

An Economic Development Association of  
West Tennessee Power Distributors



# Annual Report

West Tennessee Industrial Association



2009



REGIE CASTELLAW

## *MESSAGE FROM THE PRESIDENT*

*by Regie Castellaw,  
President*

The year of 2009 will long be remembered as a year of special challenges as the impact of our nation's economic recession was felt throughout West Tennessee. As a result, our Executive Committee and Staff spent a great amount of time evaluating our Association's current and future actions. This included a survey of our membership evaluating our mission and how we are performing that mission. Your responses were much appreciated and your suggestions have been incorporated into our plans for 2010.

As a result of the slow economy in 2009, many of your communities took advantage of the assistance WTIA provides in the area of community preparedness including such items as data collection, marketing materials, presentation materials, and refinement of websites. In 2010, when it is expected that our nation's economic recovery will begin, this community preparedness will prove to be vital to the success of your communities in economic development as we intensify our industrial recruitment efforts.

The West Tennessee Industrial Association continues to be a very professional organization for providing information and assistance to those seeking to relocate or expand their operations. I assure you that our Association will continue to search for and foster every opportunity for growth in our area. With the continued selfless and dedicated support of each and every system, our Association will enjoy continued success and service.



MIKE PHILPOT

## *MESSAGE FROM WTIA'S EXECUTIVE DIRECTOR*

*by Mike Philpot, CEcD*

*Executive Director*

The year 2009 will always be remembered for the many political, social, financial and economic changes and challenges. WTIA continues to navigate many of the challenges and opportunities that are placed before us. More effort and resources have been focused on preparing and marketing your communities.

This Annual Report attempts to summarize the efforts and accomplishments by your staff and Executive Committee. Working in concert with all our communities, and allies, WTIA continues to pursue every lead and every opportunity for the West Tennessee region. Our strategic plan is our guideline for all our programs and activities, and we continue to utilize it and make needed adjustments.

In 2010 you will see even more energy focused on recruitment and marketing for our region. The feedback we received from our stakeholder survey has helped us to shape our programs and efforts. We will continue to amplify the advantages of West Tennessee and its attributes to companies and consultants looking to make investments and create jobs.

Thank you for your continued support and involvement. This is a time for us to bind even more closely together and forge ahead in the attempt to bring jobs and new economic development opportunities to our area. As always, thanks to all our system members, chambers of commerce, TVA, and the State of Tennessee for all your help.

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## ACTION REPORT

WTIA community prospecting and development efforts for 2009 include:

- ◆ twelve companies visited 27 towns/communities in West Tennessee.
  - ◆ furnished information to 47 companies.
  - ◆ recorded staff attendance at 190+ meetings.
  - ◆ published and printed one community profile, three data sheets and eight retail fliers.
  - ◆ distributed 500+ community profiles/data sheets/retail fliers to West Tennessee communities and prospects.
  - ◆ published and printed eight available building fliers.
  - ◆ published and printed the Humboldt Industrial Listing.
  - ◆ published and printed the West Tennessee Industrial Association Newsletter on a quarterly basis.
  - ◆ mailed two issues of the “Power Connection” newsletter to 500+ consultants and site search professionals.
  - ◆ conducted DealReady mailings to 2,388 companies.
  - ◆ conducted special marketing campaigns to consultants and site search professionals.
  - ◆ continued participation with Lake, Dyer, Obion Counties and TVA in the Cates Landing Port project.
  - ◆ attended multiple industrial appreciation functions in West Tennessee.
  - ◆ hosted West Tennessee Franchise Expo.
  - ◆ attended Tennessee Economic Partnership meeting in Atlanta.
  - ◆ coordinated and sponsored Allies meetings in West Tennessee.
  - ◆ helped several West Tennessee communities with design and content of prospect presentations.
  - ◆ made presentations to various adult and youth leadership groups in West Tennessee.
  - ◆ maintained WTIA website and the West Tennessee portion of TVASites and State of Tennessee websites.
  - ◆ attended Southern Economic Development Council meeting in New Orleans.
  - ◆ attended SIAL Trade Show in Toronto.
  - ◆ hosted three Foreign Trade Zone seminars; coordinated Foreign Trade Zone applications.
  - ◆ attended Solar Power International in Anaheim.
  - ◆ attended International Economic Development Council meeting in Reno.
  - ◆ attended Council of American States in Canada Workshops Canada with ECD to assist in recruiting.
  - ◆ attended Rural Development Conference in Cookeville.
  - ◆ attended Governor’s Conference in Nashville.
  - ◆ participated in International Council of Shopping Centers trade shows in Louisville and Atlanta.
  - ◆ attended Retail Show in Tunica.
  - ◆ co-sponsored the Gibson County Business Expo.
  - ◆ attended industrial announcements and groundbreakings in West Tennessee.
  - ◆ continued Certified “Deal Ready” Sites program in West Tennessee; certified eight new sites.
  - ◆ attended Supply Chain Logistics Seminar in Memphis.
  - ◆ toured and evaluated multiple available industrial facilities in West Tennessee.
  - ◆ attended Southern Economic Development Council Meet the Consultants event in Dallas.
  - ◆ continued working with the Regional Economic Development Council.
  - ◆ co-sponsored publication of “Power Partners” newsletter with TVA and West Tennessee Power Distributors.
  - ◆ supported efforts toward I-69 initiative.
  - ◆ attended Rural Development Conference in Cookeville.
  - ◆ attended Tennessee Economic Development Council meetings in Destin and Kingsport.
  - ◆ attended Tennessee Chamber of Commerce Executives meetings in Mt. Juliet and Morristown.
  - ◆ updated maps and presentation materials for communities as requested.
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## 2010 PROGRAM OF WORK

