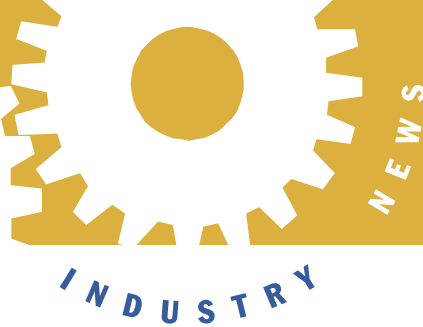


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## TIDC SPRING CONFERENCE 2003 UPDATE

The TIDC spring conference, held in Destin April 23-25 offered both educational and networking opportunities to members. Amy Holloway with Angelou Economics presented "Marketing & Advertising for Regions Across the Globe" and gave an overview of the marketing/planning process. Holloway also offered an interactive branding session for attendees. The meeting also served as an installation of new officers. Your board for 2003-2004 consists of:



**President –  
Randy Brewer**  
President, Lawrence County  
Chamber of Commerce



**Vice-President –  
Kim Denton**  
Vice-President Economic Dev.,  
Oak Ridge Chamber of Commerce



**Secretary –  
Kyle Spurgeon**  
Business Development Manager,  
Jackson Energy Authority



**Immediate Past President –  
Roger Sigler**  
Director of Business Development,  
Inman Construction



**East Tennessee Director –  
Doug Lawyer**  
Manager of Economic Dev.,  
Knoxville Area Chamber Partnership



**Middle Tennessee Director –  
Mark Herbison**  
Rutherford County  
Chamber of Commerce



**West Tennessee Director –  
Allen Hester**  
President/CEO  
Dyersburg Chamber of Commerce



**SEDC Director –  
Bob Grimes**  
Business Development,  
Turner Universal Construction



**SEDC Alternate –  
Marco Oliveri**  
Forward Sumner



**State of TN Liaison –  
G.C. Hixson**  
Director of Marketing & Recruiting,  
Tennessee Dept. of ECD

On Friday we heard updates on the Tennessee Economic Partnership and the Millennium Fund, SEDC, and John Bradley brought us up to date on TVA's activities. We also received a legislative update from Wayne Scharber followed by Commissioner Kisber's informative session.

TIDC would like to thank the corporate sponsors who helped make the event such a success:

*Matteson-Hudson Construction Company*  
*Crye-Leike Relocation Services*  
*Barge, Waggoner, Sumner & Cannon*  
*Clarksville Area Chamber of Commerce*  
*Rutherford County Chamber of Commerce*  
*Jesco Construction/Blaine Construction*  
*Northeast TN Ind Dev Assn*  
*Rose Integrated Services, Inc.*  
*Nashville Chamber of Commerce*  
*Chattanooga Area Chamber of Commerce*  
*BellSouth*  
*TN Dept of Economic & Community Development*  
*Lauderdale Co Economic & Community Dev Board*  
*MTIDA*  
*Lawrence County Chamber of Commerce*  
*Tellico Reservoir Development Agency*  
*Maury Alliance*  
*Oak Ridge Chamber of Commerce*  
*Doster Construction*  
*South Central TN Development District*  
*N.C.D.S.*  
*National Community Development Services*  
*WTIA*  
*Greater Cumberland County Chamber of Commerce*  
*The Access Group*  
*Joseph W. Henrick*  
*Centex Engineering & Construction*  
*CSX Transportation*  
*TVA*  
*H & M Construction*  
*TW Frierson*  
*Rentenbach Construction*

by Deb Wooley, President, Tennessee Chamber of Commerce & Industry

## Work Together, Speak Together

Our ability to attract new companies, grow existing companies and create more jobs and wealth for Tennessee begins in the State Capitol.

While we might not consider it when we are visiting with prospects or showing a site, it hits us full in the face when we start talking about tax credits and incentives, tax burdens, workplace rules, workers' comp costs, government mandates, education/workforce preparation and environmental regulations. That's because the Tennessee business climate – that atmosphere in which we must work and succeed – is a product of government rules, regulations and systems.

As a result, we as economic developers must take an active role in how legislators maintain and shape our business climate, either individually or through associations such as the Tennessee Chamber of Commerce & Industry and TIDC.

