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Executive Director's Report

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

"Middle Skill Jobs"

In today's times it is very easy to become overloaded with information. Magazine articles, emails, internet exposure, etc. It was during this regular review that I came across an interesting report on "Caught in the Middle" by Paul Bradley. With that in mind I would like to talk about some of the highlights of the report.

The jobs of tomorrow fall into the "middle skill jobs" or positions requiring more than a high school education but less than a bachelor's degree. According to the Bureau of Labor Statistics, almost 45 percent of all jobs created will be in these "middle skills" occupations. Many of these jobs will be in positions like electronic technicians, medical assistants, nursing aides, welders, mechanics, etc. In fact health-care jobs will rise by 1.5 million by 2014 and skilled construction crafts will provide the economy with 4.6 million jobs. Wages are also on the rise with radiological technicians rising 23 percent and electricians 18 percent over the last eight years, all during a time when the average American worker salaries increased 5 percent.

Many in the educational community, including our vocational and technical institutions, feel that these types of statistics present both an opportunity and yet a dilemma. How can we continue to promote the traditional four year liberal arts degrees while also promoting the traditional "technical trade school"? Not one discussion with a perspective new industry goes very far until the client begins to explore both the "skill levels" and availability of applicants. The client's concerns are expressed even in a time when many of the next generation occupations have either not been defined or even fully emerged. Certainly if Wilson County is to position itself in the jobs market we must continue to meet the present and future demands of our existing and new industries. Also in times of "economic stimulus" programs, the ability to meet these industry demands will place our community in a more competitive position.

Our community has the opportunity to move forward. The technical programs at the Wilson County School System, the Technology Center at Hartsville and Cumberland University are key providers that working together can provide the structure and framework that is required. As a community however we must demand and support their efforts.



Cherry Valley Family Care & Walk-In Clinic Opens

A ribbon cutting and an open house were held recently to mark the opening of the Cherry Valley Family Care Clinic. The Clinic is located on Hwy. 70, just west of Watertown. The Clinic is owned by nurse practitioners Jim Cheeks and Bruce McLaughlin who also operate a clinic in Mt. Juliet. The Clinic is a primary care facility performing routine care such as immunizations and allergy shots. They can also provide diabetic education, blood pressure and cholesterol management.



Clinic staff pictured left to right are: Susan Smiley, MA; Jim Cheeks, NP; Lynn Corlew NP, and Sara Restina, practice manager.

Couchville Pike & State Route 840 Developments

Development continues at SR 840 and Couchville Pike. The aerial shows buildings in progress and those that are complete.

Couchville Pike Business Center is a development by OPUS South. One of three 700,000 sq. ft. buildings is under construction.

840 Business Center is a 436,800 sq. ft. facility built by Verus Partners and ready for lease.

Rockdale Distribution Center III is being built by First Industrial Services. The building is 300,000 sq. ft. and is expandable to 900,000 sq. ft.

Wilson Commerce Center Phase I is a 556,600 sq. ft. building ready for lease. IDI is the developer. Phase II will be developed on the NE corner of Couchville & SR 840.



Cumberland Culinary Center to open this summer

Assisted with a \$150,000 agricultural enhancement grant from the Tennessee Department of Agriculture, the Cumberland Culinary Center is on target to open in Lebanon this summer according to Dr. Paul C. Stumb, dean of the Cumberland University Labry School of Business and Economics. The grant has now brought the total amount of funds received to \$200,000 in state and federal monies.

The 2,400 square foot facility will be located adjacent to the Vocational Learning Center at Lebanon High School on Tennessee Boulevard and will contain a commercial kitchen and storage facility which will provide a location to help the areas food entrepreneurs prepare their products for market. Users of the center will learn how to produce, and package their products while area farmers will find the opportunity to sell their products.

Ms. Sue Sykes, a local entrepreneur who has been a driving force behind the Center will team up with Mr. John Cook of Cumberland University who will serve as the Manager of the Cumberland Culinary Center Kitchen. John Cook has had many years of experience in the food industry including developing, packaging, marketing, product pricing and formulation of recipes and will be a tremendous asset to the facility according to Dr. Stumb.

State Representative Stratton Bone was instrumental in securing funding for the project and believes that the Center will serve the agricultural community, and small business owners and entrepreneurs in the area well.

Top Industrial Sale of the Year in Wilson County

The Nashville Chapter of the National Association of Industrial and Office Properties, (NAIOP) recently held its Ninth Annual Awards Banquet. The Wilson Sporting Goods facility which was originally identified as the Rockdale II facility was recognized as the top "Industrial Sale of the Year" in 2007. In 2006 the 575,000 square foot facility valued at over \$30 million was sold to USAA. The original facility was 275,000 square feet but was expanded by an additional 300,000 square feet to encompass a total of 575,000 square feet for the client. Both Randy Wolcott and Doug McDowell of ProVenture Commercial Real Estate represented First Industrial Services in marketing the facility for sale.

Since the sale of the Rockdale II Building First Industrial has started construction on the Rockdale III Building which presently has 300,000 square feet but can be expanded to 900,000 square feet. When asked about the sale of the facility, G. C. Hixson said that the sale was "a confirmation of the business climate and workforce of the community and that it further validated the relationship that exists between developers, brokers and governmental entities required to bring developments of this type to the market".