*WTIA Mission Statement: Working with its economic development allies, this Association's primary purpose is to generate and retain businesses and industries that create wealth and economic prosperity for the West Tennessee region.*

### **Goal One: Marketing and Recruiting**

#### *Objectives*

1. Conduct five to eight consultant and prospect recruiting trips
2. Conduct direct mailings of Deal Ready materials to select companies
3. Maintain database of currently available buildings and sites
4. Conduct fall marketing campaign
5. Develop two mailings of Power Connection newsletter to site selectors
6. Attend CASC recruiting trip with State of Tennessee ECD
7. Maintain current maps, graphics, and presentation materials
8. Assist with Port of Cates Landing marketing efforts
9. Conduct targeted industry marketing campaigns

### **Goal Two: Community Preparedness**

#### *Objectives*

1. Host three Allies meetings
2. Assist communities with prospect presentation preparation as requested
3. Conduct strategy sessions with individual communities
4. Complete Foreign Trade Zone Application and market its advantages
5. Update, publish and print, as requested, community data sheets & other materials
6. Promote WestStar programs and local developer participation
7. Produce Workforce/Labor study information and PowerPoints for sub-regions
8. Continue to support the Telecom and Broadband initiatives

### **Goal Three: Retention and Expansion of Existing Industry**

#### *Objectives*

1. Support community existing industry events as requested
  2. Visit, at the discretion of the local power distributor, and local chambers, existing industries as requested
  3. Maintain parent company database
  4. Publish and distribute three WTIA Newsletters to interested local industry
  5. Attend five local industry appreciation events
  6. Support local Manufacturing Managers programs and meetings
  7. Work with UT Martin to present research and business assistance to W.T. companies
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## NEW PLANTS AND EXPANSIONS

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### NEW PLANTS

#### JACKSON

**Carlisle Tire & Wheel**

568,600 square feet

Jobs: 440

Product: Tires, wheels, and inner tubes

#### LEXINGTON

**Summit Brantley Building Innovations**

54,000 square feet

Jobs: 60

Product: Interior and exterior wall panels and floor systems

#### TRENTON

**R & D Manufacturing & Assembly**

50,000 square feet

Jobs: 20

Product: Repackaging/light assembly/distribution

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### EXPANSIONS

#### DYERSBURG

NSK Steering Systems

#### MILAN

Esterline Defense Technologies

#### JACKSON

Black & Decker

Bobrick Washroom Equipment

Delta Faucet

Fortis Plastics

#### PARIS

Allegro Fine Foods

Pepsi MidAmerica Food Service

#### LEXINGTON

Columbus-McKinnon

Summit Brantley Building  
Innovations

#### TOONE

Kilgore Corporation

#### MIDDLETON

Thyssen-Krupp Elevators

#### UNION CITY

CBK Styles, Inc.

