



INDUSTRY

NEWS

Suite 3030
611 Commerce Street
Nashville, Tennessee 37203-3742
www.tidc-ecdev.org
615-256-5141
256-6726 fax
email: tidc@tnchamber.org

Economic Development Calendar

PRESIDENT'S MESSAGE

Fall 2006 has been an especially busy and productive time for TIDC. The organization launched a statewide membership campaign during the month of September and 12 new members signed up to be a part of our organization.



Mark Herbison

In October, we had one of the most informative Fall Conferences on record. The conference was held in downtown Knoxville where there were over 115 members in attendance. Doug Lawyer did a tremendous job planning the conference and provided a wide range of informative sessions mixed with fun and entertainment. Pres Lawhon was named Volunteer of the Year at the awards banquet held at Calhoun's on the river.

The Middle Tennessee Regional meeting was held on December 7 at the Cool Springs Life Sciences Center in Franklin, Tennessee. The meeting featured Bruce McDonald with M-Pact Inc. who spoke on the human resource aspects of site selection and Tony Linn, director of the South Central Tennessee Railroad gave an update on development activities by short-line railroads. The meeting concluded with a tour of the BioMimetics facility.

Later that evening, the Annual Past President's dinner was held at Valentino's in Nashville. This event allows us to honor those members who have given a



great deal of their time and effort to make TIDC a viable and valuable organization. There were 17 past presidents in attendance along with TIDC board members.

*President's Message
continued inside*

February 7, 2007

Day on the Hill
Nashville, TN

May 2-4 2007

TIDC Spring Conference
Destin, FL

October 24-26 2007

TIDC Fall Conference
Franklin, TN

2006-2007 Board Members

- Mark Herbison- President
- Doug Lawyer- Vice President
- Walt Wood- Secretary/Treasurer
- Kyle Spurgeon- Immediate Past President/Legislative Liason
- Daryl Brady- East Tennessee
- David Hamilton- Middle Tennessee
- Paul Latture III- West Tennessee
- Lizabeth Theiss- SEDC Director
- Paul LaGrange- State Liason

PRESIDENT'S MESSAGE CONT.

Now on to the events for 2007. As a part of TIDC's efforts to enhance legislative involvement, we are making plans to boost the Day on the Hill event. This year we will feature a booth set up in the Legislative Plaza manned by TIDC board members. This will serve as a "home base" for TIDC members to get materials and information as well as assistance with lobbying your representative.

We will also have the annual Day on the Hill Legislative Luncheon followed by a reception for our legislators later that evening. Please mark February 7, 2007, as a "must attend" event on your

calendar and make plans now for this important event. The dates for the spring conference in Destin, Florida have been set for May 2-4, 2007. You can look forward to another strong conference agenda.

I encourage our membership to work together toward a constant goal of keeping each community in Tennessee on top when it comes to business and industry recruitment in the year ahead. We've had a good year in 2006 – let's have an even better 2007.

MESSAGE FROM THE COMMISIONER



We've truly turned a corner in this state, and the governor has made jobs a key priority.

Governor Bredesen laid out his vision during ECD's Governor's Conference this past September, offering his perspective on how we maintain the level of success we've experienced over the last four years, and how we prepare for the next phase.

We are now engaged in preparing for the "Next Steps" to bolster our economic development efforts. The governor's plans include developing a more skilled work force, investing in new infrastructure, fostering innovation and stepping up basic sales and marketing efforts at both the state and local levels.

I find his focus to be exciting and a step in the right direction for continued success in economic development. If we want to continue to recruit and help existing industry grow, we have to have the work force available with the skills to take on the jobs of the future. If we want to attract more high-quality jobs, we have to embrace and nurture innovation in our state. Selling Tennessee the right way, requires that we continue to "get the talk right."

The economic benefits of Tennessee's business climate are being noticed nationally. Now, more than any time before, we

are witnessing more prospective activity taking place from industries looking to locate in Tennessee and companies here looking to expand.

Tennessee is among the top states in the nation for our business climate ranking nationally – as a Top 5 state for business by Site Selection Magazine – for two consecutive years.

Every new relationship we've built and maintained...every cooperative step shared with local communities...the use of every tool in our tool box as effectively and efficiently as possible...and every carefully thought out strategy for implementation...is what we're doing to work toward achieving that top spot.

Since Governor Bredesen took office, we have created over 106,000 new jobs in this state and more than \$12 billion in new investment.

Our goal is to make Tennessee more competitive than any other state in the Southeast.

We feel real positive about what's been accomplished, what we're doing to achieve even more and what the future holds for this great state. We are ready for the future.

