

October 2006
Volume 4, Issue 3

In this Issue

Executive Director's Report

Wilson Sporting Goods Selects Wilson County

Kenwal Steel Confirms Location

Local Appointments to the Workforce Investment Board

"The Wilson County QuickTour"

Lucas Capacitors invests in Wilson County

O'Neal Steel expands in Lebanon

Introduction to ArcGIS I Class

ICSC 2006 Retail Cities Conference in Louisville, KY

Spotlight on Industry Nutro Products, Inc.

115 Castle Heights Ave. N.
Suite 102
Lebanon, TN 37087
Phone: 615.443.1210
Fax: 615.443.0277

www.doingbiz.org

Executive Director's Report

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

Today's Manufacturing Jobs

Are manufacturing jobs going overseas or are they just going away? During 1990-2004 the United States manufacturing jobs declined from 17.7 million to 14.4 million jobs. In Tennessee, the number of manufacturing jobs has now dropped to under 400,000. So what are the forces at work in this area and how do we as an economic development agency and a community respond?



Are manufacturing jobs being sent to China? Not necessary, in fact, China experienced a manufacturing job loss of 20 million from 1995-2002. (more than the total 17.7M jobs in the US in 1990) So then, what is the answer? Manufacturing productivity in the United States explains much of the decline. U.S. manufacturing output increased by nearly 60% between 1990-2005 while employment decreased nearly 20% with a projection of a further reduction of 1% during 2005-2011. Productivity therefore is a two-edged sword. Companies that stay competitive through productivity gains usually does so with fewer employees.

So how are we as a community to respond? First we need to continue to actively recruit those companies who are a good fit for our community. Indeed the recently passed payment-in-lieu of-tax program (PILOT) by the Wilson County Commission provides us the tool to be competitive in this area by basing our offer on quality of jobs, investments, etc. Another area that we need to address is for our community to have a competitive product. Today, while regional and national developers are investing in land and large buildings we do not have a product for the 50-75,000 sq ft manufacturing facility or multi options for industrial properties. These are areas that this agency and the community must begin to address.

So what's the game plan? First we must continue to assist in the retention and expansion of our existing industries. We must assist our industries to retain those parts of their value chain that produce high value-added per worker products which take advantages of our locale. We also need to broaden our local economy to continue to recruit the growing service sector such as business services (where many outsourced manufacturing jobs have gone) and professional services while focusing on creating growth for these higher-paying segments of our economy.

Wilson Sporting Goods Selects Wilson County



Pictured left to right are: G.C. Hixson, Executive Director of the JECDB; Mark Drury, State ECD; Dave Martyn, V.P. Operations, Amer Sports North America; Robert Dedman, Wilson County Mayor; and Mark Andreola, Warehouse Manager, Wilson Sporting Goods.

A nationally known sporting goods manufacturer has decided to consolidate its distribution facilities into Wilson County, Tennessee. With the July 24th announcement, the company will initially bring an additional 100 jobs into the middle Tennessee market.

Wilson Sporting Goods Company has signed a ten year lease for an initial 300,000 square feet of distribution space with the ability to expand the facility an additional

(continued p. 2)

Kenwal Steel Corporation Confirms Location

Kenwal Steel Corporation of Dearborn, Michigan announced its intentions to locate a new \$12M state-of-the-art service center to serve its growing customer base in the South. The 110,000 square foot facility will serve as Kenwal's "Gateway to the South" and will process a full range of flat rolled steel products.

The company will hire an initial 70 employees which will be located at the former Cherry Farm Property site off State Route 109 north of Interstate 40 and just south of State Route 70.

During the ceremony, Mr. Kenneth Eisenberg, Chairman and Chief Operating Officer of Kenwal indicated that the Lebanon and Wilson County site was chosen for a variety of reasons, including Tennessee friendly business climate, its proximity to Interstate 40, the newly rehabilitated railroad line and the efforts of the local elected officials and economic development contacts.

Commissioner Matt Kisber of the Tennessee Department of Economic and Community Development was present at the announcement and indicated that the department was pleased to be a part of the development through its grants and coordinated economic development programs.