Williams Sausage Company

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2009

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# MEMBERSHIP

<b>SYSTEM</b>	<b>WTIA DIRECTOR</b>	<b>MANAGER/ SUPERINTENDENT</b>
Bolivar Energy Authority	Terry Brown	John Fortune
City of Brownsville Utility Department	George Chapman	Regie Castellaw
Dyersburg Electric System	Dwight Hedge	Jimmy Williamson, Jr.
Gibson Electric Membership Corporation	Mack Goode	Dan Rodamaker
Humboldt Utility Department	Allen Barker	Stan Little
Jackson Energy Authority	Ken Marston	Danny Wheeler
Lexington Electric System	Margaret Milam	Matt Ujcich
Milan Public Utilities	Leon Smith	David Scarbrough
Newbern Light & Water Department		Sandy Hill
Paris Board of Public Utilities	Bill Culley	John Etheridge
Pickwick Electric Cooperative	Ronnie Fullwood	Karl Dudley
Ripley Power & Light Company	Quentin Dixon	Mike Allmand
Southwest TN Electric Membership Corporation	Hugh H. Harvey	Jack Fox
Trenton Light & Water Department	Tony Burriss	Bret M. Fisher
Union City Electric System	John E. Fowler, Jr.	Jerry Bailey
Weakley County Municipal Electric System	Jerry Brigance	Faron Collins

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# EXECUTIVE COMMITTEE



*John Etheridge, Vice President*



*Bret Fisher, Secretary-Treasurer*



*Dan Rodamaker*



*Jack Fox*



*Mike Allmand*



*Danny Wheeler*



*John Fortune*



*Stan Little*



*Mike Montgomery*

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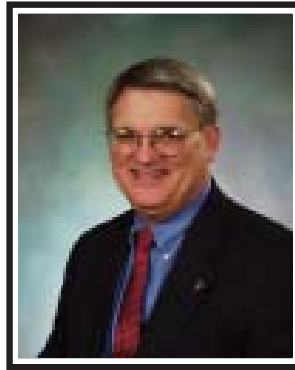
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# BOARD OF DIRECTORS

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Terry Brown, Bolivar



George Chapman, Brownsville



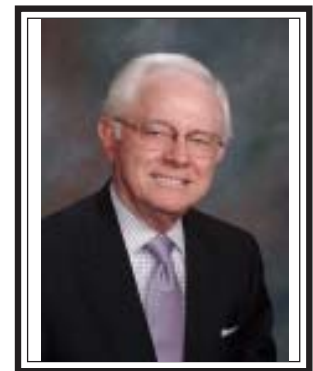
Dwight Hedge, Dyersburg



Mack Goode, Gibson Electric



Allen Barker, Humboldt



Ken Marston, Jackson



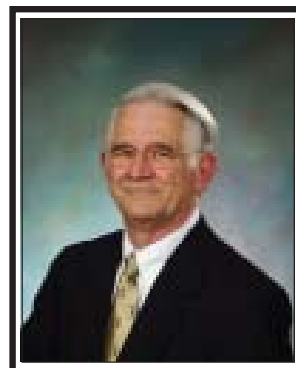
Margaret Milam, Lexington



Leon Smith, Milan



Sandy Hill, Newbern



Bill Culley, Paris

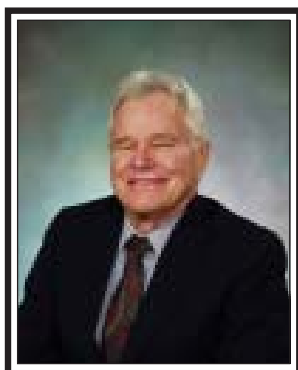


Ronnie Fullwood, Pickwick



Quentin Dixon, Ripley

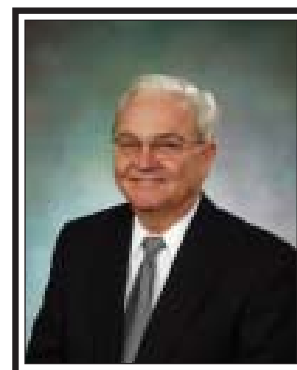
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Hugh Harvey, Southwest



