



Four Lake
Regional
Industrial
Development
Authority

Annual Report 2013-2014

Serving the Middle Tennessee Counties of

Macon
Smith
Sumner
Trousdale
Wilson

Message from Don

As I look back on the past year and the accomplishments made by Four Lake, it is evident that there has been a lot of support from a lot of people. The Four Lake staff and Board of Directors could never have accomplished the tasks and projects this year without a lot of help. I especially would like to thank Senator Haile and Representative Weaver for their hard work and support of Four Lake funding by sponsoring & passing the Senate Bill and House Bill without opposition. The extension of TVA funding through the State of Tennessee assures that Four Lake is still relative as we work to bring jobs to the region. Also, the Sunset Review Committee approving a four year continuation of Four Lake as a governmental entity is also a great accomplishment.

The Board's approval to purchase and lease an industrial building in the Hartsville Industrial Park shows they are working outside of the PowerCom site. The Four Lake grant program that helped improve the Gallatin Industrial Park to support their efforts in bringing jobs to the Sumner County area. The grant program also supported the engineering of Lafayette's Industrial Park road improvements. The announcement by CCA to construct a 2,500 bed facility in the PowerCom park will bring 410 new direct jobs to the region. Along with these direct jobs it is possible to bring additional indirect jobs to the area.

The ARC Automotive, Inc. announcement in May to build and operate a manufacturing plant within the PowerCom Industrial Center is a major accomplishment and was a lot of hard work by many people. Thank you ARC for bringing 66 new jobs to the region and your belief in Four Lake as a partner. We hope this project will bring many more jobs in the future. There are many more accomplishments that I could have mentioned,

the port/harbor permitting in place, upgrading buildings and new infrastructure in place. But I believe the major accomplishment by Four Lake has been that we are now looked at as a great organization, doing the work that we are supposed to do, with an outstanding Board of Directors that are working hard to continue making the organization even stronger.

I leave Four Lake Authority as Executive Director on June 30, 2014 with a lot of regret. Charly and Teresa are the best! I know Charly and Teresa will continue working to bring jobs to the region and I will miss the daily routine in working with this staff. May God bless each one and keep Him as your guide as you work for the future.

*God Bless,
Don Riggsby*



Message from the Staff

The Four Lake Annual Report documents the past fiscal year's positive results. It exhibits the leadership of our Legislators and Board of Directors in their efforts to enhance the communities of our unique region.

This Annual Report reveals a united spirit of economic development from community leaders, workforce development entities, development districts, utilities, TN Department of ECD, MTIDA, and TVA. The staff appreciates the dedication and expertise of these organization's professionals working to enrich the Four Lake region. We are grateful for the opportunity to play a role in building a brighter future for the citizens of Macon, Smith, Sumner, Trousdale, & Wilson Counties.



Teresa Carman
Administration Manager

Charly Lyons
Assistant Director

Don Rigsby
Executive Director

Board of Directors



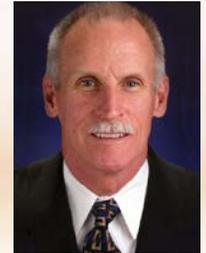
Chairman
Randall Hutto
Wilson County Mayor



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)



HoSabra Hodge
Mayor of Carthage
Arnold Construction
(Smith County)





Legislators Lead the Way for Four Lake Extension & Funding!

Legislators approve the extension and funding of the Four Lake Regional Industrial Development Authority for an additional four years. The Four Lake Authority would not exist without the continued support and confidence of its region's Legislators – Senators Mae Beavers & Ferrell Haile; and Representatives Mark Pody, Terri Lynn Weaver, Kelly Keisling, William Lamberth, Courtney Rogers, and Susan Lynn.

Four Lake receives the GNRC Marshall S. Stuart Award for excellence in intergovernmental cooperation and coordination. The names are l-r: Scott Foster, GNRC President & Mayor of Hendersonville; Stephen Chambers, 4L BOD; Charly Lyons, 4L; Don Rigsby, 4L; Randall Hutto, 4L Chairman & Wilson County Mayor; Anthony Holt, 4L BOD & Sumner County Executive.



