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ROGER SIGLER ELECTED TIDC PRESIDENT, NEW BOARD MEMBERS CHOSEN

A total of 157 TIDC members made the trek to Destin, Florida for the Spring Conference, held April 24-26 at the Holiday Inn. During the spring meeting, new officers for 2002-2003 were elected. Your newly elected board consists of:



President
 Roger Sigler

Director of Business Development, Inman Construction



Vice President
 Randy Brewer

President, Lawrence County Chamber of Commerce



Secretary-Treasurer
 Kim Denton

Vice President Economic Development, Oak Ridge Chamber of Commerce



**Past President/
 Legislative Liaison**
 Rhonda Rice

Vice President of Economic Development, Knoxville Chamber Partnership



West Tennessee Director
 Heidi Smith

President of Marketing & Business Development, Centex Engineering & Construction



Middle Tennessee Director
 Mark Herbison

Marketing Manager, Nashville Area Chamber of Commerce



East Tennessee Director
 Steve Hiatt

National & International Recruitment, Chattanooga Area Chamber of Commerce



SEDC Director
 Frank Tamberrino

President, Maury Alliance



SEDC Alternate
 Bob Grimes

Business Development, Turner-Universal Construction



State of TN Liaison
 G.C. Hixson

Director of Marketing and Recruiting, TN Dept of Economic and Community Development

If you weren't sure how to handle the media before the conference, you should have no problems handling them now. Mimi Bliss of Bliss Communications presented "Promoting Positive Media Coverage" and taught us what to say and what not to say as well as the importance of media coverage as a marketing tool.

Attendees heard updates from Dave Goetz with the Tennessee Association of Business, Chuck Shoopman of TVA, and Gene Stinson with SEDC. Amy Bunton also provided an update on the Tennessee Economic Partnership and the Millennium Fund.



TENNESSEE: SETTING THE STAGE FOR BUSINESS TO SUCCEED

More than ever before, leading companies from around the world are discovering the advantages of doing business in Tennessee. With our prime geographic location, skilled workforce, outstanding transportation network and pro-business environment, Tennessee has earned a solid reputation as a premier business location.

Year after year our state sets records for new job creation, new business development and existing industry expansion. In 2000, we saw more than \$7 billion in announced private capital investment and the announced creation of 34,000 new jobs. And, in 2001, we recorded more than \$6 billion in announced private capital investment creating 28,000 new jobs for Tennesseans.

From the automotive industry to telecommunications, to printing and publishing, to warehousing and distribution, our diverse business base speaks volumes as to the wealth of economic and lifestyle advantages and opportunities that, quite simply, help companies build better products more efficiently in Tennessee.

Tennessee ECD Ranks Among Top Development Organizations – The summer 2001 edition of Southern Business & Development magazine recognized the Tennessee Department of Economic and Community Development as one of the nation's top development organizations.

ECD Named Top Development Organization – The Tennessee Department of Economic and Community Development (ECD) was named among the top development organizations in the nation in Site Selection Magazine's May 2000 issue and again in the magazine's May 2002 issue.

Tennessee ECD Named Economic Development Group of the Year – Southern Business & Development magazine honored ECD with the "Development Group of the Year" designation in the magazine's summer 2000 issue.

Tennessee Snares Deal of the Year – Site Selection Magazine honored Tennessee for luring Dell Computer Corp.'s first U.S. expansion outside of Texas by naming the project "Deal of the Year" for 1999.

ECD Web Site Named Among Best in the Nation – The Tennessee Department of Economic and Community Development's web site was named to the list of Top Ten economic development web sites in the nation in Site Selection magazine's January 2001 issue.

Tennessee's Industrial Training Service Ranked Among Best in the Nation – For the third year in a row, Tennessee's Industrial Training Service (ITS) ranked among the top ten in the nation. Expansion Management Magazine's "Special 2000 Ratings Issue," listed Tennessee's program as sixth in the country.

Tennessee's Automotive Industry Continues to Grow – Nissan's latest announcement to move production of its flagship Maxima sedan to Tennessee brings the company's Smyrna plant to maximum production capacity, enabling the production of 500,000 vehicles annually. This move is part of a \$1 billion expansion announcement Nissan made last year on the heels of Saturn's \$1.5 billion expansion announcement at its Spring Hill facility.



Building the Technology Sector

Commissioner
TONY GRANDE

Building a new industrial sector isn't an easy task, but that's exactly what we're doing here in Tennessee. Constructed on a statewide foundation of world-class research, we are building an emerging job-creator, Tennessee's biotechnology industry.

As we move into the technology-driven economy of the future, it's important that we work to expand the biotech industry and encourage the formation, growth and relocation of technology companies. Tennessee's science and technology assets will create the higher-paying jobs and new business successes for our future.

In the last newsletter, I wrote about our Tennessee Means Technology campaign, a new initiative designed to lure and nurture technology enterprises, including biotech. The initiative was launched in Memphis at the first meeting of Gov. Don Sundquist's new Task Force on Biotechnology.

Through the efforts of this campaign and developers statewide, Tennessee has landed two new biotech companies, Greystone Pharmaceuticals and Cell Genesys, and has helped to bring the area's first biotech park, the Cool Springs Life Sciences Center, to fruition in just the past six months.

We have many of the same assets as in areas such as California's Silicon Valley, or biotech hubs Boston and Maryland. Our challenge is to find ways to get that R&D into the private sector and marry it with venture capital and entrepreneurs so that we, too, can create from Memphis to Nashville to Oak Ridge to the Tri-Cities our own biotech corridors with new companies spun-out from Tennessee-based research.

