

Celebrating

60 Years 1956
2016



An Economic Development Association of West Tennessee Power Distributors

ANNUAL REPORT 2016

Message from the President



SCOTT DAHLSTROM

Sixty years! Yes, sixty years of service and commitment to West Tennessee. There aren't many economic development organizations that can make that claim. We celebrate our achievement of service and dedication to our investors and to the region. Thank you for being an integral part of this success.

During 2016, WTIA took steps to monitor the direction of development opportunities to meet the needs of your local communities. One of the steps was to revisit our strategic plan which defines our goals and plan of work. The Executive Committee spent significant time with the staff to ensure that all Association resources are being utilized to their fullest. I believe there was a genuine renewed emphasis on all our activities and services. We are fiscally responsible with your investments and completed the year under budget.

It appears that 2017 may be a good year for new projects, ideas, and investments. New political leaders, global markets continuing to impact investment decisions, and companies looking to grow their markets will make for an exciting year. WTIA will continue to remain true to its roots while also searching for and evaluating any new opportunities for increasing development throughout the region. Recruitment, expansions, retail development, and community preparedness will be the core of our focus.

The staff will continue to develop and build relationships locally, domestically, and internationally and, by working with our partners at TVA and ECD, they will continue to amplify the assets of West Tennessee. Thank you for your continued support of WTIA. We are proud of our 60 years of service, and I assure you, we will continue to strive to serve you and your communities in the manner that you have come to expect.

The Year Was
1956

A little known West Tennessee boy cuts his first record for RCA - "Heartbreak Hotel."

Also in West Tennessee, a little known group of forward thinking men made their voices heard by forming West Tennessee Industrial Association.

Both went on to score big hits.

WEST TENNESSEE INDUSTRIAL ASSOCIATION 50 YEARS

www.wtia.org

THE 60'S WERE ALL ABOUT GIVING POWER TO THE PEOPLE

SO...

The power distributors of West Tennessee thought it would be a groovy time to hook up with West Tennessee Industrial Association as their economic development representative to make some far out connections. Forty years later, 8 track players are hard to find but we're not.

www.wtia.org

WEST TENNESSEE INDUSTRIAL ASSOCIATION 50 YEARS

1973

the fonz defines cool...

Also that year, the cool demeanor & diligent efforts of WTIA are rewarded with a thumbs up from Procter & Gamble as they build the flagship facility for Pringles Potato Chips in Jackson, bringing Happy Days to many in West Tennessee.

heeeeeey...

www.wtia.org

WEST TENNESSEE INDUSTRIAL ASSOCIATION 50 YEARS

the 80's WERE ELECTRIC

So what better time for WTIA to boogie with the nation's largest public power company- TVA and show the world that West Tennessee has all the right moves.

www.wtia.org

WEST TENNESSEE INDUSTRIAL ASSOCIATION 50 YEARS

Message from WTIA's Executive Director



MIKE PHILPOT, CEO

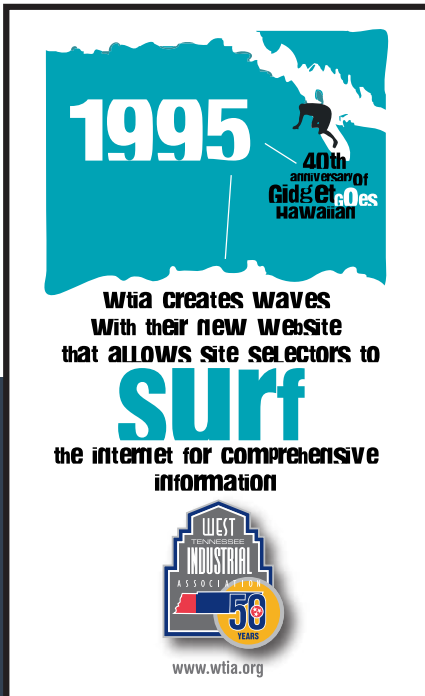
Well, I was here for the 40th, 50th, and now 60th anniversary of WTIA! I am so proud of this Association, the investors and particularly the staff. Hopefully, you are as excited and proud about the services that we provided to your communities over these many years as we are.