This legislative year was very promising. Despite tough economic times and state budget challenges, no legislation detrimental to the business climate passed, as most of was bottled up in committee. Take a few minutes to pat yourself on the back, but remember that this was the first of a two-year session; next year's economy probably won't be much better, the honeymoon period will be over and a November election will be looming. And, our challenges might be a little stronger.

Some of the bills that we will fight again next year include SB 206, requiring temporary employees to receive wages equal to those of regular employees doing the same jobs; SB 1716, AFL-CIO model legislation replacing the equal-pay-for-equal-work principle with a comparable worth principle and SB 1004, requiring insured employer plans to continue the availability of health benefits to an employee's spouse after the divorce or death of the employee.

On the environmental front, SB 1492, regarding new environmental standards requiring the adoption of regulations establishing minimum energy efficiency standards for certain new products and restricted the sale of certain products in Tennessee and, SB 564, which would add an additional member, representing another environmental interest group, to key environmental regulatory boards, will certainly be back.

While we can celebrate no new taxes being imposed on the business community, there were tax bills that we will face again in 2004. SB 1526 would create changes in non-standard property valuation and restrict the ability to use non-standard valuation in the assessment of personal property and SB 1859 required the lessor of a leased personal property to pay the property tax instead of the lessee.

*Continued on page 3*

## Momentum Strong; Announcements Generate Positive Economic Impact



### Commissioner MATT KISBER

It's been an exciting and productive few months in Tennessee's economic development arena.

In April, Governor Bredesen and I unveiled plans for a new \$124 million Toyota casting plant in Jackson. On the heels of that announcement, we stood with representatives from Bridgestone APM to announce that they would construct a new automotive manufacturing facility in Dickson. Then, the following week, we announced that Verizon Wireless, the nation's leading provider of wireless communications, would open a customer call center in Murfreesboro.

In May, we celebrated Summit Polymers decision to locate the company's new injection-molding facility in Shelbyville. We also announced a host of corporate relocations in the Nashville area. First, Asurion, North America's largest provider of enhanced services for the wireless communications industry, announced it would relocate to the Nashville region. Caremark Rx, Inc., a Fortune 300 company, announced that it would relocate from Birmingham to Nashville, and Quanta Computer, Inc. announced that it would open its U.S. manufacturing and distribution headquarters in LaVergne's Interchange Business Park.

And, we can't forget the recent celebrations of GranitiFiandre's new facility in Crossville, DTR Tennessee's new plant in Tazewell and Dura Automotive Systems' expanding facility in Lawrenceburg.

These exciting announcements are not only great wins for our state, they represent precisely the type of high-quality job and investment announcements that our department and the Governor's Jobs Cabinet are working hard to attract.

*Continued on page 3*

## Keep Up The Good Work



By Roger Sigler,  
TIDC President 2002-2003

As I reflect on my term as president, I feel that TIDC is stronger than ever. With newly elected president Randy Brewer, I know that the organization is in very good hands. By

providing Randy with the same support and encouragement you have shown me the past year, the possibilities for TIDC are endless. Our newly installed officers and directors are true professionals who will help our organization reach new levels.

The coming year promises to be another fantastic one – great conferences and member programs and services. We are continuing to strengthen

our relationship with state ECD and look forward to working hand-in-hand with Commissioner Kisber.

Thanks to the Bredesen administration for including TIDC on the Jobs Cabinet.

Mark your calendars for the 2003 fall conference, scheduled for September 17-19 in downtown Memphis. Eric Canada will be the presenter and will be covering the topic of existing industry retention and expansion.

Members – please continue to provide the TIDC board with your valuable input. We need your voices in the organization. Again, I appreciate the opportunity to serve as your president – let's continue to work together toward our goals and keep TIDC strong.

## Legislative Agenda (cont'd)

Two bills concerning union contract negotiations were stalled in committees but will be back next year. SB 413 requires companies doing business with the state to remain neutral in a union election campaign and SB 1168 grants firefighter unions enormous contract negotiation power.