VOLUNTEER OF THE YEAR

Pres Lawhon, the Vice President of North American Operations of PBR Automotive USA has been selected by TIDC as Volunteer of the Year. Rhonda Rice, Executive Vice President of the Knoxville Area Chamber Partnership, nominated Mr. Lawhon.

Mr. Lawhon has eighteen years of experience in the automotive industry, and has held various leadership roles with the following companies prior to joining PBR Automotive USA: Arvin Products, Bosch Corporation, and Westinghouse Air Brake, Inc.

Mr. Lawhon was instrumental in helping to spearhead a Manufacturing Leadership Council for plant managers from around the Knoxville metropolitan area. This group, which started as a concept in Pres' mind, and was put into action by

the Knoxville Chamber, has evolved into a group, which meets on a quarterly basis.

Pres felt it was critical for leaders of manufacturing and distribution facilities to have a regular forum to share common ideas and concerns. Meetings are held at various plants around the Knoxville area, and include a presentation on a topic of interest as well as a plant tour. The

manufacturing leadership council has 150 members. The most recent meeting, held on September 14, 2006, was attended by 55 plant managers and focused on workforce wellness and manufacturing apprenticeship programs. Other topics have included: lean manufacturing, incentives for existing industry expansions, and presentations by local elected officials.

Lawhon is passionate about improving the economy of his community. He served for two years as chair of the Knoxville Chamber's Economic Development Committee. This committee has 40 members, meets on a monthly basis, and helps steer the Chamber's economic development staff in their

roles of business recruitment, retention, expansion and start-ups. As Chair of this committee, Pres was called upon several times to speak to manufacturing prospects and share his insight as the leader of one of Knox County's largest employers. He was always available to meet with prospects, even on those occasions where short notice was all that was possible. As Chair of the Chamber's Economic Development Committee, Pres also served on the Chamber's Board of Directors and Executive Committee for a three-year term.

Mr. Lawhon truly is an ambassador for the State of Tennessee's economic development efforts. He jumped at the opportunity to arrange for a meeting between PBR's Australian leadership and Commissioner Matt Kisber during his recent trade mission to Australia, which took place June 2006. He also helped to

convince his Australian management that Knoxville and the State of Tennessee was the optimum choice for PBR to establish their North American Headquarter offices. The new headquarter offices will be located in a soon to be expanded Knoxville plant and will create an additional fifteen high paying corporate positions in the community. As you

can see, he is a person who knows the value of giving back to one's community in the true spirit of volunteerism.

"I am extremely honored to receive this recognition," said Lawhon. "TIDC is a valuable organization for Tennessee and in the world of economic development, so this award means a great deal to me."

Mr. Lawhon was honored at the TIDC Fall Conference during the awards banquet that was held at Calhoun's on the River in Knoxville, TN.



Doug Lawyer

Pres Lawhon

Mark Herbison

Welcome New TIDC Members

Chip Bratten, Manager-Business Development
Doster Construction Co.
Phone: 615-468-0404 • cbratten@dosterconstruction.com

John Campbell
NETWORKS Sullivan Partnership
Phone: 423-279-7682 • jcampbell@networkstn.com

Tom Chamberlain
Memphis Light, Gas, & Water
Phone: 901-543-3561 • tchamberlain@memphischamber.com

Christina Drones, Business Services Coordinator
Clarksville Montgomery County EDC
Phone: 931-647-2331 • cdrones@clarksville.tn.us

Michael Eidson, Vice President
H&M Company, Inc.
Phone: 615-345-0348 • meidson@hmcompany.com

James Fenton, Executive Director
Cheatham County EDC
Phone: 615-792-2379 • james.fenton@cheathamcountytg.gov

Jim Holland, President/CEO
The Holland Group
Phone: 615-278-2108 • jim.holland@hollandgroup.com

Ray Langen, Executive Vice President
Journal Communications
Phone: 615-771-0080

Max Morton, Vice President
Phillips & Jordan, Inc.
Phone: 865-688-8342 • mmorton@pandj.com

Daryl Phillips
Hickman Co. Economic & Community Development Ass.
Phone: 931-729-5953 • vision21@hickmanco.com

Christian Weber, Senior Marketing Representative
ProLogis
Phone: 615-781-2952 • cweber@prologis.com

Laura Smith Tidwell
Nashville Electric Service
Phone: 615-747-3596 • lstidwell@nespower.com

DAY ON THE HILL Wednesday, February 7, 2007



We will begin with lunch around 11:30am and will also host the Annual Legislative Reception that evening from 5:30-7:00pm.

Call the Sheraton Downtown Nashville at 800/447-9825 for overnight rooms for the night of February 7th. The deadline is January 12, 2007. Ask for the TIDC/TCCE rate of \$129.00.

Additional information will be sent soon to sign up for the event.