(l-r) Don Rigsby, John Bradley, VP – TVA/Economic Development



(l-r) Bess Rickman, TVA/ED; Don Rigsby, James Rose, ARC; Jeff Tayler, TVA/ED

ARC Automotive, Inc. (aka Project Scarecrow) selects Trousdale County, TN. Announcement made on May 27, 2014 at the Four Lake Authority office in Hartsville.

(l-r) Reggie Mudd, TN/ECD; Jeff Taylor, TVA/ED; John Bradley, TVA/ED; Bess Rickman, TVA/ED; Charly Lyons, 4L; Rep. Weaver; Jackie Theg, ARC Automotive; Russ Campbell, ARC Automotive; James Rose, ARC Automotive; Robb Isbell, ARC Automotive; Don Rigsby, 4L; Jakie West, Trousdale Co.; Senator Ferrell Haile



2013-2014 Accomplishments

Legislators approve Sunset extension and funding

ARC Automotive, Inc. locates in PCIC with sixty-six manufacturing jobs

V&C/Christy's purchases spec building from the Four Lake Authority

Governor Haslem visits region for CDBG Grants & recognition of Zwirner Equipment Corp of Engineers approves dredging for PowerCom Industrial Center Dock

GNRC presents the Maynard Pate Regional Leadership Award to Don Rigsby

Four Lake receives GNRC Marshall S. Stuart Memorial Award for Intergovernmental Cooperation

Project Scarecrow initiated in partnership with TVA, ECD, & MTIDA

Hanson Professional Services contracted to perform Port Feasibility Study

Four Lake awards \$37,350.00 in Select TN & ED Grants to the five-county region

Charly Lyons completes TVA Rural Leadership Institute Program

Tennessee College of Applied Technology Commencement Speaker – Charly Lyons

Hosted VSCC/TN Small Business Development Center's satellite office

Assistance & distribution of MTIDA's Community Data Sheets

Correction Corporation of America's preliminary engineering & utilities meetings

"The Board Room" Newsletter

\$20,000 4L "Select TN" Grant presentation to the City of Lafayette. (l-r) Charly Lyons, 4L; Annette Morgan, City Recorder; Evan White, Mid-TN Engineering; Don Rigsby, 4L; and Richard Driver, Lafayette Mayor



Events & Conferences Attended

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

TVA and KPMG Consulting: InvestPrep Program, Nashville, TN

TEP Board meeting for Marketing Tennessee 2014

Smith County Chamber Annual Banquet, Carthage

North Central Solid Waste Planning Region annual meeting, Carthage, TN

Tennessee Economic Development Council Fall & Spring Conferences

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

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

Sumner County United Chambers meeting, Gallatin

TDOT Rural Planning Organization meeting in Dickson

Greater Nashville Regional Council Executive Committee & Annual Meetings

Middle Tennessee Industrial Development Association meetings & seminars

Gallatin & Hartsville existing business tour – Rep. Weaver

Society of Industrial & Office Realtors hosted by TEP Host Nashville

Chicago site selection recruiting visit with TEP

Regional Legislator's Visit in Nashville

Association of TN Valley Governments Spring meeting

North Central Data Center tour, Lafayette, TN

JECDB Executive Board Meetings, Lebanon, TN

Upper Cumberland Development District meetings & Roundtable event

Rising Star Award Presentation and Luncheon by the TSBD at Volunteer State Com. College

Macon County Industrial Day

Economic Development Advisory Council, Lafayette, TN

Department of ECD presentation on Exports, Cookeville, TN

Presentations to Carthage & Hartsville Rotary Clubs

Tour Music Center Convention Center with Hendersonville Chamber

Music Videos in the PowerCom Industrial Center with Derrick Holderby

Rural Development Conference, Murfreesboro

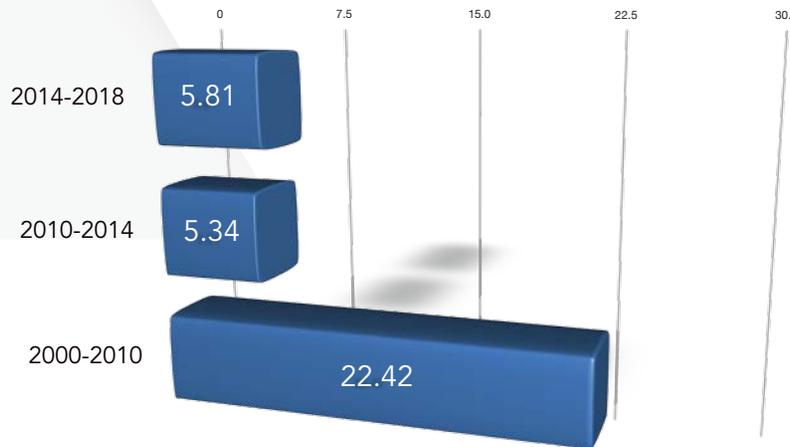
TVA's Annual Economic Development Forum, Nashville, TN