Recently my wife and I attended an annual chamber banquet. They had a motivational speaker deliver the keynote and one of the things he asked us was "What did we see in the mirror?" Did we see just ourselves in the reflection, or did we see all the people that helped, influenced, motivated and inspired us over our lifetime? It was a great reminder that there are really very few things that we accomplish in our personal and professional lives without the help of others. When I hold the "mirror" up to WTIA, I definitely see so many people who have made this organization great over the last sixty years.

I greatly appreciate the Executive Committee for their guidance and support. It allows the staff to stay focused on providing professional services to all our investors and their communities. It reflects the commitment and passion that is required to be competitive in the economic development arena. By our accounting, we saw 20 new and expanded companies create 1,760 jobs and invest over \$230 million dollars. Those numbers are the result of teams of people and organizations all dedicated to enhance West Tennessee economically.


When we are not on the road trying to meet with company officials and consultants to tell them the West Tennessee story, we are spending time with our communities assessing their assets and developing product—sites and buildings. We are always looking for that competitive and differentiating edge. We are never content to simply repeat past efforts and programs. We are constantly looking to strengthen current initiatives, relationships and networks, and develop new ones.

New opportunities and challenges present themselves every day. Because of your help and support, WTIA is positioned to deliver professional assistance and creative solutions to meet the new opportunities. Much was accomplished over the last 60 years, and much is left to do. Thank you for your consistent support.

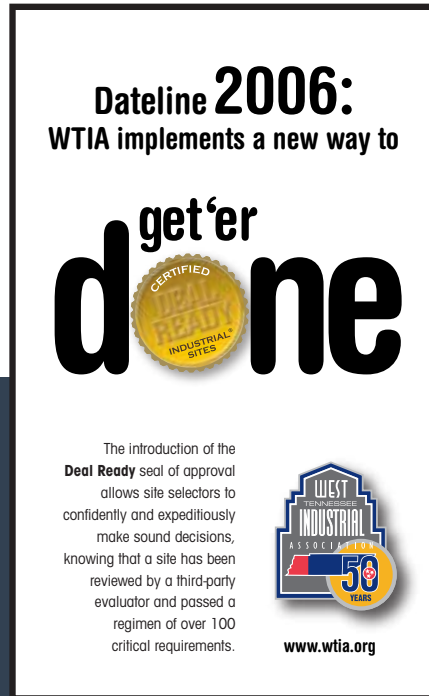


1995 40th anniversary of Gid & Co. Oes Hawaiian


Wtia creates waves with their new website that allows site selectors to **surf** the internet for comprehensive information




www.wtia.org



Dateline 2006:
WTIA implements a new way to **get'er done**



The introduction of the **Deal Ready** seal of approval allows site selectors to confidently and expeditiously make sound decisions, knowing that a site has been reviewed by a third-party evaluator and passed a regimen of over 100 critical requirements.