Tony Burriss, Trenton



John E. Fowler, Jr., Union City



Jerry Brigance, Weakley County

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## WTIA STAFF

Michael M. Philpot, CEcD  
Executive Director

Jim Blankenship  
Assistant Director

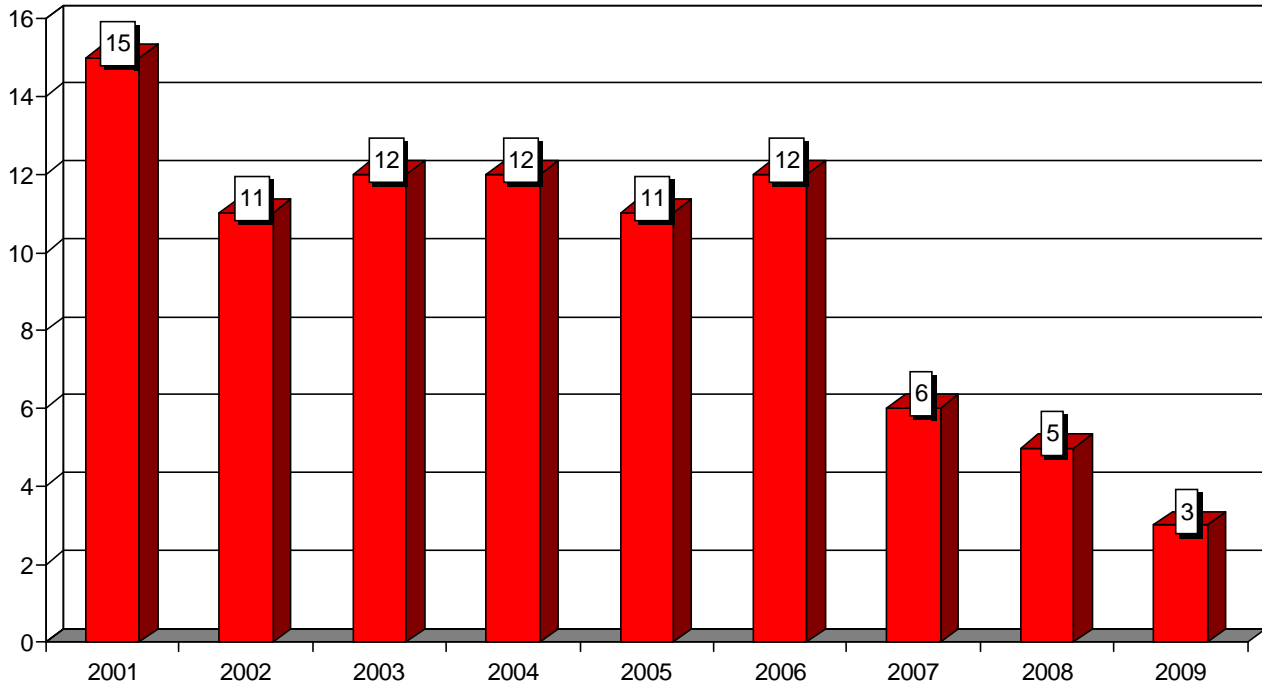
Kimberly Kee  
Operations Director

Nita Henry  
Administrative Assistant

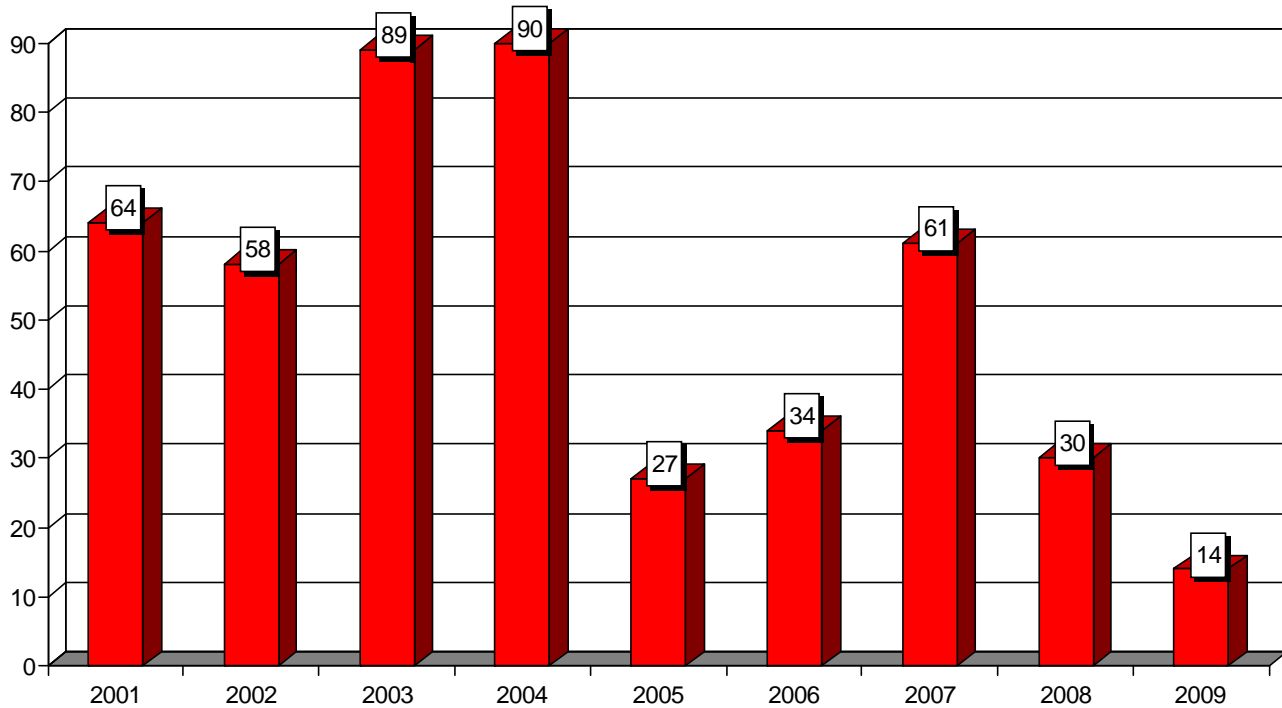
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# Yearly Summary

