

2005 Annual Report

JOINT ECONOMIC & COMMUNITY DEVELOPMENT

JECDB

BOARD of

WILSON

COUNTY

Tennessee



Changing Times

Perhaps it is **“change”** and how we deal with it that is the common element of our work, play and life. The element of constant change is also part of the field of economic development and how we deal with it as a community is one of our most important challenges to our community success. During 2005 our community experienced both sides of the economic sector, from tremendous retail growth and industrial expansion and locations to downsizing and adjustments in our manufacturing and service industries. These downsizing and adjustments are why we must continue our efforts.

The 2005 Annual Report has been revamped to reflect some of the highlights of 2005. It is not a total listing of all activities but is intended to provide an insight of our activities. One of the highlights in 2005 was the continual interest and investment into our community by both local and national companies. New industrial parks in 2005 included Park 840, 840 Park and the Lebanon Smart Park. These new investments in residential, retail, commercial or industrial property continue to prove that Wilson County is a good place to live work and play. No annual report would be complete without an annual audit report and it is our pleasure to report that Dempsey Vantrease & Follis, PLLC found no findings.

As your new Director I have had the pleasure to meet and work with many outstanding and giving members of the community. Leadership in the community is one of the foundations of economic development and our community is blessed with those who have committed their time and efforts to make a difference. I would like to thank all those individuals that have been so helpful in my transition but would especially like to thank the members of our Executive Committee, members of the Board of Directors and both Dianne Fletcher and Tammy Stokes for their commitments. Much was accomplished in 2005 but change demands that we maintain our commitments and support to our mutual goals.

On behalf of the JECDB we would like to thank you again for your time and efforts and look forward to our working together in 2006.

A handwritten signature in cursive script that reads "G. C. Hixson".

G. C. Hixson, CEcD
Executive Director

Board of Directors & Executive Committee

Board of Directors

*Nelson Steed - Chairman
*Don Chambers - Vice Chairman
Rep. Stratton Bone - Secretary
Phil Smartt - Treasurer
Robert Rochelle - Attorney

*Mayor Robert Dedman
*Mayor Don Fox
*Mayor Mike Jennings
*Mayor Linda Elam
*Gilbert Graves
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*Robin Vance
*Jim Hunter
*John McDearman
*Rick Preston
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*Haywood Barry
*Kevin Huddleston
*Rob Shearer

Senator Mae Beavers
Rep. Susan Lynn
Dr. Harvill Eaton
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Sharon McComb

Executive Committee

*Mayor Don Fox - Chairman
Lebanon, Tennessee

*Mayor Robert Dedman
Wilson County, Tennessee

*Mayor Mike Jennings
Watertown, Tennessee

*Rob Shearer, City Manager
Mt. Juliet, Tennessee

*Nelson Steed, Chairman
JECD Board of Directors

Phil Smartt - Treasurer

Robert Rochelle - Attorney

Dianne Fletcher - Secretary

** Denotes Voting Members*

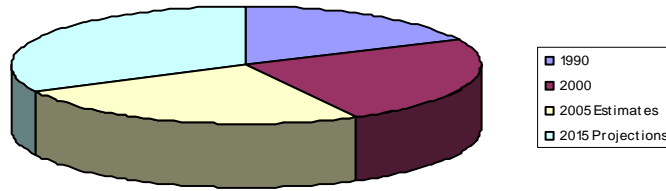
Expanded Ability and New Look



One of the first activities undertaken in 2005 was to improve our capability in managing our client base and to provide our message in an improved format. Our first efforts centered upon instituting a new project tracking and data management system. Using the latest version of ACT the office has now combined the prospect, projects and centralized data bases into one system.

This has provided the ability to track, update and market through one data management system. Our office has also made improvements in the equipment and offices hardware including both computers and printers. These changes have provided us with the ability to produce an improved more professional response both in our electronic and traditional project packages. With new abilities came a new look for the JECDB as evidenced in our letterhead, presentation folders, binders, advertisements and trade show booth. These changes and new look will serve as the basis for all future marketing materials.

