

APRIL 2007

Volume 5, Issue 2

In this Issue

Executive Director's Report

LW Manufacturing, LLC Locates in Lebanon

BSN Locates in Eastgate Business Park

Regency Center/Publix Development

Artrain USA

Hotels are coming to Wilson County

Coolview Commons

"Simple is Better"

Spotlight on Industry - Oldcastle Precast

Executive Director's Report

From the desk of G.C. Hixson ...



In the last newsletter I indicated that I would discuss infrastructure needs and how we might as a community pay for them. I will address that issue at a later time because I wanted to share with you the results of an annual location survey.

What were the determining factors of corporate decision makers when they looked for new or relocated facilities in 2006? In the annual edition of *Area Development Magazine's* Corporate Officials Survey, respondents were asked to rank the top ten site selection factors. The 2006 results were as follow:

- | | |
|---|--|
| 1) Labor Costs | 6) Tax Exemptions |
| 2) Highway Accessibility | 7) Occupancy or Construction Costs |
| 3) Corporate Tax Rate | 8) Availability of Skilled Labor |
| 4) State and Local Incentives | 9) Energy Availability and Costs |
| 5) Availability of Telecommunication Services | 10) Availability of High-Speed Internet Access |

So what does this mean to Wilson County and how do we take this information and use it in our attempt to expand our tax base and to create jobs? In breaking down the top ten factors the central theme was that of costs. Highway accessibility, availability of telecommunication, skilled labor and high-speed internet fell outside of the cost items. In Wilson County we find ourselves in a very competitive position. Highway accessibility provides us the opportunity to respond to many projects. Our labor costs are attractive and in Tennessee our corporate tax and exemptions are considered adequate.

An area that we must continue to improve in is that of availability of skilled labor force. Our current existing industry surveys have proven this to be a local concern. We must be able to produce not just quantity but quality employees through our secondary system and through employee retraining programs. Two factors not present in surveys a few years ago were those of availability of telecommunication services and high-speed internet accessibility. If Wilson County is to continue to be attractive for additional investments then we must assist in providing these services. Companies of today and tomorrow require the ability to communicate with customers and transmit data with the greatest reliability.

Our community is blessed with an excellent location and an outstanding transportation network. We must continue to improve upon these assets while addressing the needs of our future clients. By doing these things we will continue to be successful.

LW Manufacturing, LLC locates in Lebanon



Linda Williams, Founder & Owner

LW Manufacturing, LLC is a custom contract sewing company and is the exclusive manufacturer of the "Norvell Bra." Currently the company is focusing on it's core business, custom fit bras and girdles, and is expected to manufacture ladies lingerie, medical patient post surgical support garments and hazardous materials worker suits in the near future.

LW Manufacturing LLC is located at 1113-B Castle Heights Avenue North in Lebanon and currently employs 5 people. The Company is expected to grow to 15 employees and is soon to open a retail store on site. Linda Williams of Lebanon, a 24-year veteran of the industry, founded the company in 2006 when she purchased the assets of Norvell Bras, LLC of Alexandria, TN from the Norvell family.

LW Manufacturing, continued p.3

115 Castle Heights Ave. N.

Suite 102

Lebanon, TN 37087

Phone: 615.443.1210

Fax: 615.443.0277

www.doingbiz.org

Spotlight on Industry

Oldcastle Precast Building a Concrete Future

Oldcastle Precast, located on East Division Street just off Hwy 109 is one of the 68 precast locations nationwide. The Lebanon facility is 73,200 square feet and sits on 31 acres. This ultra modern facility is designed to efficiently manufacture both dry and wetcast products. The latest in environmental protection and material processing equipment are used. The Lebanon facility opened in 2000 and now has 75 employees. The Lebanon facility services a 300 mile market area. Gary Grimes serves as the General Manager for the facility.



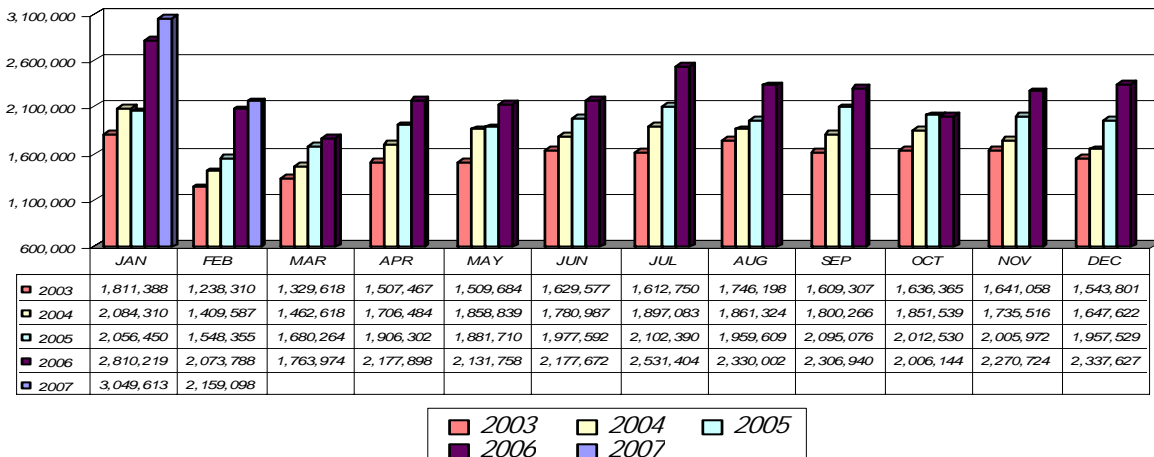
Oldcastle Precast is a division of Oldcastle, the North American arm of CRH plc, a major international producer of construction materials and building products. Oldcastle companies operate on 900+ locations in 48 states and 4 Canadian provinces and have 30,000 employees. In 2004, Oldcastle reported sales of \$7.8 Billion placing it among the leading building and construction products companies in North America.