Overview of the Four Lake Region

Population

2000 Census.....	264,601
2010 Census.....	323,922
2014 Estimated	341,226
2019 Projected	361,048

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%

Education

Less than High School Diploma	13.56%
High School Diploma/GED	35.80%
Some College, No Degree.....	21.66%
Associate Degree	7.21%
Bachelor's Degree	14.86%
Master's Degree and Beyond.....	6.91%

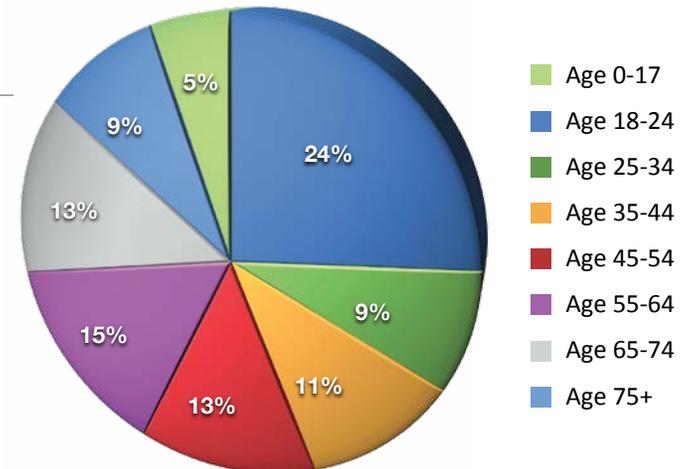
Number of Post Secondary Education Completions from Institutions in the Region (2012)2,977
(Degrees and Certificates)

Top 3 Educational Programs in the Region

Program	Completions
Liberal Arts & Sciences.....	1,214
Health Professions & Related Programs	853
Business, Management, Marketing and Related Support Services	228

Age Distribution

Median Age
39.7



Top 3 Industries in the Region

Industry	Employment
Retail Trade.....	14,710
Healthcare & Social Assistance.....	11,029
Manufacturing	12,653

Average Annual Earnings	\$37,389
Region Employment (2012)	171,410
Region Unemployment Rate (2013)	6.7%
Regional GRP (2012).....	\$8.7 Billion
Regional Exports (2012)	\$11.0 Billion
Regional Imports (2012)	\$16.1 Billion
Regional Retail Sales (2013)	\$4.0 Billion



(l-r) Don Rigsby, Rep. Weaver, Shirley Smith, Gallatin EDA
 Congratulations to the City of Gallatin & Sumner County as the location for the new BERETTA plant. Four Lake's \$20,000 "Select TN" Grant was utilized for the Gallatin Industrial Park expansion and Site Certification project.



Governor Haslam welcomes Zwirner Equipment to Hartsville, TN. l-r: Don Rigsby, 4L; Gov. Haslam; Lisa Zwirner; and Charly Lyons, 4L"

(l-r) Rep. Weaver; Charly Lyons & Don Rigsby, 4L; Todd Gerlach, ITW CIP
 ITW CIP (Gallatin) specializes in the design and manufacturing of automotive fasteners and related products.



Business and Workforce Development



The Tennessee College of Applied Technology Hartsville fully supports the on-going efforts of the Four Lake Regional Industrial

Development Authority and serves as the premier supplier of workforce development for Trousdale, Sumner, Wilson, Smith and Macon Counties. We are working closely with Beretta Industries (Sumner), ARC Automotive, Inc.(Trousdale), Corrections Corporation of America (Trousdale) and many others to develop training programs and provide qualified employees.

