014, Four Lake's accounting process will be converted to QuickBooks Premier and staff will continue the oversight & management of the PowerCom Industrial Center. Four Lake will work to represent the five county region conveying information, prospects, and opportunities to Macon, Smith, Sumner, Trousdale, & Wilson Counties.

This Annual Report reflects an overview of endeavors and achievements of fiscal year 2012-13. We acknowledge that any success the Four Lake Authority has achieved was the result of working together with numerous agencies, elected officials, and community leaders. All of whom aspire to build stronger communities by attracting jobs and cultivating economic development for the enrichment of our citizens and the next generation. We appreciate the efforts of the educational and workforce development entities to prepare our communities with the expertise and skills required for global competition.

Thank you for allowing the staff to serve the leadership and citizens of the Four Lake Region - we appreciate your time and guidance. Four Lake will continue, diligently, to be good stewards of its region's resources.



Don Rigsby
Executive Director



Charly Lyons
Assistant Director



Teresa Carman
Administration Manager

Board of Directors



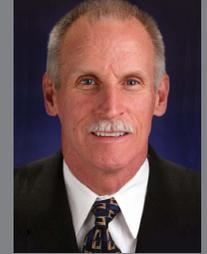
Chairman
Randall Hutto
Wilson County Mayor



Vice-Chairman
Jake West
Trousdale County Mayor



Secretary/Treasurer
Shely Linville
Macon County Mayor



Sumner County Representative
Anthony Holt
Sumner County Executive



Smith County
Representative
Michael Nesbitt
Smith County Mayor



Senate Appointee
Stephen Chambers
Attorney (Trousdale County)



House Appointee
Tom Arnold, Jr.
Arnold Construction
(Smith County)

2012/13 Headlines



Purchased
& Leased
Building for New
Company

Established
Foreign Trade
Zone

Moved in to
New Offices

Installed Fiber
Optics

Four Year Extension
Recommendation by
Tennessee General
Assembly Government
Operations Committee



2012-2013 Accomplishments

Legislator's "Government Operations Joint Subcommittee" recommends Four Year Sunset extension

Four Lake purchase of industrial buildings and property in Hartsville Industrial Park

Zwirner Equipment announces new business in Hartsville, TN

TEDC approves dredging permit for PowerCom Industrial Center Port

Alternative Site Framework submitted to Nashville Foreign Trade Zone

V & C lease extended

Four Lake Grants to the five county region totals \$41,995.55

Four Lake joins the Tennessee Economic Partnership to enhance the region

Assistance & distribution of MTIDA's Community Data Sheets

Teresa attends Vol State seminar and changes accounting procedures

Four Lake presents project in Atlanta with State of Tennessee

Four Lake hosts luncheon for Department of ECD and Board, Nashville, TN

"The Board Room" Newsletter

Tri County & Four Lake start "Fiber Optic Infrastructure" with TN ECD Grant

Select Tennessee Certified Sites Program (in process)

Volunteer State Community College TN Small Business Development Center

Former Asst. Director, Donna Arrington, retires after 10 years

Beginning with new FY 2012/2013, Legislation amended to restructure Board of Directors

