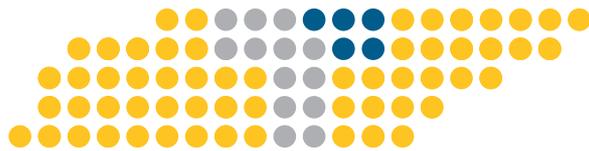


# Elevating Our Expectations

Going Further with Five



**TENNESSEE CENTRAL**  
ECONOMIC AUTHORITY

2017/2018 ANNUAL REPORT

## ELEVATING OUR EXPECTATIONS

There has been an evolution and growth for Tennessee Central Economic Authority that has strengthened our partnerships, trust, vision, and capability. Our Legislators, ECD, TVA and MTIDA have supported us and now with confidence we have stronger expectations for our future. It is no longer an "if", but a when and where will we succeed.



The Legislators approved our TVA PILOT Funding to 2024, while ECD awarded a One Million Dollar Grant to Smith County for site development and TVA provided TWO InvestPrep Grants in our region with Macon & Smith Counties. TDOT dedicated the new Tennessee Central Boulevard and continues to work enhancing our region from Hwy 109 & 141. The Board has approved \$38,108.44 to our Regional JECDB'S in economic development grants.

The Annual report for 2017-18 validates progress for this past year and establishes the vision and expectations as we advance. It also confirms the importance our partnership with UCDD, and GNRC in the acquiring of outstanding grants, while TCAT and TSBDC supports us with workforce resources.

Our partners played a key role in accomplishing the potential for our five counties as they helped us develop a vision with expectations. The Board has answered challenges and applied their experience to challenging the staff to plan for success.

Our inspirations are the people and communities of Macon, Smith Sumner, Trousdale & Wilson Counties. We will continue to enhance our industrial properties, workforce and preparation to increase the job numbers with quality careers.

It's truly a privilege to represent the Tennessee Central Economic Authority and we sincerely appreciate your trust, leadership, and your resolve to enhance our way of life and enrich our children for their future.

With genuine appreciation and may God bless.

Charly Lyons

## THOUGHTS FROM THE STAFF

We want to express our sincere appreciation to Mark Farley, Tommy Lee and Megan Choate, with the UCDD in assisting TCEA during our changeover. They were key players in helping Smith County received a \$1,000,000.00 ECD Site Development Grant that Jessica Farlow initiated with Mayor Nesbitt for Smith County.

The Tennessee Central staff had a very successful transition as Dan Tidcomb joined the team as our Project Manager March 1, 2018. Jessica Farlow relocated out of state after two and a half valuable years in acquiring grants and assisting our communities with product development. Dan assumes the role and challenges in continuing the positive results. Dan attended the Tennessee Basic Economic Development Course in Nashville, TN in May 2018. The TBEDC is accredited by the International Economic Development Council which "focuses on the fundamental concepts, tools and practices needed to be successful in today's complex economic environment."

Kelsey Dansby has earned her associates degree in Business from Volunteer State Community College and is more involved in community service. Kelsey is increasing her responsibility beyond administration as she learns more about the economic development industry.

Every year our partners step up to assist, mentor, and lead us in positive and productive endeavors. We are honored to be in this profession and grateful to work with so many outstanding people. Please accept our sincere gratitude as we continue to raise the bar for our communities and the future generations.