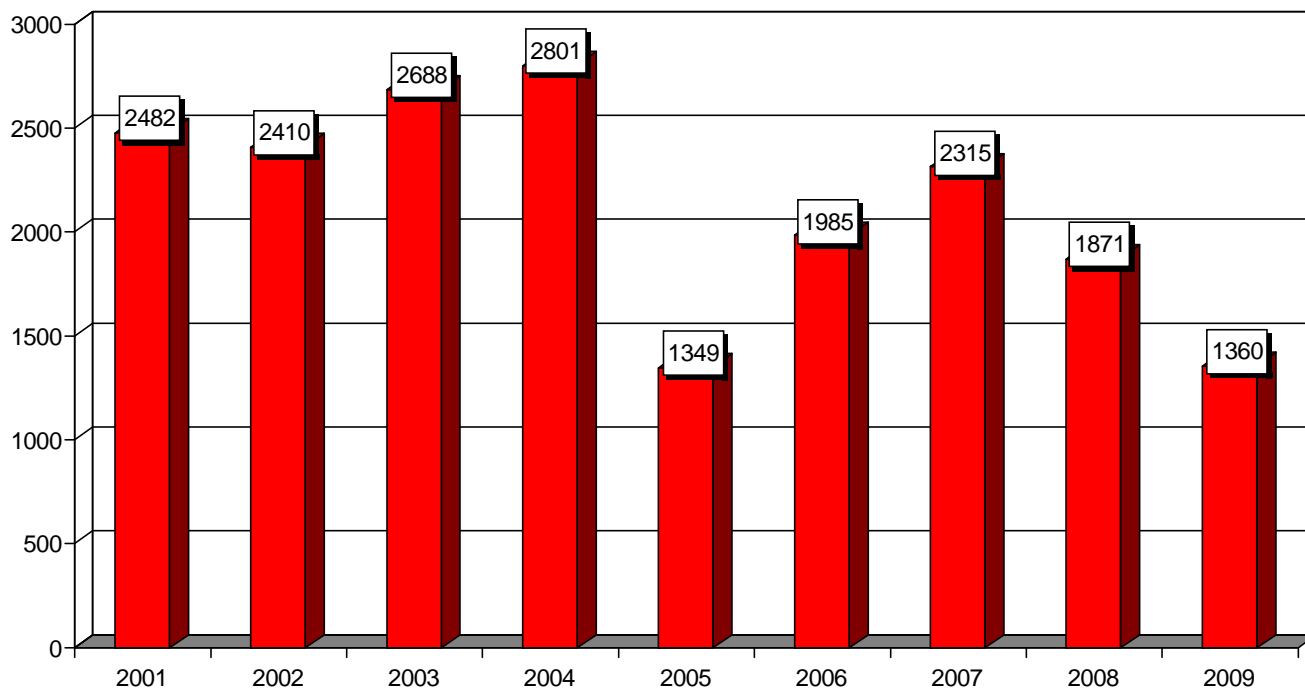
## New Plants



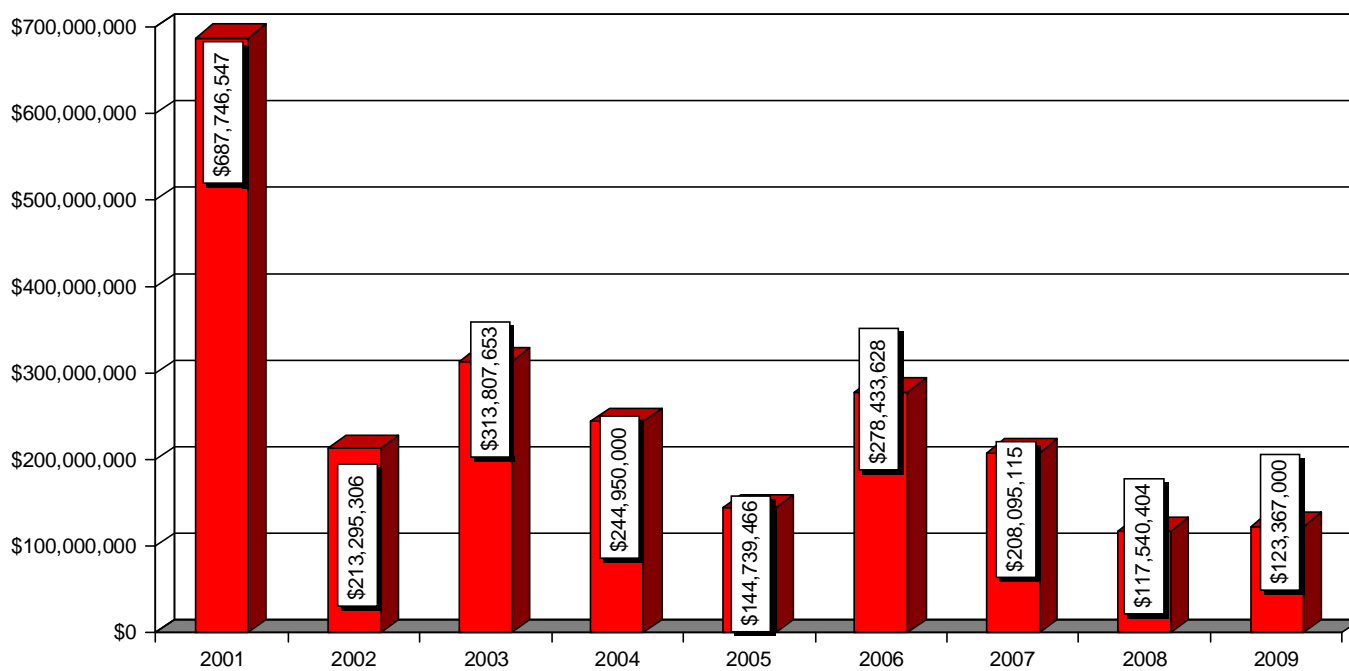
## Expansions



### New Jobs



### Investments



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The Annual Report of the West Tennessee Industrial Association, 26 Conrad Drive, Jackson, Tennessee, 38305 is published each year in February as a supplement to the regular "Newsletter" to inform the reader about industrial activity in West Tennessee during the previous calendar year.

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