Office moved to new location after 18 years & Open House

Army Blackhawk training at PowerCom site



Events & Conferences Attended

Rural Development Conference, Tennessee Tech University

International Reception by Commissioner Hagerty in Nashville, TN

Southern Economic Development Conference: "Meet the Consultants," Atlanta, GA

TEP's "Tune in Tennessee Reception for Consultants," Atlanta, GA

TVA and KPMG Consulting: InvestPrep Program, Nashville, TN

Tennessee Economic Developers Council "Day on the Hill," Nashville, TN

TVA's Annual Economic Developers Forum, Nashville, TN

Precision Metalworking Association, Tennessee Technology Center, Hartsville, TN

Tennessee Technology Center Tour with Dept. of ECD, Hartsville, TN

Upper Cumberland Annual Meeting, Baxter, TN

Upper Cumberland Economic Developers, Cookeville, TN

Upper Cumberland Success Now First Regional Conference, Cookeville, TN

TVA "Valley Sustainable Communities Program", Nashville, TN

North Central Solid Waste Planning Region, Carthage, TN

Economic Development Advisory Council, Gallatin, TN

Commissioner Hagerty's "Stakeholder's Meeting," Portland, TN

Commissioner Hagerty's "Stakeholders Meeting," Carthage, TN

Governor's Conference, Department of ECD, Nashville, TN

Tennessee Economic Developers Council Fall Conference, Chattanooga, TN

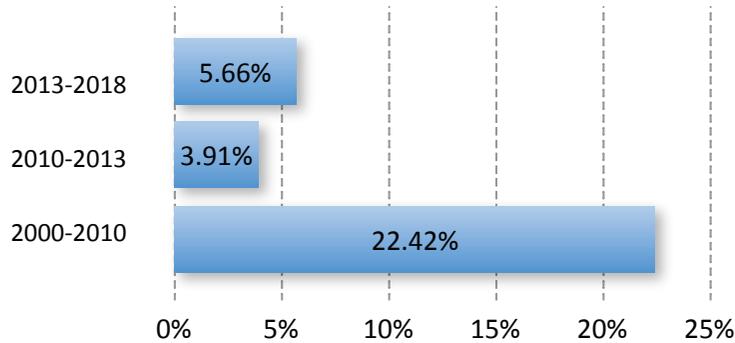


Overview of the Four Lakes Region

Population

2000 Census	264,601
2010 Census	323,922
2013 Estimated	336,601
2018 Projected	355,663

Population Growth

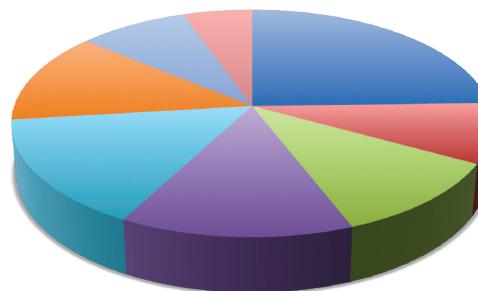


Race/Ethnic Background

White	87.2%
African American	5.8%
Hispanic	4.1%
Asian/Pacific Islander	1.1%
American Indian	0.3%
Other	1.5%

Age Distribution

Median Age
39.3



- Age 0-17
- Age 18-24
- Age 25-34
- Age 35-44
- Age 45-54
- Age 55-64
- Age 65-74
- Age 75+

Education

Less than High School Diploma	14.72%
High School Diploma/GED	35.17%
Some College, No Degree	21.11%
Associate Degree	7.28%
Bachelor's Degree	14.99%
Master's Degree and Beyond	6.74%

Number of Post Secondary Education Completions from Institutions in the Region (2010) 1,810

Top 3 Educational Programs in the Region

Program	Completions
Health Professions & Related Programs	682
Liberal Arts & Sciences	365
Business, Management, Marketing and Related Support Services	211

Top 3 Industries in the Region

Industry	Employment
Retail Trade.....	16,939
Healthcare & Social Assistance.....	12,107
Manufacturing	11,902

Average Annual Earnings\$37,258

Region Employment (2012).....160,720

Region Unemployment Rate (2012)6.8%

Regional GRP (2012).....\$8.7 Billion

Regional Exports (2012)\$11.0 Billion

Regional Imports (2012)\$16.1 Billion

Regional Retail Sales (2012)\$3.9 Billion

"Four Lake was a difference maker and driving force for a successful deal. Their assistance with all aspects of our business start-up and moving to a new community has been exceptional."

– Eric Zwirner

Sources:
 EMSI, Claritas, US Bureau of Labor Statistics, Tennessee
 Department of Labor & Workforce Development



Business and Workforce Development



The Tennessee Technology Center at Hartsville (TTCH) fully supports the ongoing efforts of the Four Lake

Regional Industrial Development Authority. The mission of the TTCH is to be the premier provider of Workforce Development for Macon, Smith, Sumner, Trousdale and Wilson counties. Beginning July 1, 2013, the name Tennessee Technology Center at Hartsville changes to Tennessee College of Applied Technology. We are very excited about this change for it gives better recognition as not only a training provider, but also as a higher educational entity. With the name change, our focus and mission will not change.

- Mae W. Perry, Director

Four Lake's success would not be possible without the assistance and support of these professional organizations!



The Four Lake office assists and houses a satellite location of the Volunteer State Community College TN Small Business Development Center (TSBDC). The Center provides group sessions and one-on-one counseling & training for small business owners and entrepreneurs needing assistance in the FLRIDA region. Charles Alexander, the Center's Director, as well as Dave Jose, Counselor, provide private

counseling at the following locations in the Four Lake region during the third full week of each month:

- Tuesday 9-12 pm Mt. Juliet Chamber (615-758-3478 for appointment)
- Wednesday 8-10am Four Lake Office (615-374-4607 for appointment)
- Wednesday 11-1 pm Macon County Chamber (615-666-5885 for appointment)
- Wednesday 2-4 pm Westmoreland Chamber (615-644-5156 for appointment)
- Thursday 9-11am, & 1-3pm.... Lebanon Chamber (615-444-5503 for appointment)
- Friday 9-12noon..... Portland Chamber (615-325-9032 for appointment)
- Friday 9-12noon & 1-4pm White House Chamber (615-672-3937 for appointment)