Wilson County Population 1990 - 2015



Wilson Growth Rate

While Tennessee's population grew by slightly more than 16 percent between census years 1990 and 2000, Wilson County grew at a rate of almost twice that recorded by the state. According to the U. S. Census report, Wilson County population

grew by 21,130 during the 10 year period ranking the county as the 13th highest populated county in Tennessee. Estimates today show Wilson County with a population of 98,012 and being ranked 12th and a 2015 projection of 117,840 which will rank Wilson County as the 8th largest county in Tennessee.

Community Ranking in Progressive Farmers Magazine

Wilson County was selected as the eighth best place to live in rural America by the Progressive Farmer magazine in February 2005. Progressive Farmer published since 1886 is part of Southern Progress which is a division of Time, Inc. The report looked for "cities that possessed abundant wide open land and space and has cities, not large ones, but ones that provide opportunities to all residents." Wilson County received four stars in the magazine's categories of low crime and three stars in health care and low pollution. The county received two stars in the tax burden category.

Infrastructure Improvements

Transportation infrastructure projects drive both growth while meeting the needs and demands of the individual citizen. Credit should be given to the elected officials who plan and fund these necessary projects. Among the most noted projects in 2005 were the Beckwith Road Interchange on Interstate 40, the multiple projects at Mt. Juliet Road and Interstate 40, State Route 109 and US 70, US 231 and Interstate 40 Interchange and continual improvements on US 70/ Sparta Pike.



SR 109 & US 70

Music City Star

While originally scheduled to begin service in late 2005, the Music City Star made tremendous strides in providing the first commuter rail service in Tennessee.



Construction of both the Lebanon and Mt Juliet stations were begun in 2005 with a design that included both canopy lights and landscaping.



Three Star Designation

Wilson County received Level III designation under the Tennessee Department of Economic and Community Development Three Star Program. This designation allows for additional grant rates for grant programs for both the community and for locating and expanding industries.



JECDB conducts Existing Industry Survey

The JECDB in cooperation with the Nashville Chamber Partnership 2010 Program completed over thirty surveys in 2005. The program was designed to alert community leaders of companies with growth potential and opportunities, industries at risk and an overall analysis of industries in Wilson County.

The results of the survey were presented during the January Board of Directors meeting by Mr. Steve Sparks of the Nashville Area Chamber of Commerce. Results of the survey can be obtained by contacting the JECDB.

Industrial Park receives “Certified Status”

The Nashville East Logistic Center located off State Route 840 and Couchville Pike was awarded the “Certified Site” status by the Middle Tennessee Industrial Development Association in 2005. The program required that sites meet stringent requirements being requested by prospective location consultants and project managers. The detailed application was submitted by the JECDB and received approval as one of only eleven sites in the thirty county middle Tennessee area. Each site was evaluated by Lockwood Greene who is recognized as one of the leading consulting and location companies in the United States.

Wilson County Zoning Definition

To be successful in expanding or locating growth a community must have a marketable product. One of the issues in the county's largest industrial property was a question addressing an industry being allowed to perform light manufacturing and assembly work under its C-4 designation. Members of the Wilson County Planning Commission and the County Commission listened and approved changes that addressed this issue. The results have been a more uniformed zoning of properties in the county and the cities of Lebanon and Mt Juliet. It also played a major role in TACLE Seating, USA locating in our community.