Over 20 years ago, Tennessee's developers set out to build the state's automotive industry. Today, we are the fourth largest producer of cars and light trucks in the nation with three major assembly plants and more than 800 automotive suppliers. We have another opportunity to grow and recruit the jobs of the future, this time in the biotechnology arena. I encourage you to explore and make use of the technology advantages available in our great state. Nothing will be more important to the future of Tennessee than its science and technology assets.

It's A Great Time To Be A Member of TIDC



By Roger Sigler, TIDC President 2002-2003

As I begin my term as President, let me offer my sincere appreciation for the tremendous job that Rhonda Rice has done for TIDC this past year. With it raining

CATS and DOGS budgets up in Nashville, she has devoted an extraordinary amount of time and effort supporting ECD. Thanks for your leadership.

The spring conference was another resounding success. During this time, our membership voted to make a financial commitment to the Tennessee Chamber of Commerce and Industry (formerly Tennessee Association of Business) supporting a new position in their organization devoted specifically to economic development issues. These strategic partnerships will continue

to pay dividends in our efforts to attract and retain industry to Tennessee. TIDC members need to remain vigilant in our support of ECD and the important role they play in achieving the success that we have had in our communities and state.

It is with much regret that we see Bob Bibb retire from the board. His wisdom, experience and ability to put together a great golf tournament will be sorely missed.

We would like to welcome our new board members, Kim Denton, Mark Herbison and SEDC Alternate Bob Grimes on board for the upcoming year. It is a great time to be a member of TIDC and we look forward to providing our membership with great leadership, conferences and programs this year.

TIDC Organization is United, Strong



By Rhonda Rice, TIDC President 2001-2002

First of all, I would like to thank the TIDC membership for allowing me the opportunity to serve as President during the past year. It has been a time filled

with many challenges and opportunities and one that I have enjoyed immensely.

There have been events that have happened throughout the year that could have separated us for a variety of reasons; instead we came together for the common cause and united as an organization.

TIDC has grown, not only in the size of its membership but in its strength by making our voices heard on very important issues. While the outcome of our state is unclear at this time, I want to encourage you to continue your efforts and celebrate the successes in our communities. This attitude not only shows our commitment

to our profession as economic developers but is the best example I know of for the "return on investment" we all seek to prove.

I do want to thank the membership once again for the time you have spent in helping to get the word out to elected officials, community leaders and businesses this year. It is important that everyone understands where we have concerns but it is just as important they realize the positive impact we have on our communities. I have received numerous letters and comments back from these people complimenting our efforts and progress.

I challenge Tennessee Industrial Development Council to continue to improve ourselves as an organization, become more involved if you need to, use the network that we have to your advantage and at the same time you will have the opportunity to get to know the best bunch of folks one could hope to be associated with.

New TIDC Members

Larry Becker	Jackson	Shadow Creek Properties
Brian Burke	Nashville	Walter Knestrick Contractor
Jay Garner, CED, CCE	Chattanooga	Chattanooga Area Chamber
Monte Garnette	Franklin	Monte Garnette & Associates
Meg Goodman	Jackson	Jackson Area Chamber
Lizabeth Gray	Nashville	RCR Building Corp.
Michael Grim	Atlanta	Norfolk Southern Corp.
Warren Harden	Franklin	Doster Construction Co.
Allen Hester	Dyersburg	Dyersburg Chamber of Commerce
Kirk A. Huddleston	Knoxville	Blaine Construction Corp.
Kevin Lindsay, AIA	Knoxville	Barge, Waggoner, Sumner, Cannon
Carl W. Mullis, IV	Atlanta	The Walker Companies
Todd Napier	Knoxville	Development Corp. of Knox Co.
Spencer Patton	Atlanta	The Walker Companies
Vickie Pritchett	Ashland City	Cheatham County ECD
Leslie Shechter	Nashville	Waller, Lansden, Dortch & Davis
Richard Schweitzer	Milan	American Ordnance, LLC
Chuck Shoopman	Nashville	Tennessee Valley Authority
Mandy Smith	Jackson	Jackson Area Chamber
Cathy L. Testerman	Greenville	Greene Co. Partnership
Anna Scott Thorsen	Nashville	Waller, Lansden, Dortch & Davis
Bob Upton	Nashville	T.W. Frierson



During the spring conference in Destin, Incoming president Roger Sigler presented retiring board member Bob Bibb (above) and outgoing president Rhonda Rice (below) with plaques in recognition of their dedication and service to TIDC.



CALENDAR OF EVENTS

- September 11-13** Governor's Conference, Nashville - Nashville Radisson
- October 9-11** TIDC Fall Conference, Murfreesboro
- November 12-13** Venture Capital Conference, Nashville

TIDC would like to show appreciation...

...to the sponsors who helped make this year's Spring Conference successful:

- Matteson-Hudson Construction Co.
- Crye-Leike Relocation Services
- Barge, Waggoner, Sumner and Cannon
- SEDC
- Jesco Construction
- Blaine Construction
- CSX
- City of Hendersonville
- TVA
- Nashville Chamber
- Chattanooga Area Chamber
- Oak Ridge Economic Partnership
- BellSouth
- Rutherford Co. Chamber of Commerce
- Gresham, Smith and Partners
- Turner Universal Construction
- MTIDA

- Jackson Energy Authority
- Centex Engineering & Construction
- WTIA
- The Access Group
- Lauderdale County Economic and Community Development Board
- Memphis Area Chamber of Commerce
- 21st Century Council of Lawrence Co.
- Tellico Reservoir Development Agency
- Baker, Donelson, Bearman and Caldwell
- Tennessee Resource Valley
- Industrial Capital Management Services
- Union Planters Bank, Selmer
- James N. Gray Company
- Knoxville Chamber Partnership
- T.W. Frierson Contractor, Inc.
- Rentenbach Constructors, Inc.