The College fulfills its mission by:

- Providing competency-based training through superior quality, traditional and distance learning instruction methods that qualify completers for employment and job advancement
- Contributing to the economic and community development of the communities



(l-r) Tammy Dixon, Tri-Co EMC; Mae Perry, TCAT; Rachel Crickmar, TVA/ED

served by training and retraining employed workers

- Ensuring that programs and services are economical and accessible to all residents of Tennessee
- Building relationships of trust with community, business, and industry leaders to supply highly skilled workers in areas of need.

At TCAT Hartsville, the focus is on your success in today's ever-changing, state-of-the-market economy. Our faculty and staff believe in providing the highest quality services and instruction to ensure an exciting learning experience. Our instructors are qualified and dedicated to the responsive

changes needed by business and industry, students, and the community. We are proud to train citizens for the skilled careers of today's workforce.

Education is about creating new possibilities for career and personal growth. As the economy becomes increasingly global and competitive, the facilities and curriculum at TCAT Hartsville will provide the education and training that are required to compete in the global market.

-Mae Perry, Director



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)



Charles Alexander
Director



Dave Jose
Counselor

2013/2014 Fiscal Overviews

General Fund

Revenues

Rent	\$ 209,832.73
Other	152,801.59

Total Revenues:..... \$ 362,634.32

Expenditures

Salaries & Benefits (ss/mc match, insurance, retirement)	\$ 175,245.63
Contract Services	24,794.00
Office Rent/Insurance/Utilities	18,470.96
Advertising/Marketing	19,971.30
Office Operations (supplies, equipment, communications, postage) ..	13,969.15
Travel	11,044.10
Meeting Related Expenses	6,484.73
Dues/Fees/Subscriptions.....	6,450.50
Misc.	1,045.70

Total Expenditures:..... \$ 277,476.07

Capital Improvements Fund

Revenues

TVA In-Lieu-of-Tax Funding.....	\$ 831,364.36
Other (grants & interest).....	1,411,516.22

Total Revenues:..... \$ 2,242,880.58

Expenditures

PowerCom Industrial Center:

Rural Development Loan Payment.....	\$ 149,916.00
Engineering/Administration/Insurance Fees.....	96,898.91
Repairs & Maintenance.....	93,275.66
Roads.....	900.00
Utility Projects (electrical, water, sewer)	498,998.98
Other (fencing, security, bid advertisements, etc).....	9,462.85

Off-Site Development:

Zwiner Property R&M	67,136.99
4L Grant Programs	27,350.00
Miscellaneous Capital Improvement Expenses.....	75.00

Total Expenditures:..... \$ 944,014.39

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



Area Colleges & Universities



PowerCom Industrial Center Improvements

- Village One sewer system installed
- Wetland's Delineation by ECS Central
- Fiber Optic Infrastructure completed by Tri-County Electric with TN ECD Grant
- Site & dock enhancement (dozer & track hoe development)
- Spec Building Improvements (Structural & Heating Unit)
- Contracted maintenance & security



2014/2015 Work Plans

Economic Development Program

- Sustain communications with CCA and ARC Automotive, emphasizing the need to complete obligations pledged by Four Lake, the Dept. of ECD, & TVA while continuing the development of their projects and job creation.
- Enhance 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 & properties at the PowerCom Industrial Center (PCIC).
- 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.
- Modify Concept Maps for the PowerCom Industrial Center.
- Finalize Restrictive Covenants for the PowerCom Industrial Center.
- Management of Hartsville Industrial Park property.
- Complete feasibility study for a port operation on the Cumberland River at PCIC
- Port development and partnership with the Corps of Engineers on plans for a
- Cumberland River dock/barge access at PowerCom Industrial Center.
- Continued involvement with RPO and TDOT for the completion of the Hwy 141 project.

Business Development Assistance Program

- Continue our partnership with the SBA's TN Small Business Development Centers.
- Support small business development seminars and referrals throughout the five-county region.
- Expand communications with existing businesses.
- Workforce Development Program
- Serve as a member of Tennessee College of Applied Technology/Hartsville Advisory Board.
- Market training services of Tennessee Colleges: VSCC, TTU, and TCAT to business and industry in the region.
- Encourage companies to provide job fairs in the region.