Charly, Kelsey, Dan



Jessica Farlow

# BOARD OF DIRECTORS



**Chairman**  
Carroll Carman  
Trousdale County Mayor



**Vice Chairman**  
Steve Jones  
Macon County Mayor



**Secretary/Treasurer**  
Randall Hutto  
Wilson County Mayor



**Sumner County Representative**  
Anthony Holt  
Sumner County Executive



**Smith County Representative**  
Michael Nesbitt  
Smith County Mayor



**Senate Appointee**  
Mae Perry  
President, TCAT-Hartsville



**House Appointee**  
Philip Holder  
Trousdale County



**TCEA Attorney**  
Bob Rochelle

## KEY EVENTS

ARC Automotive Campus Ribbon Cutting  
 ECD Listen Tour with Assistant Commissioner Amy New  
 Tennessee State Funding Board  
 SIA Road Dedication of Tennessee Central Boulevard  
 Dedication of Teresa Lane & Rigsby Road  
 MTIDA Annual Meeting  
 TVA and Strategic Development Group tour PCIC Dock Site  
 Joint Government Operations Committee (Sunset Review)  
 Annual SEDC Conference  
 ECD & Legislative Lunch with Board & Staff  
 Industry Appreciation Lunch  
 GNRC Annual Meeting  
 TEDC Fall Conferences, Memphis, TN  
 Macon, Smith, Wilson & Sumner Counties' JECDBs  
 Trousdale IDB  
 Forward Sumner Annual meeting  
 Gallatin State of the City Address  
 TEDC "Day on the Hill" Governor Haslam  
 2018 Annual Governor's Conference  
 USDA/Rural Development Conference  
 REDI Conference  
 TVA Forum  
 ATVG Quarterly Meetings  
 TEP Board Meetings  
 TCAT Advisory Board  
 Workforce 360  
 Regional Planning Organization (TDOT)  
 TSBDC Rising Star  
 Trousdale Chamber Board  
 GEAR Meeting (Gallatin)  
 Tennessee Basic Economic Development UT Institute (Nashville)  
 TCHS Career Day  
 Watertown Tour Sign Project  
 TVA Workshops  
 Macon, Smith, Trousdale, Wilson & Sumner Counties' Chambers  
 Governor Haslam's IMPROVE Act Meetings  
 UCDD Annual Meeting



Mayor Nesbitt Receives 2017 Leadership Award



TCHS Career Day



Jessica's Farewell



Mayor Nesbitt Receives 2017 Chairman Appreciation



Christmas Luncheon



2017 Annual Meeting



Road Dedication



ECD Listening Tour



ECD Appreciation Lunch

# OVERVIEW OF THE TENNESSEE CENTRAL ECONOMIC AUTHORITY



**Population Growth**  
 2022 Projected: 391,775  
 2017 Estimate: 365,573

**Population Growth**  
 2017-2022 Projected: 7.17%  
 2012-2017 Growth: 12.86%  
 2000-2010 Growth: 22.42%

		<b>Macon</b>	<b>Smith</b>	<b>Sumner</b>	<b>Trousdale</b>	<b>Wilson</b>	<b>TN Central</b>
POPULATION	<b>2000</b>	20,386	17,712	130,438	7,259	88,806	264,601
	<b>2010</b>	22,248	19,166	160,645	7,870	113,993	323,922
	<b>2018</b>	23,825	19,630	185,391	8,476	138,001	375,323
	<b>2023</b>	24,975	20,256	198,929	8,979	149,880	403,99
PERCENTAGE GROWTH	<b>2000-2010</b>	9.13%	8.21%	23.16%	8.42%	28.36%	22.42%
	<b>2010-2018</b>	7.09%	2.42%	15.40%	3.53%	21.06%	15.87%
	<b>2018-2023</b>	4.83%	3.19%	7.30%	3.90%	8.61%	7.38%

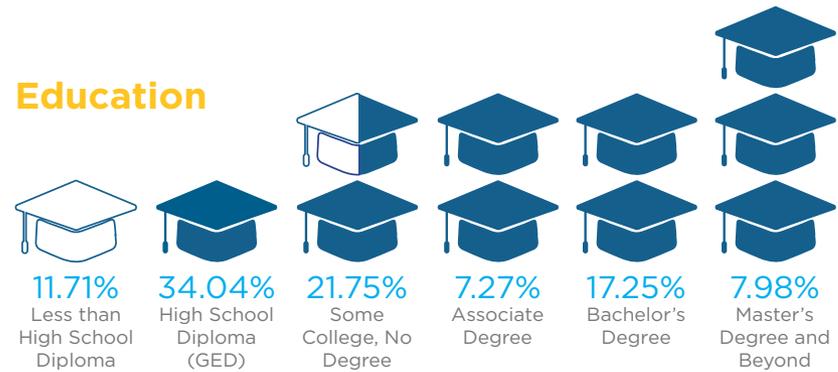
		<b>Davidson</b>	<b>Rutherford</b>	<b>Williamson</b>	<b>Tennessee</b>	<b>United States</b>
POPULATION	<b>2000</b>	569,913	182,019	126,638	5,689,277	281,421,942
	<b>2010</b>	626,681	262,604	183,182	6,346,105	308,745,538
	<b>2018</b>	696,957	321,230	228,955	6,728,524	326,533,070
	<b>2023</b>	736,532	349,860	250,063	6,989,632	337,947,861
PERCENTAGE GROWTH	<b>2000-2010</b>	9.96%	44.27%	44.65%	11.54%	9.71%
	<b>2010-2018</b>	11.21%	22.32%	24.99%	6.03%	5.76%
	<b>2018-2023</b>	5.68%	8.91%	9.22%	3.88%	3.50%

