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INDUSTRY

NEWS

Economic Development Calendar

April 5-7

SEDC Spring Seminar
Tunica, MS

6

April 23-26

Corenet Global Summit
Philadelphia, PA

0

May 3-5

TIDC Annual Conference
Destin, FL

0

September 12-13

TN Governor's Conference
Nashville, TN

2

October 18-20

TIDC Fall Conference
Knoxville, TN

October 28-31

SEDC Annual Conference
Orlando, FL

November 12-15

Corenet Global Summit
Orlando, FL

www.tfdc-ecdev.org



Local Recruitment Efforts Key to Long Term Success

**President
Kyle Spurgeon**

As we move forward into 2006, we are fortunate to celebrate a great deal of recent success in business recruitment across Tennessee. While we applaud the statewide economic development efforts of both ECD and TVA, we must also be fully prepared at the local level when potential industry comes to town.

In order to successfully compete for new jobs, communities must make some tough decisions necessary for growth at home. While incentives and tax breaks are often keys to closing the deal, companies primarily make decisions based on the entire package.

Whether it's in Memphis or Maynardville, factors such as the workforce, location, available space and educational opportunities serve as the primary attraction for corporate relocation and expansion. How will we answer the questions companies are asking these days: are the costs of doing business there reasonable? Are the state and local officials at odds? Can I find a workforce that's healthy and willing to learn new skills? Will my managers want to live there? The state-local partnerships for recruiting industry should always serve as complements to each

other, never substitutes. Maintaining strong communication while coordinating the resources of both our communities and statewide agencies will help ensure Tennessee stays competitive in the long run.

I am also pleased to announce that TIDC will begin a new study this spring analyzing our ability to close the deal at both the local and state level. The move is an effort to look at what our communities and our state are offering companies compared with its major competitors, and to make specific recommendations for the future. We will publish the results to all our members once the study is complete, and will present the findings to both the Governor and the state legislature.

I encourage our membership to continue improving local growth and community development this next year, while doing all we can to support the business efforts of our friends at the state level. We must work together towards a constant goal of keeping each community in Tennessee on top when it comes to corporate and industrial recruitment in the years to come. Tennessee's future is tied to its ability to innovate, not just in business but in economic development as well.



From left: Joe W. Barker, Asst. Commissioner TN Dept. of ECD; Monty Adams, Franklin County Mayor; and Shan Harris, ECD Regional Economic Development Specialist

1st Quarter Tennessee Leadership Center

The Tennessee Leadership Center, which opened in the summer of 2005, is now busy hosting workshops statewide to enhance economic development efforts and help local leaders strengthen their communities. The Center, a public-private non-profit operation, was originally

created by Governor Bredesen and ECD Commissioner Matt Kisber as a compliment to Tennessee's revamped Three-Star program. It now serves as a partner with ECD to help communities improve their local economies and quality of life.

"The goals of our program go beyond just business recruitment," says Dr. David Kolzow, who serves as Executive Director of TLC. "Through strategic planning methods, we actually focus on key factors in each community that will help increase its overall development, its ability to compete for business investment, and improve its quality of life."

The Center also serves to further the economic development initiatives of Tennessee Tomorrow, its parent organization comprised of public, private, and academic leaders. A top priority of both entities is to help guide the strategic growth of the state's communities. Leaders from a number of counties in Tennessee have already participated in strategic planning workshops led by TLC and ECD.

Dr. Kolzow adds that the Center will hold two one-day workshops in March in Nashville on communication and negotiation skills community leaders. These workshops are part of a series that will be offered each month through November to build the skills of community leaders and development practitioners. The Center hopes to offer comparable training workshops that would be delivered in communities so that more leaders would be able to attend.

He says TLC's statewide partners are looking for the Center to become a resource "clearing house" via its new web site where community leaders can access various online services such as surveys, economic development tools, training calendars and DVD's.

"We intend for this to become a one-of-a-kind strategic planning resource for Tennessee, a model that other states will want to use as a pattern for their programs," says Kolzow.

The TLC also plans to eventually offer certified programs here at home for economic development professionals in the state, many of whom must currently travel to other states for training, such as the Economic Development Institute (EDI).

For more information on the Tennessee Leadership Center and its workshops, contact the Center at (615) 214-3127 or through e-mail at drkolzow@bellsouth.net. The web site address for TLC is www.tennesseeleadershipcenter.com

TIDC - Day On the Hill Report

The TIDC Annual Day on the Hill and Legislative Reception was a big success in Nashville on February 15. More than 60 legislators attended the day's events, which included a special mixer, luncheon and reception at the Sheraton Downtown Nashville Hotel.

The event featured speakers such as: James Neeley, Commissioner of the Tennessee Department of Labor and Workforce Development; Deb Woolley, President of the Tennessee Chamber of Commerce; Mark Drury, Assistant Commissioner of ECD; and Sharon Younger, President of Younger Associates, who gave members an update on TIDC's new marketing campaign.