Wilson County Payment in Lieu of Tax (PILOT) Program

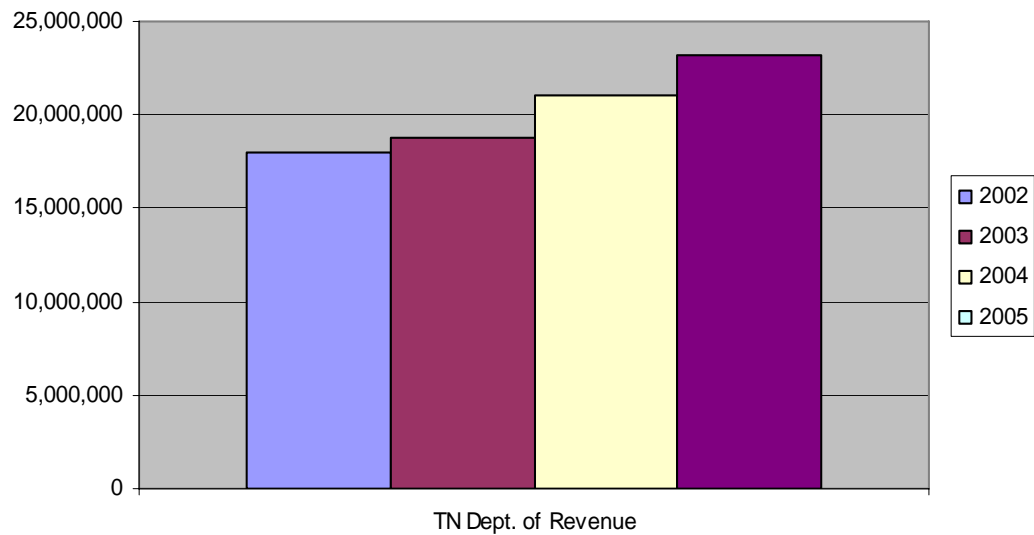
The issue of incentives in the economic development field is one of great debate. Should communities provide assistance to expanding and relocating facilities? While this debate continues the fact remains that incentives are a major element in the decision process today. The JECDB examined the competitiveness of our community to those Tennessee locations considered to be our competition. The results of that analysis were submitted to the Executive Committee and the Wilson County Industrial Development Board for commitments and approval. Working through the Wilson County Finance Committee the County Commission approved the program in 2006. This program provides a factual based approach to the issue of incentives. All those that worked in its development and passage should be commended.

Mt. Juliet Allows for Height in Buildings

In a move to attract both office development and other commercial and retail developments the Mt Juliet City Commission lifted the previous height restriction within its jurisdiction. Previously restricted to heights of thirty-five feet the move sent a strong message to both Nashville and national developers that Mt Juliet is ready to become a player in the office and commercial field.

The move now allows for the development of both office development and hotel and other commercial developments under consideration at both the Mt. Juliet Road Interchange and the area around the new Beckwith Road Interchange.

Local Options Sales Tax Collections for Wilson County



Mt. Juliet

Providence Marketplace

The City of Mt. Juliet experienced tremendous growth in its residential, retail and commercial arena in 2005. Providence MarketPlace a 850,000 square foot retail development included such nationally known stores as Target, J.C. Penney, Best Buy, Belk, Kroger, and PetSmart, T.J. Maxx. Providence Place has been approved for 3,200 single family housing units with several hundred in various stages of completion.

Adams Lane Developments

Adams Lane Plaza, a 30,000 square foot retail plaza owned by family members of the 2THW, LLC brought retail, service providers and restaurants to the Mt Juliet area. The development provided space from 1,200 to 6,000 square foot facilities for clients that now include restaurants, day spa and a fitness facility.

Graves Gym and Precision MotorSports opened their new facilities on Adams Lane in 2005.

Tennessee Sports Medicine, located in Mt. Juliet Crossing, adjacent to Adams Lane, held their grand opening in November 2005. An additional 75,000 square foot office building was announced at the grand opening.



Paddock Place

Paddock Place, a new development began working its way through the planning and zoning process during 2005 and is scheduled to include WalMart, Lowes, and other retail establishments.

Multistory Hotel

A new multistory Hampton Inn & Suites was announced in Mt. Juliet in 2005 to be constructed at the South Mt. Juliet Road area. The new facility is scheduled to have between 97-107 rooms on four to five floors. It is scheduled to have expanded meeting facilities and an indoor pool and is scheduled for completion in 2006.

Lebanon

Gateway Project (*Entertainment Center*) *Global Entertainment Center*

Touted as the “Gateway to the City” the project continued to move forward in the community during 2005. The project is to include a 5,500 seat event center with additional big box retailers, hotel and multi use tenants.

The Mill

The Lebanon Woolen Mill one of the communities’ oldest landmarks and part of its history was reclaimed in the announcement of an upscale, multi-use property. Described as a “treasure of the community”, TownSpace Properties indicated the “adaptive use or recycling” of the old property will preserve the heritage of The Mill and those families who worked there and at the same time take it to “a new level”. The property is planned for office, residential, retail and dining establishments.

Legends Center

An “upscale” retail shopping center off Legends Drive was finalized through the purchase of four acres. Known as the Legends Center the facility was announced to include 42,000 square foot retail development.

Winwood Professional Plaza

BMW Properties announced in April 2005 their plans to construct a 28,000 square foot two-story new office development. Known as the Winwood Professional Plaza it was constructed on Winwood Drive.