# EDUCATION OVERVIEW

Area/School	2017 ACT Average
Macon County	19.7
Smith County	19.5
Sumner County	21.3
Trousdale County	21.3
Wilson County	21.0
<b>TN Central Region</b>	<b>20.56</b>
Davidson County	19.0
Rutherford County	20.8
Williamson County	25.2
United States	21.0
State of Tennessee	20.1

Area/School	2017 Graduation Rate
Macon County	87.8%
Smith County	92.3%
Sumner County	94.7%
Trousdale County	97.9%
Wilson County	96.2%
<b>TN Central Region</b>	<b>93.78%</b>
Davidson County	80.3%
Rutherford County	95.3%
Williamson County	95.6%
State of Tennessee	89.1%

## Education



## Universities and Colleges

- Belmont University
- Cumberland University
- Fisk University
- Lipscomb University
- Meharry Medical College
- Middle Tennessee State University
- Tennessee State University
- Tennessee Technological University
- TN College of Applied Technology in Gallatin
- TN College of Applied Technology in Hartsville
- TN College of Applied Technology in Lebanon
- TN College of Applied Technology in Portland
- TN College of Applied Technology in Red Boiling Springs
- Trevecca Nazarene University
- Vanderbilt University
- Volunteer State Community College
- Welch College
- Union University

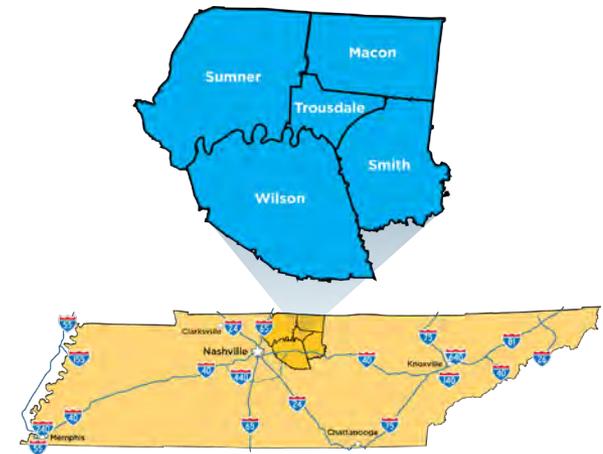
## 2017-2018 PERFORMANCE INDEX

ECD Site Development Grant Smith County \$1M  
ECD sewer improvement project completed PCIC \$122,500.00  
ECD Grant Award \$50,000.00  
TVA InvestPrep Grants: Macon & Smith Counties  
InvestPrep Grants Apps: Macon; Smith; & Trousdale Counties  
TVA Grants \$1,250.00  
TCEA Grants Awarded over \$142,000.00 to Trousdale, Macon & Smith Counties  
13 RFP & RFI responses to ECD & TVA  
State Funding Board  
MTIDA Wage & Benefit Survey  
Appraisal Report PCIC Completed

**Thank You to Legislators** past and present for your service to the State of Tennessee and for your continual support of the **Tennessee Central Economic Authority**. Over thirty years ago, you created this organization with a remarkable vision for your communities' economic future. You have since played a vital role in our growth and passion to serve the citizens of Macon, Smith, Sumner, Trousdale, and Wilson Counties. We sincerely appreciate your leadership, involvement, and assistance in helping our region and organization become stronger. Please plan to visit us soon and continue to help us with business development and new jobs in your districts.



- Northeast of Nashville
- Future Port on Cumberland
- I-65 & I-40 Corridors
- Access to Six Airports
- Foreign Trade Zone
- 5 TCAT Locations



### Senators:

Mark Pody & Ferrell Haile

### Representatives:

Kelly Keisling, William Lamberth, Susan Lynn,  
Clark Boyd, Courtney Rogers, & Terri Lynn Weaver

# 2017-2018 FISCAL OVERVIEWS

## General Fund (Staff & Office Operations)

### REVENUES

\$180,933.50	\$154,479.64
Rent	Other

**TOTAL REVENUES: \$335,413.14**

### EXPENDITURES

\$212,400.00	\$24,940.00
Salaries & Benefits	Contract Services
\$27,547.91	\$16,333.01
Office Expenses	Advertising/Marketing
\$11,265.31	\$10,757.42
Meeting/Event Expenses	Travel
\$1,962.98	\$4,783.63
Miscellaneous	Dues and Fees

**TOTAL EXPENDITURES: \$298,310.40**

## Capital Improvements Fund (PowerCom Industrial Center & Off-Site Development)

### REVENUES

\$863,529.68	\$30,681.56	\$151,082.11
TVA In-Lieu-of-Tax Funding	Property Sales & Loan Receipts	Other (Grants & Interest)