Program Administration

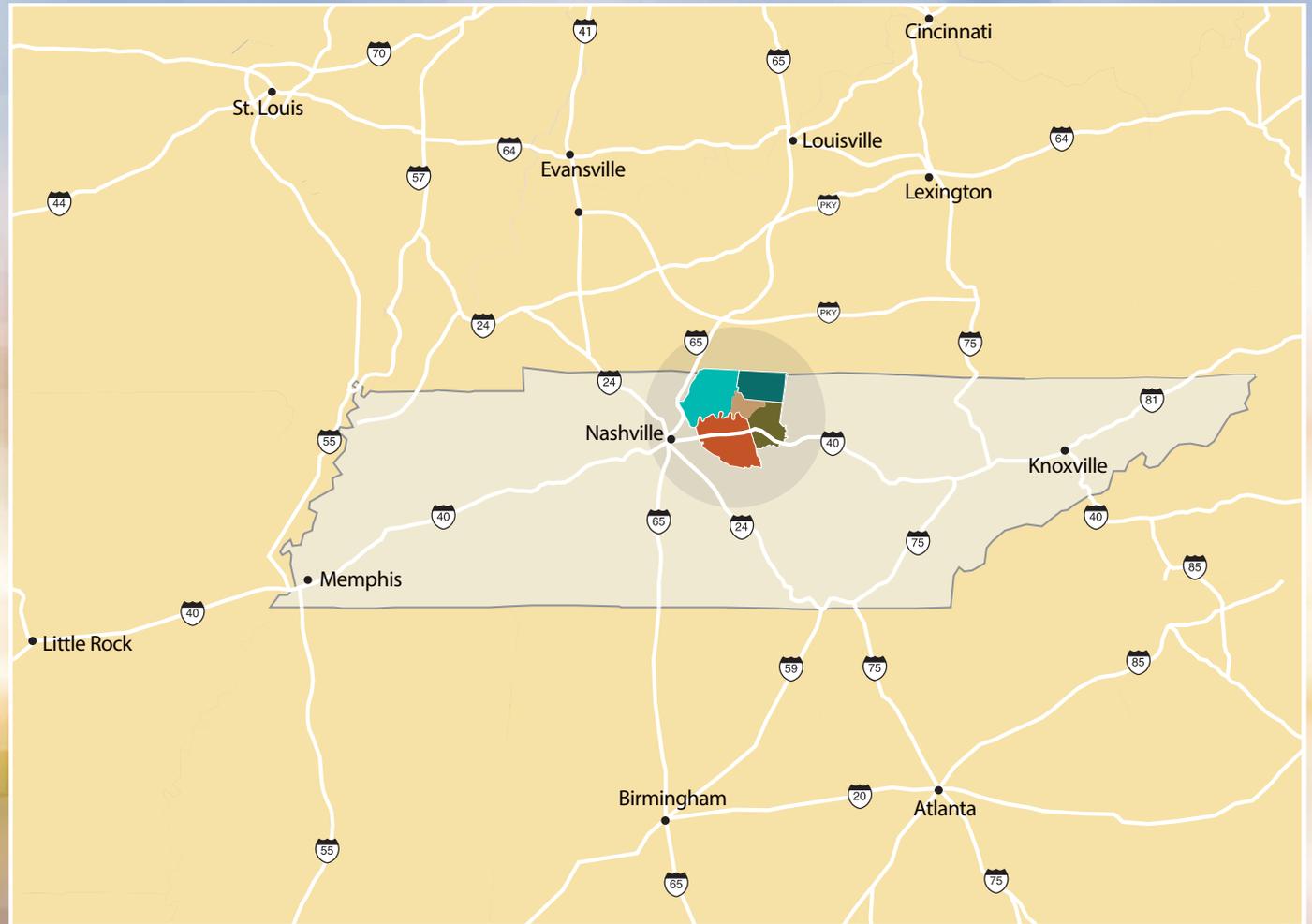
- Comply with reporting requirements of the State of TN (Sunset Review & State Funding Board), Board of Directors, funding agencies, and others as necessary.
- Maintain financial reporting, audits, and budget management.
- Launch a new marketing strategy and rebranding to promote the region with a revised website.
- Manage the daily operations of the office and admin processes.
- Search & pursue grants and funding applications.
- Oversight & management of the PowerCom Industrial Center and tenant relationships.
- Maintain professional affiliations with governmental entities, funding agencies, TN Dept. of ECD, and other related organizations 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, TEP 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



This institution is an equal
opportunity provider & employer.

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Website: www.fourlake.org