Retail Growth

Watertown

Stardust Drive-In Movie Theatre added a second big screen in 2005. The addition provided the opportunity to offer a choice of two separate double features which means the ability to provide viewing of four movies a night.



Watertown Plaza

A 6,000 square foot retail center, developed by Mark Vastola, opened on Sparta Pike (U.S. 70) adjacent to the new Dollar General Store. Subway Sandwich Shop was the first tenant in the new center. Other spaces are available and suitable for salons and other service retail. Mark Vastola was the developer of the plaza and a new carwash is located adjacent to the plaza.



A couple of changes in Watertown include Jim's New England Antiques moving to the Pioneer Building on the Square, and the H&H Building just off the square now houses the White Elephant Emporium.

New restaurants include Subway, The Lazy Donkey Mexican Restaurant located on the Square, and the Cumberland Valley Inn Family Restaurant located on Sparta Pike.

Industry Recognitions

Lochinvar

The Nashville Area Chamber of Commerce recognized Lochinvar in its annual ranking as the Best Mid-sized manufacturer in 2005.

MEDIAmail Packaging and Fulfillment Services

MEDIAmail was honored in 2005 by receiving recognition as one of the Music City Future 50 Award recipients

Orchid International, Inc.

Orchid International received the Nashville Area Chamber of Commerce and the Nashville Business Journal Excellence in Manufacturing Award.

Cracker Barrel

Consumers picked Cracker Barrel Old Country Store as the “best family dining chain” for the 15th year in a row according to Restaurants and Institutions Magazine. Cracker Barrel first won the award in 1991. The honor was the result of more than 3,000 customer surveys on their visits to over 200 chains in America.

Existing Industrial Growth

Lifeway Distribution Center

Preparing for the anticipated demand for additional space brought on by aggressive growth of their LifeWay Christian Stores company representative added 95,000 square feet of space to the LifeWay Distribution Center on Maddox-Simpson Parkway in 2005.



Bridgestone/Firestone North America

Ahead of their scheduled expansion Bridgestone/Firestone, North America added 250,000 square feet of warehouse space to its Hwy 109 Distribution Center in 2005. The facility has now grown to 1million square feet and is the company's largest customer distribution center providing product to both dealers and wholesalers in their service area.



APL Logistics

APL Logistics, a Dell Supplier leased a new 325,000 sq. ft. facility in the Rockdale Distribution Center located in the Nashville East Logistic Center. The company moved from their existing facility in the Eastgate Business Park.



Steves & Sons

Steves & Sons, a manufacturer of doors, moved to a 180,000 square foot existing facility on Hartmann Drive increasing their space by 55,000 square feet. The company has been in operation in Lebanon since 1971.

New Industrial Growth

Ritchie Brothers

With their new facility off Interstate 40 Ritchie Brothers Auctioneers, Inc. found their home in Wilson County in 2005. As the world's leading auctioneer of industrial equipment, Ritchie Brothers Auctioneers conducts more than 150 auctions around the world annually with an average of more than 1,300 bidders per auction. Their specially designed auction sites are located in urban centers, near major airports, and shipping and trucking routes.

Big G Express

Big G Express a Shelbyville, TN based trucking company purchased 22 acres for \$1.2M inside the Nashville East Logistic Center at State Route 840 and Couchville Pike for a new 44,000 sq foot office, warehouse and distribution center.



OTD

OTD, a Texas recycling company selected Wilson County in 2005. OTD a Dell contractor providing recycling services began operations in a new 34,500 square foot facility located in the Hwy 109 Business Park.

America's Home Store/Carlton Homes

Structured Insulated panels (SIP) was the concept behind Wilson County's newest industry. Used in the construction of housing panels the company located on Maddox-Simpson Parkway. The company produces modular homes that is affordable, energy-efficient and can be shipped and assembled at your site. The process can make homes affordable for a wider range of consumers.

Central States Bus Sales

Located in their new 10,000 square foot facility in the Hwy. 109 Business Park. The facility is a combination of office and maintenance space where they will be adding mirrors and radios to the school bus industry.



Motor Coach Industries (MCI)

MCI announced they would open their seventh sales and eighth service center in Lebanon, TN. They now occupy an 18,720 square foot facility at 215 Maddox-Simpson Parkway. The full service facility provides warranty, routine maintenance, repair and motor collision service.



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