The list goes on. And we all know from experience, more will be introduced. While we can never let our guard down, we have an equal responsibility to identify problems and to deliver solutions to the General Assembly.

Workers' compensation reform is a prime area of concern. You, like us, hear from employers

and potential employers across the state concerns about the cost of our workers' comp system when compared to other states. We have worked for 18 months with ally trade associations and businesses to identify the problems and formulate the solutions. Now we have a responsibility to communicate those to the legislature.

On this issue, for example, we know there will be substantial opponents. By working together and speaking together, our "unified voice of business" will be heard.

## Momentum Strong (cont'd)

By taking a more proactive, business-like approach to state government's economic development efforts, we are working to maximize Tennessee's effectiveness in attracting and retaining successful businesses and the jobs they create.

Created in March, the Governor's Jobs Cabinet is bringing all the resources of state government together to redouble the state's recruitment efforts. It has already begun formulating regional job-creation strategies, reassessing the state's workforce training programs and developing

valuable partnerships that will be key to Tennessee's future success.

As you can see by the lengthy list of recent announcements, our momentum is strong and we have many more opportunities ahead of us. With the combined efforts and forward-thinking of Governor Bredesen, the Jobs Cabinet, ECD and your local economic development organizations we can move Tennessee ahead, foster a bright business climate and increase the quality of life for all Tennesseans.

# New TIDC Members

**Marc Oliveri**

President & CEO  
Forward Sumner  
PO Box 377  
Hendersonville, TN 37077  
615 824-2818  
615 822-7498

**Patrick Spence**

International Trade Center \_TSBDC  
211 Commerce Street, Suite 100  
Nashville, TN 37201  
615 743-3058  
615 743-3042

**Nathan Ward**

TN Dept of Economic & Community  
Development  
312 8th Avenue North  
Nashville, TN 37243  
615 741-1888  
615 741-7306

**Jeffery Taylor**

TVA  
1 Century Plaza  
OCP 2A NST  
Nashville, TN 37214  
615 232-6146  
615 232-6091

**John T. Nevill**

Lockwood Greene  
7101 Executive Center Drive  
Suite 297  
Brentwood, TN 37027  
615 221-0347  
615 221-5078

**Jim Williams, AIA**

J&S Construction Co.  
1080 S. Willow Avenue  
Cookeville, TN 38501  
931 528-7475  
931 528-5997

**Neil Dorris**

S.M. Lawrence Co.  
245 Preston Street  
Jackson, TN 38301  
731 423-0112  
731 423-0572

**Steve Dorough**

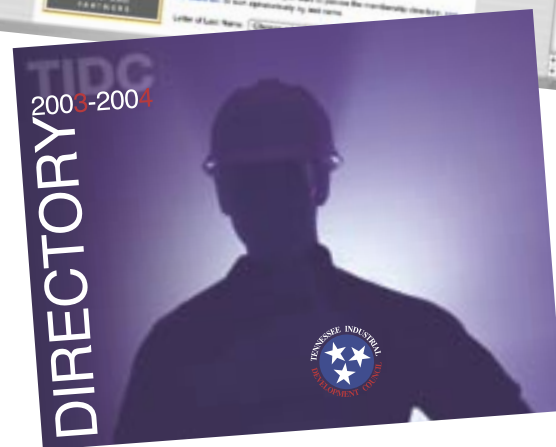
First Community Development  
6525 The Corners Parkway  
Suite 400  
Norcross, GA 30092  
770 448-7171  
770 448-7513

## Photo & Address Change Request

If your photograph doesn't currently appear in the TIDC photo directory or on the website, please forward a copy to Suzie Lusk at 611 Commerce Street, Suite 3030, Nashville, TN 37203.

Also, please remember to forward any changes in your contact information to [suzie.lusk@tnchamber.org](mailto:suzie.lusk@tnchamber.org).

Also a reminder, the 2003-2004 directory is now at the printer and will be sent to members in late July.



## Calendar of Events 2 0 0 3

**September 2-4**

Governor's Conference

Nashville, TN

**September 14-17**

IEDC Conference

Cincinnati, OH

**September 17-19**

TIDC Fall Conference

Memphis, TN

**October 5-10**

Economic Development Institute

San Diego, CA