Deb Woolley, President of the Tennessee Chamber of Commerce
James Neeley, Commissioner of the Tennessee Department of Labor and Workforce

The presentations included the 2006 Legislative Agenda, supporting Gov. Bredesen's state budget with an additional \$14.8 million for training and technology infrastructure, and \$232 million in improvements to Tennessee's education system.



Regional Meetings

The first series of TIDC regional meetings were held in East, Middle and West Tennessee this past December and January. The meetings are designed to address regional concerns and allow members easier access to the current status of key issues affecting economic development in the state.

The East Tennessee meeting took place January 25 at the Knoxville Area Chamber Partnership, and featured a keynote speaker with the U.S. Dept. of Commerce-Economic Development Administration (EDA). In 2005, EDA provided \$3.5 million for economic programs in Tennessee.

On December 7, the Middle Tennessee regional meeting was held in Manchester, Tenn. Speakers included Deputy Commissioner Bob Henningsen from the Tennessee Department of Labor and Workforce Development, who gave the luncheon keynote. Participants also toured the Arnold Engineering Development Center at Arnold Air Force base.

The Chancellor of UT Martin, Nick Dunagan, welcomed guests to the West Tennessee regional meeting on January 19 in Martin, Tenn. Dunagan stressed the importance of education in recruiting new industry and the economic impact on the region. Steve Holt, Assistant Director of UTM Information Technology Services, instructed TIDC participants on using the latest technology to stay ahead of the game.

The next series of regional meetings across the state will take place in late 2006 and early 2007.



Nick Dunagan, Chancellor of UT Martin

Past President's Column



Ralph Thomas began his career in economic development 42 years ago in his hometown of Jackson, TN. His first job out of college was alongside fraternity brother Fred Harris at the Governor's Staff Division of Industrial Development – now known as the Tennessee Department of Economic and Community Development.

After serving as TIDC president in 1972 while working at the Memphis Chamber, Thomas later worked in San Antonio, Texas and Lafayette, La. before finally settling in Columbia, S.C. He has now served as president of the Palmetto Economic Development Corporation in Columbia – also known as the "South Carolina Power Team" – since 1988. He says things have changed in business recruitment from when he first came on the scene.

"Personal relationships were more of a focus when I started out in the business, when you literally spent a week with prospects driving around the state," says Thomas. "These days with technology, Internet research allows them to narrow expansion sites to two or three locations before they ever leave their office...and decisions are made much more quickly."

However, the former TIDC president says he has no immediate plans to retire based on his age. "I've heard some old football coaches say 'I love what I do...my health is good – why go now?' That is me," explains Thomas, who adds that he enjoys economic development just as much now as he did in 1964.

TIDC - Lifetime Member Award

Jack Hammontree

In 2005, TIDC presented McMinn Co. economic developer Jack Hammontree with the Honorary Life Member award. Hammontree, who has served as Executive Vice President of the McMinn Co. Economic Development Authority since 2000, began his career in 1966.

“One of the most rewarding things about working in economic development the past 40 years is being able to drive down the road, see a building or company that has made a difference to the community, and know you helped get them there,” said Hammontree.



Hammontree is a past president of TIDC, served as president of the Knoxville Chamber for seven years, and worked for what is now the Tennessee Department of Economic and Community Development for more than 15 years. He received his Certification in Economic Development (CED) in 1980, and is still an official member of TIDC.

Welcome New TIDC Members

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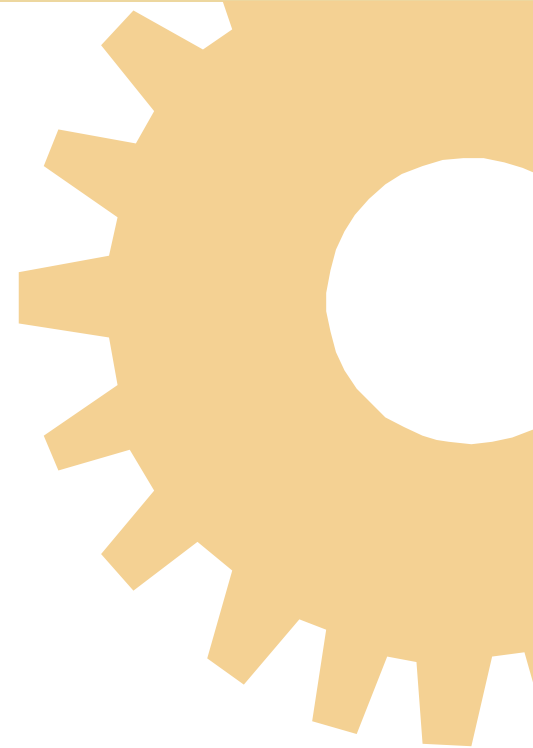
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