



Issue 30

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*the* **POWER CONNECTION**  
A Newsletter for the Site Search Professional

## on the Market

### Martin Spec Building

Square Feet: 100,000  
City: Martin  
County: Weakly  
Acreage: 31  
Loading: 6 receiving, 6 shipping, 1 ground level  
Ceiling: 30' - 37'  
Description: 12' masonry with remainder pre-engineered metal construction; EPDM single ply roof; 50' x 50' column spacing; dimensions are 250' x 400'; expandable; 163 parking spaces with additional spaces available; complete June 2007. All utilities available.



### Anvil Building

Square Feet: 42,568  
City: Henderson  
County: Chester  
Acreage: 12  
Ceiling: 16' - 35'  
Rail: yes  
Loading: 5 dock doors; 1 rail door  
Floor Thickness: 6"  
Sale Price: \$675,000  
Lease price: \$6208/mo or \$2.00/sf  
Description: metal roof; all gas heat plus office and 15,000 sqft of manufacturing space is a/c; wet sprinklers throughout; electrical substation adjacent; 60 hp air compressor included; 300,000 gallon elevated community water tank on site; metal halide lighting

## a message from Mike



It's hard to believe that this is the 30th issue (10 years) of the Power Connection. At its inception it was intended to reintroduce WTIA to the economic and industrial professionals and inform them about West Tennessee. Thanks to many of you and the creative assistance from Younger Associates, this communication tool continues. Hopefully you will continue to receive valuable information about the West Tennessee region.

Project activity in the region is good. With the recent Toyota announcement about their new facility in Tupelo, it seems that attention to our region has increased. Our close proximity to the new plant should afford all levels of Toyota suppliers the opportunity to invest here and maximize their profits. An additional asset for companies in West Tennessee is the recent announcement of Delta Airlines having two flights (non-stop) a day to Cincinnati International Airport. This will give them quick access to the Toyota headquarters as well as other domestic and international locations.

Please check out our websites for other land and building updates along with other research information that you may find helpful in your evaluation and search process. As always, if we can assist you or your clients in any way, let us know.

An Economic Development Association of West Tennessee Power Distributors

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# New Faces in Economic Development



## Bridgette Scallion Director Decatur County Chamber

As the new Decatur County Chamber of Commerce Director, Bridgette Scallion, stands ready to carry out the chamber's renewed commitment to the community's local businesses, while simultaneously serving as the official ambassador of Decatur County.

Scallion, 38, a life-long resident of Decatur County, is married to Larry Scallion, an engineering manager for McCall Refrigeration in Parsons. They have a daughter who attends middle school and is active in the dance team. Scallion is also the stepmother of three grown children with three grandchildren.

Her previous work experience in manufacturing and banking has given her the organizational skills necessary to help local businesses create a strong local economy, promote the community at large and provide networking opportunities for business members.

The Chamber of Commerce exists to support local business and local economic growth, while providing information about the county's economic, educational, healthcare, civic and cultural standing. Scallion's primary responsibility is maintaining the county's Three Star Community Program, a state-sponsored growth and economic incentive plan designed to preserve existing employment, create new employment opportunities, increase Tennessee family income, improve quality of life and create a strong local leadership base.



## Vicki Bunch Executive Director Henderson County Chamber

Vicki Bunch was named Executive Director of the Henderson County Chamber of Commerce in February 2007. In this capacity, Bunch oversees the coordination of all existing operations of the chamber including business promotions, quarterly newsletters, website maintenance, tourism promotion as well as serving the volunteer base as coordinator, advisor and member advocate.

Prior to joining the Chamber, Bunch gained extensive marketing and communications experience from working in various business sectors. Her most recent work experience was as Director of Communications for a non-profit organization in Memphis, TN. As a former small business owner, Bunch received the 1996 Pinnacle Award for Emerging Business with the Jackson Area Chamber of Commerce for her work with the Chamber's Work Initiative Program.

Bunch serves on numerous boards and is a member of the Tennessee Chamber of Commerce Executives, West Tennessee Chamber of Commerce Executives, Rotary Club and Henderson County Exchange Club.

"I look forward to working with the businesses and industries in our community to promote economic growth and development. Henderson County is a wonderful place to live and raise a family. Our county is dedicated to continuously improving the quality of life for generations to come," says Bunch.

Bunch holds a Public Relations/Advertising and Management/Marketing degree from Union University in Jackson, TN. As a wife and mother of two, Bunch spends much of her time at baseball and soccer games. She and her family reside in Henderson County.



# Spotlight On:



## Danny Wheeler President & CEO of Jackson Energy Authority

Q: JEA has a very good reputation among its commercial customers for responsiveness and overall customer service. How has JEA developed this high level of customer satisfaction?

JEA prides itself in customer care - for all classes of customers: residential, commercial and industrial. For our commercial and industrial customers, we have dedicated representatives who work with them to coordinate all of JEA's services (electricity, natural gas, water, wastewater and telecommunications.) Our commercial and industrial coordinators are proactive in our relationship with these customers. For example, our industrial coordinator works with the Chamber in an Existing Industry Program. They meet periodically with our industrial customers, asking them what their utility and economic needs are and what we can do to provide assistance. We cannot always solve their problems, but many times we have provided suggestions and resources that have assisted them in solving a problem before it becomes critical. We have one point of contact to take care of and coordinate all of their needs. This has been particularly beneficial and successful with our industrial customers, especially when dealing with new prospects – "one stop shopping."