www.wtia.org



Action Report

Prospects: **10** Companies Visited
12 Communities

Information
Provided to: **43** Companies

Meetings:
Logged Attendance at **132** Area Meetings



Services

- Conducted marketing outreach to domestic and foreign companies
- Established and maintained professional relationships with site search consultants and corporate real estate executives; hosted consultant tour of several West Tennessee counties
- Assisted with marketing of all regional assets, i.e., Port of Cates Landing, Memphis Megasite, FTZ 283, and local industrial buildings and sites
- Researched and contacted over 500 companies requesting meetings and offering information
- Conducted two prospect/marketing trips to Illinois, Wisconsin, Ohio, and Michigan areas
- Assisted with Strategic Opportunities to Advance our Region (SOAR) sessions in multiple counties
- Extensive community development assistance for all of our communities, including community strategy sessions
- Assisted with prospect presentations/RFI preparation for various communities
- Assisted multiple communities with dynamic/virtual building concept planning
- Hosted multiple Retail Alliance Task Force meetings
- Assisted in the identification, development, and implementation of retail projects through the West Tennessee Retail Alliance
- Co-Sponsored Retail Academy and conducted retail strategy meetings in multiple communities
- Participated in local and regional Leadership programs
- Maintained websites: wtia.org; TVASites.com; Deal Ready®; West Tennessee Retail Alliance
- Demographic updates on website
- Presentations and/or speeches to: Trenton Exchange Club, Union City Rotary, Crockett County Leadership Class, WestStar Leadership Class, Lexington Leadership Class, Crockett County Chamber Breakfast, multiple city and county officials
- Toured multiple buildings/sites in West Tennessee
- Hosted WTIA annual and mid-year meetings
- Updated website with new searchable and dynamic West Tennessee Industrial Guide
- Assisted with FTZ 283 information requests; adding three more zones; one new site activation

2016



This year was an exciting time for retail development in West Tennessee! WTIA, in conjunction with NWTDD and SWTDD, launched the pilot Retail Academy in June. Thirteen communities participated, learning from experts about retail recruiting strategies. After much follow-up, multiple retail leads were generated for the majority of our West Tennessee Retail Alliance members.

Fourteen of our alliance member counties/communities reported 352 new businesses opened, creating 1,277 new job opportunities. These new businesses, while varying in type and scope, continue to have a positive impact on the economic development of their respective communities.

To illustrate the impact of retail on our West Tennessee economy, the Tennessee Department of Revenue reports that these fourteen WTRA member counties reported a total of \$3,586,215,970 in retail sales for 2015. (Retail sales figures exclude Shelby and Madison Counties and the 2016 Tennessee retail sales figures were not available at the time of this report.)



Travel

- TEP Marketing Events in Nashville and Indianapolis
- Site Selectors Guild in Nashville
- TVA Economic Developers Forum in Nashville
- Hannover Messe in Germany-Largest industrial trade show in Europe-worked with new German Director for ECD
- Recruiting trips to Illinois and Michigan
- Consultant calls and recruiting trip to Chicago
- Meet the Consultants Event in Atlanta
- Consultant visit in South Carolina
- TEDC Day on the Hill in Nashville
- TEDC Spring Conference in Panama City
- ICSC in Nashville and Atlanta - retail development
- SEDC Annual Meeting in Kansas City, MO
- TEDC Fall Conference in Cool Springs
- Select USA Meetings in Washington, DC - international marketing
- IEDC Annual Meeting in Cleveland
- Governor's Conference in Nashville
- SEDC Board Meetings in Atlanta and Greenville, SC
- Retail Strategies Meeting in Birmingham
- GACC Reception and GACC Gala Event, both in Atlanta

Program of Work



New Business Recruitment and Development

- WTIA will continue its focus on small and medium sized companies for recruitment purposes. We will pursue the niche of companies which meets the capabilities of most of the rural communities that we serve. WTIA staff will continue to document and report monthly all New Business Recruitment and Development activities.
- Targets include, but are not limited to: Food Processing/Packaging, Metal Fabrication, Plastics, Automotive, Medical Devices, and Distribution/Logistics companies.
- Continue to develop contacts and relationships with site search consultants. Participation, when budget permits, in hosting events with site search consultants and company officials.
- Participate with Local Communities, State ECD, and TVA on recruiting efforts to ensure coordination of efforts.
- Continue to review foreign recruitment strategies and where deemed viable or necessary, participate in strategic marketing trips. i.e., State of Tennessee, TEP, etc. Canada/Europe.
- Continue promoting retail development through West Tennessee Retail Alliance.
- Foster more economic gardening and entrepreneurial initiatives for our communities.
- Consistently research potential companies and seek opportunities to contact them and market our area.

