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the POWER CONNECTION

A Newsletter for the Site Search Professional

Issue 19

on the Market

Ripley Spec Building

Square Feet: 63,420

City: Ripley

County: Lauderdale

Loading: Three 8'6"

Ceiling: 22' minimum; 26' maximum

Rail: No

Description: 167 additional acres available; pad completed for 100,000 square foot expansion. Single story building 202' x 302' on 25 acres; bays are 50'x40'. All utilities are available.



Tecumseh Building

Square Feet: 154,240

City: Trenton

County: Gibson

Ceiling: 17' - 22' ceilings

Rail: Yes

Description: All utilities available. 18.5 acres.



West Tennessee's Location, Workforce Foster Success

NCI Building Systems couldn't pass up Lexington, Tennessee when deciding where to build a new manufacturing plant for metal building frames.

West Tennessee's central location and transportation infrastructure "position us close to our principal suppliers as well as several of our other manufacturing facilities," noted company officials as they announced their decision. "The centralized location will aid us in being competitive in shipping our frames throughout the nation."

Location and infrastructure are also among the top five reasons Bodine Aluminum, Inc., a subsidiary of Toyota Motor Manufacturing

North America Inc., will build an engine block plant on 200 acres in west Madison County, said Toyota spokesman Mike Goss.

Toyota chose Jackson for its new Bodine plants for four or five major reasons, explained Goss. Besides the highway infrastructure and close proximity to other engine plants, Goss said Toyota was also impressed with the quality and availability of the workforce and the support it received from state and local officials. "And," he added, "we just like Jackson a lot. It appears to have a high quality of life and friendliness. That appeals to us."

The success of Bodine and other Japanese owned companies located in Madison County will help attract even more Japanese companies to West Tennessee, said Paul Latture, President and CEO of the

Jackson Area Chamber of Commerce. Japanese companies TBDN, ARJ Manufacturing, and UGN make products for the automotive industry and have all selected Jackson as their home.

"Their success here sends a vital message," said Latture. "We have a community with a proven track record of being able to support Japanese companies and the families who work there."

Japanese managers know they can raise their families here and they will get a good education he says. Jackson is also close to

Memphis, where many Japanese families send their children for school on Saturday.

Like Bodine, NCI Building Systems also cited the cooperation

of local and state officials and the quality workforce as deciding factors in locating in West Tennessee. The company will use state-of-the-art production and control systems which will allow it to lower its overall cost structure on building frames while achieving superior quality, company officials said. "We expect the Lexington facility to set new industry standards in terms of efficiency, quality, and employee safety."

NCI will begin manufacturing this summer and eventually employ up to 200 people. Bodine plans to open in 2005.

West Tennessee's location, quality workforce, and quality of life puts it in a good position as other industries decide where to build and relocate, Latture says. "We're in a good situation."

“We have a community with a proven track record of being able to support Japanese companies and their families...”



Consultant's Corner

**Gary Laffoon, Project Manager Real Estate Services
Carter Burgess, Inc.**

What is your personal approach to site location consulting? How do you differentiate yourself from other consultants?

I believe my approach to site selection differs from others in that my background is in state government. I spent several years with the Missouri Department of Economic Development working closely with companies and consultants. By knowing the "hurdles" that must be jumped with regard to governmental programs and politics, I believe I am able to work more closely with local community professionals and offer more suitable solutions to problems that may arise. Knowing the constraints that these local and state officials are under helps me to offer more realistic goals and deadlines.

Briefly describe your firm's site location services.

The Carter & Burgess Real Estate & Economic Development Team partners with companies and economic developers to successfully identify facility locations areas that exceed the standards for which the facility is designed. Our processes minimize the risk associated with start-up, expansion or relocation of a business, as well as prioritize capital expenditures for both public and private entities. We assess all of the elements of the supply chain (transportation premiums, demographics, labor, site development costs, infrastructure, etc.) and identify all elements unique to the company or economic development organization...all elements that need to be considered before the first shovel of dirt is turned.

In your professional opinion, what are the primary attractions of West Tennessee as an industry location?