Q: JEA has been making substantial investments in new infrastructure over the past several years. Outline those investments and what you expect to achieve by those investments.

The movie "Field of Dreams," starring Kevin Costner, made popular the expression "If you build it, they will come." Although this is not always true, I submit that if you do not build it, they definitely will NOT come. Certainly I am not saying you foolishly spend money on utility facilities; however, planning for growth and building a strong infrastructure backbone puts you in a position to be able to respond to the ever-increasing utility needs of your existing industrial and commercial customers, as well as those of any prospective customers. As an example, JEA has installed 160 MW of electric substation capacity in the last five years to meet the current and projected needs of our existing customers with capacity to serve considerable growth. Our other systems have added comparable capacity for the same reasons. JEA typically makes approximately \$35 million in capital improvements each year. The newest addition to our economic development arsenal is our Fiber-to-the-Premise telecommunications system. It can deliver up to 100 Mbps of

bi-directional data capacity to any location we serve. The one-two punch with our traditional utility services and our telecommunications capability is unmatched in this country.

Q: You have a solid history with JEA before stepping into the top leadership position. What are some of the things you look forward to accomplishing?

"Job One" is to make sure that we continue to provide excellent customer service and to further make sure JEA is positioned to provide the utility needs for the economic engine of Jackson and Madison County. We now have our new telecommunications system positioned to have a tremendous impact on the economic development of Jackson. We are already seeing industrial prospects that we have never seen before because of the bandwidth capacity we can provide. One of my goals is to work with the Chamber and WTIA to promote this capability. As we become more and more a global economy, this capability gives us a decided edge in recruitment, putting us in a position to bring high tech, high paying jobs to Jackson, Madison County and surrounding areas.

Q: Since our audience is location consultants, what would you like for them to know about Jackson, West Tennessee, and JEA?

I believe that the Jackson and West Tennessee area is a jewel that has already been recognized by several location consultants and yet to be discovered by others. This area has all of the qualities that companies are seeking; a work force with a strong work ethic, an excellent transportation system, abundant utility resources, natural and cultural amenities that contribute to the quality of life for our families, and leaders of our cities and counties that are very pro-business. If you are a location consultant that has not visited us, give us a call - we can make a believer out of you!

*Dana R. (Danny) Wheeler became the President & CEO of Jackson Energy Authority on January 1, 2007. He has held numerous senior leadership positions with JEA including Senior Vice President of the Electric System & Chief Financial Officer. He also served as Vice President of Marketing and Business Development. Mr. Wheeler graduated from the University of Tennessee with a Bachelor's Degree in Science/Electrical Engineering. He is currently serving as the Chairman of the Board of Directors of The Tennergy Corporation, the Chair of the Jackson Area Chamber of Commerce as well as Secretary/Treasurer of West Tennessee Industrial Association.*

New JEA Service Center Pictured

# Consultant's Corner

26 Conrad Drive  
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**Jay A. Garner, CEcD, CCE**  
**President-Competitive Strategies Group, LLC**

**Q: Tell us about Competitive Strategies Group.**

The Competitive Strategies Group specializes in providing innovative solutions for economic development success in a highly competitive global market. Headed by twenty-seven year industry veteran Jay Garner, the Competitive Strategies Group offers specially designed services to move a community, region or state forward. The CSG consults on site location for its corporate clients and helps economic development organizations with creative, real world solutions and implementation strategies.

**Q: You know a bit about West Tennessee – how do you describe it to businesses that are not familiar with the area?**

West Tennessee provides a diverse set of options for companies and site location consultants that have an interest in the area; from urban to rural, West Tennessee offers much for everyone. Quality of life characteristics, labor supply and the quality of the workforce make the region one that offers the full package. Additionally, the WTIA provides excellent service to its clients and represents the region exceptionally well.

**Q: You have also had an opportunity to get acquainted with WTIA – what do you feel it has to offer location consultants?**

WTIA and the staff Mike has assembled clearly focus on providing a high level of customer assistance to the customer or client. They are professional, creative and can gain access to all of the counties

and economic development players within the region with just one phone call. I think a number of regions can learn from WTIA as a best practice example of a successful regional EDO.

**Q: Are you making any projections about the national economy or the southeastern regional economy for the second half of this year?**

The southeastern economy is more resilient than most. We have a number of sitting engagements that are in process or soon will be getting off the ground. That activity is a bellwether of how companies plan to invest in the future. This year (2007) continues to look good for the South and the US as a whole.

*Jay A. Garner, Board of Directors - International Economic Development Council, Site Selection magazine's Ten Outstanding Leaders Atlanta, GA (770) 716-9544*

<b>WTIA</b>	<i>on the road</i>	
April 18	Southern Economic Development Council	Biloxi, MS
April 27	Business Retention Seminar	Chicago, IL
May 3	CoreNet	Denver, CO