Retail - Office - Lodging

Retail/Office development continues. **Franklin Crossings**, a 9,000+ sq. ft. center located at Franklin Road/S. Hartmann Dr./I-40. **CastleGate Crossing**, located on North Castle Heights Avenue and leasing spaces of 1,200 sq. ft. and up. **SouthGate Station**, located on S. Hartmann Drive and Old Murfreesboro Rd. has space available starting at 1,400 sq. ft. The facility totals 17,290 sq. ft.

Mt. Juliet continues to boom with dirt being moved everywhere you look. Just to name a few....the new **Publix** is underway at Lebanon Rd. & N. Mt. Juliet Rd. **Mt. Juliet Commons** located on Lebanon Rd. has office/retail space for lease, **Paddocks Place** has started work on the 140 acre development with more than 700,000 sq. ft. of retail and will be anchored with Lowe's and Wal-Mart. The Wasabi Japanese Restaurant is under construction at **Providence Marketplace**.



Paddocks Place

Office Parks are in progress. Located just off West Main St. in Lebanon is **Cedar Crossing Business Park** that will consist of individual office space located within a planned development with one level suites ranging from 1,500-4,500 sq. ft. When complete there will be 15 buildings that will total 67,500 sq. ft. **Courtyard at Easthaven** on N. Mt. Juliet Road just off I-40 will consist of two three story buildings that are 15,000 sq. ft. each. Preleasing is underway with a completion date of Spring 2008 for the first building.



Courtyard at Easthaven

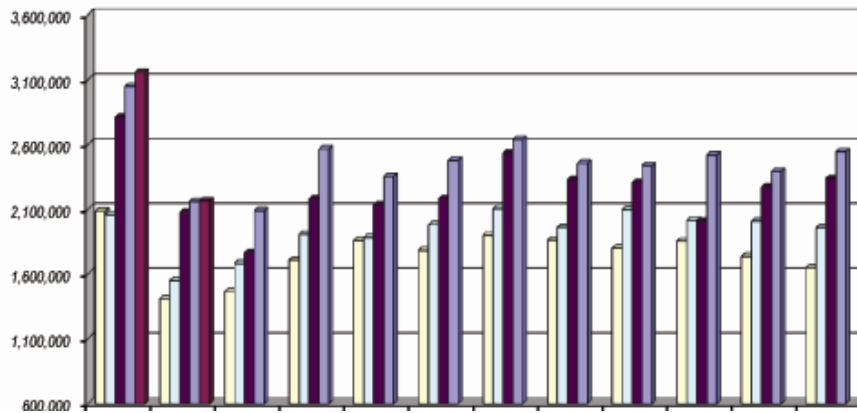
Lodging is growing in both Mt. Juliet and Lebanon. The **Holiday Inn Express** recently opened in Lebanon and a new **Holiday Inn Express** is scheduled to open in Mt. Juliet in June 2008. Currently under construction is the **Hampton Inn** on Franklin Road & I-40 and the **Value Place Hotel** at I-40 & Hwy 109. Collectively, these hotels will provide more than 370 rooms and approximately 4,000 sq. ft. of meeting space.



Hampton Inn - Lebanon

WILSON COUNTY

(includes Watertown, Lebanon, Mt. Juliet)
Local Option Sales Tax Revenue Collections for 2004 - 2008



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004	2,084,310	1,409,587	1,462,618	1,706,484	1,858,839	1,780,987	1,897,083	1,861,324	1,800,266	1,851,539	1,735,516	1,647,622
2005	2,056,450	1,548,355	1,680,264	1,906,302	1,881,710	1,977,592	2,102,390	1,959,609	2,095,076	2,012,530	2,005,972	1,957,529
2006	2,810,219	2,073,788	1,763,974	2,177,898	2,131,758	2,177,672	2,531,404	2,330,002	2,306,940	2,006,144	2,270,724	2,337,627
2007	3,049,613	2,159,098	2,088,164	2,565,522	2,353,578	2,477,251	2,638,831	2,455,647	2,437,824	2,518,945	2,392,818	2,544,868
2008	3,157,465	2,163,513										

Source: Tennessee Dept. of Revenue

Spotlight on Industry



Freedom Warehousing & Logistics, LLC have located at 402 Hartmann Drive in Baird Industrial Park. They occupy 64,880 square feet of space at the Lebanon location. Freedom is a transportation broker, a warehouse and a small cartage company. Their brokerage can move truckload freight anywhere in the United States and the cartage company can move truckload freight within a 150 mile radius. The parent company is K&K Trucking in Gordonsville, TN.

Shane Starks, President of Freedom Warehousing and Logistics, LLC says: "we believe in the '**personal touch**' when it comes to answering all of your warehousing, transportation, distribution, and logistics needs. Outsourcing has many benefits, i.e. freeing up valuable production space, allows customers to concentrate on their core discipline, reduces capital expenses, allows the customer to pay for only the space and services used, and shipping regulations are taken care of for the customer".

Freedom warehousing services include: short and long-term storage, FIFO (First-In, First-Out), de-containerize ocean containers, repack, packaging and kitting.



Goals of Freedom Warehousing and Logistics is to provide quality customer service and the teamwork it takes to provide total customer satisfaction.

Congratulations to S&S Industries
They're now in the new building . . . one year after the fire.

JOINT ECONOMIC & COMMUNITY DEVELOPMENT
JECDB BOARD of
WILSON COUNTY
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Lebanon
Mt. Juliet
Watertown