**TOTAL REVENUES: \$1,045,293.35**

### EXPENDITURES

\$205,336.19	\$149,916.00
Engineering/Admin/ Insurance Fees	Rural Development Loan Payment
\$29,248.83	\$607,263.10
Roads & Fencing	Projects (Infrastructure & Site Development)
\$59,919.01	\$3,191.35
Grant Programs	Misc. Expenses
	\$53,561.81
	Repairs & Maintenance

**TOTAL EXPENDITURES: \$1,108,436.29**

# POWERCOM INDUSTRIAL CENTER IMPROVEMENTS



Bob Bibb with MTIDA



Team TVA Visits ARC



April Mark Williams SDG and Stephanie + Stephen TVA



Hulk Site Development

Sewer Improvements



SIA Road Crew



# BUSINESS & WORKFORCE DEVELOPMENT

The Tennessee College of Applied Technology Hartsville fully supports the ongoing efforts of the TN



Central Economic 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, ABC Fuel Group, NHC, CIP (Sumner), Destaco, Tacle Seating, Teknia Group (Wilson) 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 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, President,  
TCAT-Hartsville



Charles Alexander, SBDC Director



The TN Central 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 TN Central region. Charles Alexander, the Center's Director, as well as Dave Jose, Counselor, provide private counseling at the following locations in the TN Central region during the third full week of each month:

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

# 2018/2019 WORK STRATEGIES

## Economic Development Program

- Increase industrial product in the five-county region by assisting communities in projects and property opportunities.
- Respond to Request for Information for the region or individual communities.
- Market & promote the Tennessee Central as a five county region.
- Utilize the master plan for PCIC to develop building sites and all required infrastructure.
- Maintain and promote partnership with elected officials, EDOs, and Chambers of Commerce in the region.
- Management of the Authority's industrial property in PowerCom Industrial Center and the Hartsville Industrial Park.
- Port development & developing partnerships for a Cumberland River dock/ barge access.
- Continued involvement with RPO and TDOT for regional highway infrastructure.

## Business & Workforce Development Assistance

- Support our partnership with the SBA's TN Small Business Development Centers.
- Provide technical assistance to incubator clients as required (financing, marketing, etc.).
- Support small business development seminars and referrals throughout the five-county region.
- Communicate with existing businesses.
- Serve as a member of Tennessee College of Applied Technology (TCAT)/ Hartsville's Advisory Board.
- Market the training services of TCAT and Volunteer State CC to businesses and industries in the region.
- Support career and job fairs in the region & assist with workforce development programs.

## Program Administration

- Comply with reporting requirements of the State of TN (Sunset Review & State Funding Board), the Board, and others agencies.
- Maintain financial reporting, audits, and budget management.
- Provide an informative website and news updates.
- Manage the daily operations of the office and admin processes.
- Search for and pursue grants and funding applications.
- Oversee and manage PowerCom Industrial Center and tenant relationships.

- Maintain professional affiliations with government entities, funding agencies, TN Dept. of ECD, Chambers, UT/CTAS, ATVG, GNRC, MTIDA, UCDD, TEDC, TVA, TEP, local power companies and other providers.

## Other

- Support the updating, printing, and distribution of Community Data Sheets for the twelve targeted communities in Tennessee Central.
- Increase public awareness of the Tennessee Central Economic Authority and provide a vision for the region.
- Promote Tennessee Central internally for our five-county region as a viable partner for economic development.
- Pursue other regional development opportunities as requested by the Board of Directors.
- Aggressively pursue new projects and tenants.

### TN Central's Partners for Success



# ACROSS THE REGION



Lamar Alexander



Smith County Check Presentation



County Mayors Visit Governor Haslam



Macon County



Mayor Jones & Mayor Carman



Donoho Site Visit



ED Update at TVA Forum



Team TVA Visits ARC



Mayor Hutto and Mayor Briley



Commissioner Rolfe Visits Wilson County



UCDD Annual Meeting



On Capitol Hill



Commissioner Rolfe



ECD Listening Tour



UCDD Annual Meeting



Bess Hubbard

Serving The Middle Tennessee Counties of  
Macon, Smith, Sumner, Trousdale, Wilson



**TENNESSEE CENTRAL**  
ECONOMIC AUTHORITY

[tennesseecentral.org](http://tennesseecentral.org)

**Charly Lyons, *President/CEO***

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[clyons@tennesseecentral.org](mailto:clyons@tennesseecentral.org)