It is no secret that the area located between Memphis and Nashville is a growing distribution hotspot. With its centralized location, top quality air cargo companies in Memphis and a network of interstate highways, West Tennessee offers a great deal to companies needing to reach a large number of markets in a minimal amount of time and distance. In having located so many distribution centers in my brief time with C&B, I definitely recognize this advantage over many other areas of the country.

What changes have you seen or do you foresee, for West Tennessee as an industry location?

With the addition of Interstate 69 through the northwest part of the state you will find much more opportunity for growth in this area. Most of my business revolves around the distribution industry and quality roads are vital to the vast amount of truck traffic needed. Once this arterial road from Canada to Mexico is completed look for increased growth throughout this part of the state.

Please describe any recent activity by your firm in Western Tennessee.

My firm has currently been performing a building search throughout Western Tennessee, Arkansas, Missouri and Kentucky. I am pleased to say that two of the three finalists are located in this part of Tennessee. While the company I

represent is not a million square foot facility and 1,000 jobs, it does bring a moderately sized manufacturing opportunity to the area. When fully ramped up in 3-4 years they hope to be at over 100,000 square feet and have approximately 100 employees. Negotiations are ongoing and we anticipate a final decision within 4-6 weeks.

What is your outlook in terms of industry expansions in the last half of 2003?

We have seen an increase in expansions of smaller manufacturing facilities as well as more regional distribution operations. It appears that some of the smaller companies who were temporarily stalled due to the economic downturn are now starting to look for expansion opportunities. We look at this as a promising indicator for the remainder of 2003.

Have you ever used WTIA's website to find information and if so, did the site deliver what you were looking for?

WTIA's website was an integral part of my current building search process. When I begin a project the first thing I do is investigate any regional economic development and any community websites for the given search area. In the case of my current project, the available building listings and workforce information were the most helpful. It is nice to see a regional organization put the time and effort into maintaining a database such as this.



Matt Kisber, Commissioner - Economic and Community Development

Kisber Notes Business-Like Approach To Economic Development In Tennessee

It's been an exciting and productive few months in economic development across Tennessee.

Already this year, Toyota has unveiled plans for a new \$124 million casting plant that will generate approximately 200 new, high-quality jobs in Jackson.

Bridgestone APM announced it would construct a new automotive manufacturing facility in Dickson and Verizon Wireless announced it would open a customer call center that will employ more than 1,200 people in Murfreesboro. And, most recently, Asurion and Caremark RX, Inc. announced that they would move their corporate headquarters to Nashville.

These exciting announcements are not only great wins for our state, they are precisely the type of high-quality of job and investment announcements that this administration's "Jobs Cabinet" is working hard to attract.

By taking a more proactive, business-like approach to state government's economic

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Spotlight on: "The Powers That Be"

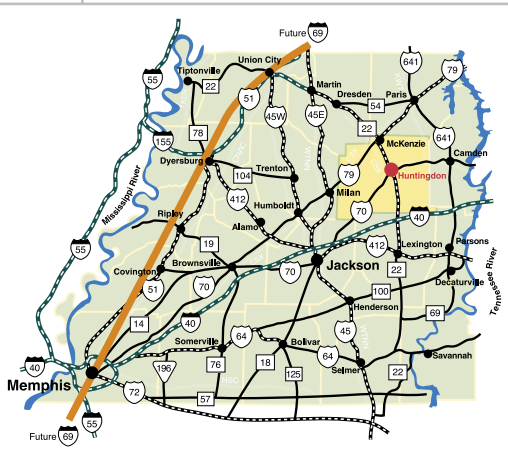
**Carroll County Electric Department
Lynn Compton, General Manager**



Carroll County Electric: Small, Yet Powerful

The Carroll County Electric Department offers the services industries are looking for in a utility provider, says Lynn Compton, the utility's manager. "We have a quality electric system that provides the best service that's available anywhere."

The Carroll County Electric Department serves 15,600 customers in Carroll County and the northeast portion of Henderson County around Interstate 40. It serves all of the towns and communities in Carroll County except an area around Cedar Grove.



