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the POWER CONNECTION

A Newsletter for the Site Search Professional

on the Market

Mega Site Certified in Crockett County Tennessee

— READY FOR A MEGA-DEAL



The West Tennessee Auto Park in Crockett County, Tennessee was recently certified as a Mega Site, suitable for major autom-

otive manufacturing by the Tennessee Valley Authority. The site provides more than 1,600 acres with easy access to all forms of transportation.

West Tennessee Auto Park is located just north of Interstate 40 near Interstate 155 and near the intersection of highways U.S. 412 and U.S. 79/70A. The site is about 60 miles northeast of Memphis and 15 miles from Jackson.

"The Mega Site certification proves that our community is ready and has the attributes needed to become the home of a major automotive facility," said Frankie McCord, executive director of the Crockett County Chamber of Commerce. "The teamwork shown by the community, property owners, the local power distributor, and local, state and regional economic development officials reflects positively on West Tennessee and its future economic opportunities."

Crockett County is the second site in Tennessee and the fifth in the Tennessee Valley to be certified a Mega Site. To become a Mega Site, the site has to meet stringent minimum requirements which include land availability of at least 1,000 contiguous acres, superior transportation access and labor capacity to support the type of industries that would develop a Mega Site.

McCallum Sweeney Consulting of Greenville, South Carolina, an independent firm, was commissioned by TVA to conduct the Mega Site review. They certified the site following an application review, site visits and completion of recommendations for property improvements.

The Mega Site certification is a seal of approval that West Tennessee Auto Park is a world-class site for a major automotive manufacturer. With all the interest the automotive industry has shown in the region, it is advantageous to have a site that is certified to be ready for that industry.

a message from Mike:



The production of Toyota engines, a new TVA

certified Mega Site, new speculative buildings now on the market, several new prospect searches and the expansion of existing industries in the region are just a few of the activities going on in West Tennessee.

We are nearing completion of the Site Certification process (Deal Ready) that has been lead by Lockwood Greene, and you will be hearing—and seeing—more about these sites very soon. This process will enable your company or clients to be months ahead in the site search process. We'll be launching our new website with the newly certified sites and information and hope you will take full advantage of our efforts. When Site Selection Magazine recently ranked

Tennessee's business climate 5th in the nation, it further emphasized that we are open for business and "Deal Ready."

Thanks to everyone who participated in our annual fall drawing. Since 2006 is our 50th Anniversary, be on the lookout for some special opportunities and reasons to visit our website at www.wtia.org.

I hope you and your family have a wonderful and safe Thanksgiving and holiday season.

An Economic Development Association of West Tennessee Power Distributors

www.wtia.org

26 Conrad Drive | Jackson, Tennessee | 38305

2005 Fall Contest Winners Are Reminded Just How Handy WTIA Is



This year the prize in WTIA's annual fall contest was the new Swiss "Memory" Knife; a function packed version of the Swiss Army knife that included a detachable flash memory drive.

We hope the contest reminded all of you that WTIA brings you all the traditional tools plus the latest advances, too. We hope you will take advantage of the services we offer anytime, whether it is contact season or not.

Here are this year's winners and a few comments we received from them.



Lee Black

CB Richard Ellis

"The Swiss Memory Knife is a wonderful prize. It's indicative of how easy it is to work with WTIA and what we can expect from

working with them. Thank you!"

John Dues

Binswanger Advisory Services



Spencer Schobert

Deloitte Consulting

"WTIA is doing a great job connecting information about their communities with those who need it—both online and in person. I look forward to the next opportunity we have to work in West Tennessee. Thank You."



Terri Barreras

Pollina Corporate Real Estate

"I took a trip to Memphis and Nashville and I just love the state. It's a great place to visit and I'd love to live there. Thanks WTIA!"

Bill Boyd

Site Location Services

"As a site location consultant, I very much believe in the regional approach to development. When I'm looking at sites for a client, I have to rely on regional organizations like WTIA to get the information I'm looking for, since I don't have time to visit each community separately. I also consider WTIA to be the best such organization I've dealt with over the years. When I'm doing a site selection, WTIA always has the information I need readily available."



Joe McGorrey

Trammell Crow Company

"We've really enjoyed riding the economic wave of West Tennessee. We've been able to enjoy, and hope to continue enjoying, the success in the area."