WILSON COUNTY

(includes Watertown, Lebanon, Mt. Juliet)

Local Options Sales Tax Revenue Collections for 2003 - 2007

(Source: Tennessee Department of Revenue) (Prepared by: JECDB of Wilson County)



Hotels are coming to Wilson County



Pictured at left is a new Hampton Inn & Suites under construction in Mt. Juliet Crossings just off of I-40. The five-story hotel will consist of 108 rooms, an indoor pool, conference facilities and an exercise facility.

A four-story 121 room Value Place Hotel is being built at I-40 and Hwy. 109 on South Eastgate Court. The hotel will have meeting space along with other amenities.

In Lebanon at I-40 and US 231 Holiday Inn Express is under construction. The facility will be five stories and will include an indoor pool, game room and meeting facilities.



Coolview Commons

Coolview Commons is a new retail/office development located at 14787 Lebanon Pike in Mt. Juliet.

LW Mfg. cont'd P.1

Custom fittings are by appointment, Monday thru Friday. Contact the company at 615-444-1004 or on their new website coming May 1, 2007 at NorvellBra.com.



LW employees making undergarments

“Simple is Better”

That was the approach taken by the JECDB in the development of its first purchased advertisement in 2007. The advertisement was the first in a series which began appearing in national magazines in 2007. The January/February advertisement appeared in the *Trade and Industry Development Magazine*. The magazine took a look at emerging agricultural biotechnology regions. The ad was developed in conjunction with Caninecreative, a Wilson County advertising agency headed by Mr. Steve Barker. The ad is the first of three to be used in 2007 and will be modified as it stresses the advantages of Wilson County's existing industries in the targeted cluster and the county's economic advantages of central location, workforce, and transportation advantages.

Did You Know...

The High Growth Industries for 2004 - 2014 in the Labor Workforce Investment Area 9 (Davidson, Rutherford, Trousdale and Wilson Counties) are:

Administrative & Support Services; Food Services and Drinking Places; Professional, Scientific, and Technical Services; Ambulatory Health Care Services; and Educational Services.

(Source: TN Dept. of Labor & Workforce Development)



Access to three interstates. Sweetest.

With easy access to three interstates, rail, and an international airport, no wonder Cracker Barrel, Bay's Southern Bread, Nutro Products, Wythe-Will Distributing, Performance Food Group, and other great food companies chose Wilson County. Oh yeah, they also enjoy high quality water, excellent utilities, a clean environment, and many other benefits like Nashville being right next door. Check out our website. It'll give you some food for thought.

Wilson County, Tennessee
www.doingbiz.org



NAIOP Awards Presented for 2007

The National Association of Industrial and Office Properties (NAIOP) recently held the 2007 Awards Gala in Nashville.

Wilson County is no stranger to several of the award recipients. **Industrial Lease of the Year** went to Randy Wolcott who served as the commercial broker on the lease for Wilson Sporting Goods with First Industrial Realty Trust as the developer. Mr. Wolcott also received the **Broker of the Year** award.

Again, First Industrial Realty Trust, Inc. was the recipient of the **Industrial Development of the Year** with the Rockdale II site on SR 840 and Couchville Pike. TW Frierson Contractor, Inc. received the award as the contractor for the project.

First Industrial Realty Trust, Inc. is the nation's largest provider of diversified industrial real estate. They buy, sell, lease, develop, redevelop and manage industrial facilities in the nation's top 25 industrial markets.



From left to right - Axson West (NAIOP-Nashville Chapter President), John French (TW Frierson Project Manager), Kandy Mallory (Design Constructors, Inc. - lead designer), Steve Preston (First Industrial Realty) and Matt Harris (Waller Lansden Dortch & Davis).

BSN locates in Eastgate

Headquartered in Boca Raton, Florida, BSN, Inc. is the world leader in cutting-edge physique and performance products.

BSN designs, tests, develops, markets and distributes physique and performance products for men and women 18-50 years of age who rigorously train in the pursuit of their physique or performance goals. Their products include dietary supplements, functional foods and beverages, and training lifestyle apparel and accessories.

The company leased a 403,750 square foot facility in Eastgate Business Park for warehousing and distribution of their products.



Regency Center of Lebanon



The new 45,600 sq. ft. Publix grocery store is well under construction at the intersection of US 70 and Maple Hill Road in Lebanon. The center will also include 18,200 sq. ft. of small shop space and two out parcels.

Artrain USA is coming to Watertown.....

Artrain USA will be visiting Watertown April 21-24, 2007. The exhibits are open from 10am-5pm on the 21st and 22nd. School tours will be held from 8:30 am to 3:30 pm on April 23rd and 24th. This traveling art museum housed in vintage rail cars brings world class art exhibitions and art education programs to communities across the country.

This year's tour is entitled **Native Views: Influences of Modern Culture**. Comprised of 71 artworks by 54 Native American artists. Native Views explores the influences of popular culture and the many commonalities shared by all Americans. Visit the exhibit, and you will discover the richness, complexity and breadth of contemporary Native American art while examining varying perspectives on society.