The utility was formed in 1938 as TVA began providing low-cost electric power to utilities and communities in West Tennessee. It has the unique distinction of being one of only five county municipal utilities in the United States, Compton says.

The utility works with industries to provide what they need and plan for changes, he explains. For example, Norandal, which manufactures aluminum products in Huntingdon, receives delivery at 161 kV. In 1998,

Canadian based Norandal announced a \$240 million expansion at their Huntingdon, TN plant. Carroll County Electric found a way to immediately meet the needs of one of the largest expansion projects in the United States. In response to the additional required power load, TVA built a new line to the plant and Carroll County Electric has leased-purchased the line from TVA.

Compton himself serves on the Huntingdon Industrial Board and works closely with the McKenzie Industrial Board and the Carroll County Chamber of Commerce. "We're ready to respond quickly whenever an industry looking at the county has utility questions," Compton says.

The electric utility continually looks at its system to find ways to improve quality, delivery and reliability, Compton says. "We have upgrading projects year round."

The system gets delivery from TVA at three major points. Most of the system is looped, meaning that if power to a community is interrupted, Carroll County Electric can restore power from another substation if necessary.

"We try to use a common sense, 'can do' approach as we address the needs of industry and our other customers," Compton says. "We are easy to work with and feel we provide the best quality and reliable service possible."

According to the Wall Street Journal, the "U.S. is experiencing the most protracted job-market downturn since the Great Depression." The rules have changed. The old adage, "Just when I thought I had all the answers, they changed the questions." describes economic development today. Intensifying competition from abroad, slow growth at home and a relentless push for productivity are driving the changes.

Competition for prospects is fierce. With over 14,000 chambers of commerce and economic development groups, domestic competition is unbelievable, not to mention GLOBAL competition.

WTIA is reacting positively to change and competition. We are finding ways to work smarter, faster and more collectively. In West Tennessee turf lines are eliminated and the worry of "who will get the credit" is set aside.

Having the use of TVA's helicopter to accomplish and expedite the client's agenda is a very unique and special service. Sure it is impressive to a client that we provide helicopter service, but it goes far beyond "impressing" and shows commitment, interest and clear understanding of how precious time is for businesses and consultants today. More sites can be evaluated in one day and we are able to give the client a much needed aerial perspective of their potential site.

WTIA is ready to assist prospects and help them to realize the benefits of a Tennessee Valley location. For the prospect and consultant the whole process is seamless. We have developed logistics expertise in moving clients around West Tennessee and providing maximum exposure to the buildings or sites they came to see.

We know your success today is measured in hours. We are positioned to deliver success.



Kisber Notes Business-Like Approach...

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WTIA

on the road

development efforts, we are working to maximize Tennessee's effectiveness in attracting and retaining successful businesses and the jobs they create. In our department, we are redoubling our efforts to assist existing industry and to recruit new businesses.

We are positioned for success. With Governor Bredesen's leadership and the important partnerships we have with economic development professionals such as WTIA, we can work successfully with companies and their location consultants at all levels.

In Tennessee, we are open for business.

June 23-27

NPE

Chicago, IL

August 20

SEDC Auto Conference

Nashville, TN

September 17-19

TIDC Conference

Memphis, TN

Visit our website at www.wtia.org for a searchable database of available buildings and sites.

An Economic Development
Association of West Tennessee
Power Distributors



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Information

WTIA offers the following regional information to help you get to know our area better. Check any number of reports you would like to receive and we will be happy to forward the information to you. As always, WTIA services are delivered quickly, confidentially and at no cost to you.

- Current Labor Force Report-by County, Monthly
- Regional Comparison of Industrial Power Costs, Annually
- West Tennessee Industrial Guide, Every Other Year
- Directory Of Support Services, Every Other Year

- Available Buildings, Weekly
- Cost of Living Index, Quarterly
- Manufacturing Wage Statistics, Annually

Name _____ Title _____
 Organization _____ Email _____
 Address _____ City _____ State _____ Zip _____
 Phone No. _____ Fax No. _____

Mail or Fax this form to WTIA to receive information or order on our website: www.wtia.org.