Mike Dolan

The Staubach Company

James Duggan

Ernst & Young

John Hay

Wal-Mart Stores

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DEAL READY

New Site Certification Program Puts the Seal of Approval on Sites Starting at 50 Acres in West and Middle Tennessee

West Tennessee Industrial Association working in conjunction with Middle Tennessee Industrial Association is preparing to announce the first sites in the new Deal Ready Certified Sites program. These sites will range in size from 50 acres up to the 1,000 acres certified in TVA's Mega Site program.

To earn certification in the Deal Ready program a site must stand up to a detailed due diligence process. Over 100 types of data are required and examined for each site.

"We want our clients to know that a Deal Ready Certified Site is absolutely positively ready to go," notes Mike Philpot, Executive Director of WTIA. "We want the Deal Ready seal of approval to be instantly recognizable for sites that can be fast-tracked and that hold no surprises."

Several communities in West and Middle Tennessee completed the application process to submit sites for certification. Complete and accurate information had to be provided. CH2M Hill-Lockwood Greene was tapped to conduct the site certification process. Their business location consulting group reviewed the applications and conducted site visits for all sites that passed the initial review process.

The final review process is underway and the first sites to meet all the criteria for certification are set to be announced by January 2006. The sites will be announced along with an overview of the certification criteria and a list of what can be expected from a Deal Ready Certified Site. Basically you can expect credibility, speed in decision making and reduced risk from a Deal Ready Site.

Credibility

According to Robert Pittman, senior principal at Lockwood Green, "Site certification says that a site has the basic criteria needed to sustain an industry and is backed by the community. Site certification speeds up the site selection process by allowing the consultant to look into other client-requested factors without having to first check on the basics."



Speed

Site certification guarantees that a particular site meets a basic range of requirements, allowing the consultant to weed out certain sites more quickly. Since most companies want to get up and running as quickly as possible, they favor sites with matching infrastructure.

Reduced Risk

According to Jennifer Tanner, project manager for Lockwood Greene, a standardized list of requirements must be fully met for a community to complete site certification. The site will be free of any ownership and transaction issues, environmental issues, and meet the infrastructure requirements mandated by the Deal Ready program.

Information on the Deal Ready program will be provided to you in various convenient formats and will be constantly updated on a new web site: CertifiedIndustrialSites.com

As the new year begins you will have a new tool at your disposal for successful location projects: Deal Ready sites.

“ We want our clients to know that a Deal Ready Certified Site is absolutely, positively ready to go. ”

Mike Philpot,
Executive Director of WTIA

We want you to meet **WTIA**

on the road

Rob Jensik

Executive Director

Hardeman County Chamber of Commerce



Rob Jensik is a recently retired United States Air Force Colonel. Serving worldwide for over 30 years in varied assignments such as B-52 flight instructor, logistics commander, inspector of Russian missile sites and staff officer, Jensik concluded his military career as the Division

Chief for Nuclear Matters and Threat Reduction with the United States European Command in Stuttgart, Germany. Jensik received his Bachelor of Arts in 1973 from Lafayette College and an M.S. in 1986 from Central Michigan University. Following his retirement from the Air Force, he assumed duties as the Executive Director for the Hardeman County Chamber of Commerce.

"During my military career, I lived in many communities that went all-out to support those of us serving, as well as our families. Often, it was hard to repay that kindness because of duty obligations and frequent changes of assignment. Now I finally have the chance to contribute. Hardeman County is on the threshold of rapid growth and I want to see that happen in such a manner as to preserve our great quality of life, while giving all of our citizens a fair shot at a piece of the American dream."

January	Hosting Canadian Companies in Canada with State ECD Site Certification Briefings & Poultry Trade Show	Atlanta
February	MD&M Show Site Certification Briefings	Anaheim, CA Dallas
8-9	CASC	Vancouver & Calgary
March	Site Certification Briefings	Chicago
18-21	National Plant Engineering Show BABC	Chicago London

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Mark Sweeney

McCallum Sweeney Consulting

"I think WTIA does a great job with getting people to their website with these competitions because they always offer great prizes. The website itself is very helpful with the available information on buildings, sites and West Tennessee. Thank you, WTIA."



David Jacobs

Grubb & Ellis Centennial

"I've never won anything, so thanks so much for the Swiss Memory Knife. WTIA has been very helpful when we needed information on buildings in the area. We use the website as a resource for all the great information about the area."

www.wtia.org