Community Preparedness and Development

- Continue to work with communities on their economic development strategies and activities.
- Product development of sites and buildings will continue to be a priority.
- Assist communities in developing more dynamic virtual building initiatives.
- Maximize and amplify assets of the region; infrastructure, FTZ 283, Megasite, Port of Cates Landing, etc. Assist with marketing materials for the communities.
- Work with communities to prepare and present proposals as requested.
- Provide research and documentation of regional demographics, mapping, etc. that can be utilized by our communities when they are dealing with prospects.
- Present programs, information, and tools that will enhance local competitiveness on projects. (Allies Meetings, webinars, hosting consultants, SOAR assessments, etc.) Offer programs not being offered by other economic development groups.
- Training of local leaders in marketing and utilizing the Foreign Trade Zone program.
- Continue to promote and market the Deal Ready® and Tennessee Select Sites programs and ensure their validity.

20 NEW PLANTS
& EXPANSIONS

724 NEW JOB
OPPORTUNITIES

\$230.31 *Million*
IN CAPITAL
INVESTMENT

State of Tennessee



State Capitol

By Bill Haslam, Governor, on behalf of the people of Tennessee

By virtue of the authority vested in me, I hereby confer upon

West Tennessee Industrial Association

honoring sixty years of service to the citizens and communities of West Tennessee

A Day of Recognition

*Given under my hand and the Great Seal of the State of Tennessee
in Nashville, this tenth day of August, 2016*

Bill Haslam

Governor



Membership

SYSTEM	WTIA DIRECTOR	MANAGER/ SUPERINTENDENT
Bolivar Energy Authority	Frank Wilhite	John Fortune
City of Brownsville Utility Department	George Chapman	Regie Castellaw
Dyersburg Electric System	Dwight Hedge	Steve Lane
Forked Deer Electric Cooperative	Keith Warren	Jeff Newman
Gibson Electric Membership Corporation	Steve Sanders	Dan Rodamaker
Humboldt Utility Department	Mike Barker	Alex Smith
Jackson Energy Authority	Ken Marston	Jim Ferrell
Lexington Electric System	Jeff Griggs	Jeff Graves
Milan Public Utilities	BW Beasley	David Scarbrough
Newbern Light & Water Department		Sandy Hill
Pickwick Electric Cooperative	Ronnie Fullwood	John Bowers
Ripley Power & Light Company	Phillip Jackson	Mike Allmand
Southwest TN Electric Membership Corporation	Hugh H. Harvey	Kevin Murphy
Trenton Light & Water Department	Ricky Jackson	Scott Dahlstrom
Union City Electric System	John E. Fowler, Jr.	Jerry Bailey