Area Colleges & Universities



General Fund

Revenues

Rent (Incubator Buildings @ PowerCom Industrial Center).....\$ 224,007.23
 Other151,294.61

Total Revenues:.....\$ 375,301.84

Expenditures

Salaries & Benefits (ss/mc match, insurance, retirement)\$ 165,470.19
 Contract Services26,845.00
 Office Rent/Insurance/Utilities20,868.92
 Advertising/Marketing15,000.00
 Office Operations (supplies, equipment, communications, postage) ..12,713.27
 Travel7,873.17
 Meeting Related Expenses5,654.33
 Dues/Fees/Subscriptions.....3,307.25
 Misc.2,051.20

Total Expenditures:..... 259,783.33



Capital Improvements Fund

Revenues

TVA In-Lieu-of-Tax Funding..... \$ 850,632.17
 Other (grants & interest)..... 26,481.91

Total Revenues:.....\$ 877,114.08

Expenditures

PowerCom Industrial Center:
 Rural Development Loan Payment..... \$ 149,916.00
 Engineering/Administration/Insurance Fees 171,207.30
 Repairs & Maintenance..... 65,061.00
 Roads..... 27,872.52
 Utility Projects (electrical, water, sewer) 7,788.14
 Spec. Building (V&C/Christy's) 512.00
 Other (fencing, security, bid advertisements, etc)..... 15,140.57

Off-Site Development:
 Property Purchases..... 236,373.29
 4L Grant Programs 41,955.55

Total Expenditures:.....\$ 715,826.37





PowerCom Industrial Center Improvements:

- Security Fence
- Paved road in Village I
- Village I sewer bid awarded
- Site improvement (dozer work)
- Certified site surveyed
- Roads graded in Village II
- Fiber Optics Framework



TDEC Permit
for Dredging
Approved



2013/2014 Work Plans

Economic Development Program

- Maintain communications with CCA emphasizing the need to fulfill obligations pledged by both Four Lake and CCA while encouraging the continuation of the project.
- Continued involvement with RPO and TDOT for the completion of the Hwy 141 project.
- Pursue opportunities to expand Four Lake's footprint throughout the five-county region by assisting individual counties in economic development projects.
- Continue to market available buildings and properties at the PowerCom Industrial Center (PCIC), including affiliated website updating.
- Continue infrastructure and facilities development for the PCIC (electrical, water/sewer, telecommunications, fiber optics, and building & road upgrades).
- Arrange for site improvements as required for incubator clients, as well as prospects.
- Provide technical assistance to incubator clients as required (financing, marketing, etc.).
- Maintain and promote partnership & cooperation among elected officials, economic development organizations, and Chambers of Commerce in the region.
- Continue to fine-tune Concept Maps for the PowerCom Industrial Center.
- Finalize Restrictive Covenants for the PowerCom Industrial Center.
- Management of the Zwirner Equipment property located in the Hartsville Industrial Park.
- Initiate dredging and partner with the Corps of Engineers on plans for a Cumberland River dock/barge access at PowerCom Industrial Center.

Business Development Assistance Program

- Continue to provide support for the SBA's TN Small Business Development Centers.
- Continue to support small business development seminars and referrals throughout the five counties.

Workforce Development Program

Continue to market training services (TTC/Hartsville, VSCC, and TTU) to business and industry in the region.

Program Administration

- Comply with reporting requirements of the State of TN (Sunset Review & State Funding Board), Board of Directors, funding agencies, and others as necessary.
- Convert accounting system to QuickBooks Premier with the new fiscal year.
- Maintain financial reporting and controls.
- Explore marketing strategy and rebranding opportunities.
- Maintain and continually upgrade Four Lake's website - www.fourlake.org.
- Manage the daily operations of the office.
- Oversight & management of the PowerCom Industrial Center.
- Maintain professional relationships with member governments, funding agencies, TN Dept. of ECD, and other related entities such as Chambers of Commerce, UT/CTAS, the Greater Nashville Regional Council, the Middle Tennessee Industrial Development Association, the Upper Cumberland Development District, TN Economic Development Council, TVA, and the region's electric distributors.

Other

- Continue to serve as the liaison with North Central Solid Waste Planning Region (NCPR), the TN Dept. of Environment & Conservation, and Development Districts.
- Support the updating, printing and distribution of Community Data Sheets for the twelve targeted communities in the Four Lake region.
- Increase public awareness of the Four Lake Authority and its vision for the region.
- Pursue other regional development opportunities as directed by the Board of Directors.
- Aggressively pursue new projects and tenants.

Four Lake Regional Industrial Development Authority

fourlake.org

Serving the Middle Tennessee Counties of

Macon
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Sumner
Trousdale
Wilson

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