ASSOCIATE MEMBERS

City of McKenzie

McKenzie Industrial Development Board



Executive Committee



Scott Dahlstrom, President



John Bowers, Vice President



Jim Ferrell, Secretary/Treasurer



Jeff Graves, Past President



Alex Smith



David Scarbrough



Dan Rodamaker



Mike Allmand



Kevin Murphy



Jerry Bailey



Board of Directors



Frank Wilhite
Bolivar



George Chapman
Brownsville



Dr. Dwight Hedge
Dyersburg



Keith Warren
Forked Deer



Steve Sanders
Gibson EMC



Mike Barker
Humboldt



Ken Marston
Jackson



Jeff Griggs
Lexington



B.W. Beasley
Milan



Sandy Hill
Newbern



Ronnie Fullwood
Pickwick



Phillip Jackson
Ripley



Hugh Harvey
Southwest



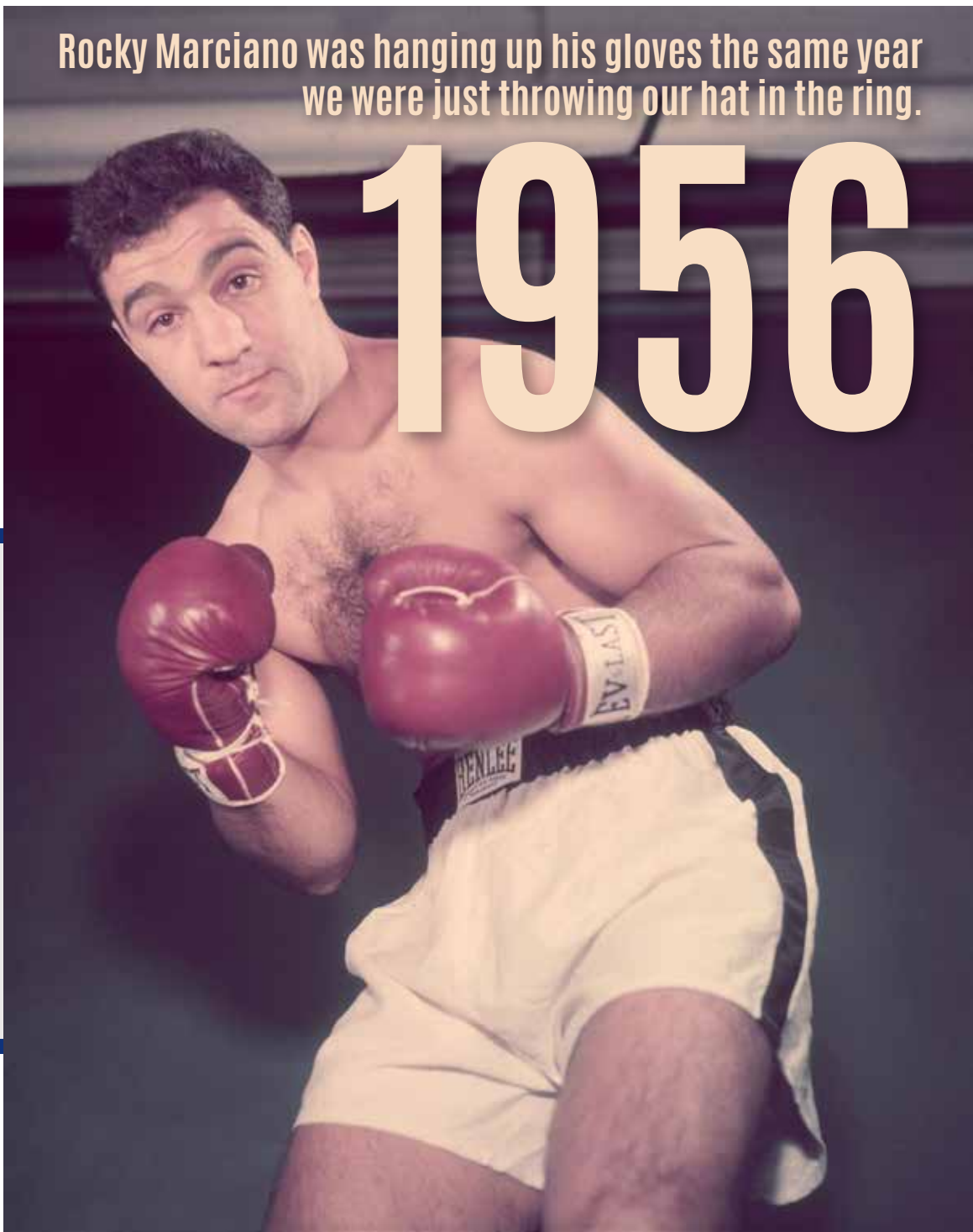
Ricky Jackson
Trenton



John Fowler
Union City

Rocky Marciano was hanging up his gloves the same year
we were just throwing our hat in the ring.

1956



60 years later...
We're still fighting
a good fight.



wtia.org

Michael M. Philpot, CEcD
Executive Director

Mark Hawk
Assistant Director

Kimberly Kee
Operations Director

Nita Henry
Administrative Assistant

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