Groundbreaking at the new facility is expected in October with the facility to open in August 2007.



Pictured left to right are: JECDB board member and Watertown Mayor Mike Jennings; JECDB board member and Wilson County Mayor Robert Dedman; Steve Eisenberg, Kenwal Steel; Ken Eisenberg, Kenwal Steel; JECDB board member and Lebanon Mayor Don Fox; and TN ECD Commissioner Matthew Kisber.

(continued from P.1) Wilson Sporting Goods

275,000 square feet. The facility is located in the Nashville East Logistics Center which is located off State Route 840 in Wilson County between I-24 and I-40.

Wilson Sporting Goods Company is a subsidiary of Finland's Amer Sports Corporation with its US operation located in Chicago, IL. Amer Sports is the world's leading sports equipment company with internationally recognized brands including Wilson, Atomic, Suunto, Precor, Mavic and Salomon. All Amer Sports companies develop and manufacture technically advanced products that improve the performance of active sports participants.

Mr. David Martyn, Vice President of Operations of Amer Sports North America says the company is consolidating the team sports and golf distribution operations from South Carolina and its tennis distribution operations from Utah. When the facility is occupied it will be used to serve both their clients in their sporting goods chains and small shops divisions.

Did You Know....the total number of employees located in Wilson County in 2005 was 29,105. The largest major industry sector was Manufacturing with 23% of the employment followed by Retail Trade with 14% and Health Care and Social Assistance with 11%.

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

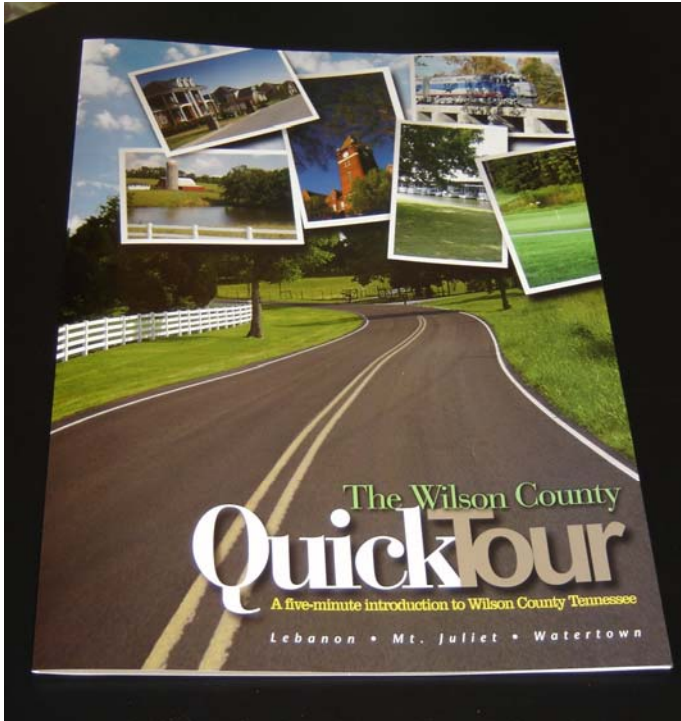
Ronnie D. Kelly and G. C. Hixson Appointed to Middle Tennessee Workforce Investment Board

The Middle Tennessee Workforce Investment Board, recently appointed Mr. Ronnie D. Kelly and G. C. Hixson to the Region Nine Board of directors. Mr. Kelly was appointed as the Wilson County Representative while Mr. Hixson was appointed as 2nd Vice Chair. The Workforce Investment Board includes Davidson, Rutherford, Trousdale, and Wilson Counties. The purpose of the Board is to assist job seekers and the needs of area employers through youth assistance programs, training programs, administration of state training grants and oversight of Career Centers programs and facilities in the four county area.

Ronnie D. Kelly is a Hartsville, Tennessee native whom completed his education from Lebanon High School in 1973. His professional career began with Precision Rubber now known as Parker Seals and has included managing farm property and restaurants in the area. He has been employed with Burchett Ford for the last 19 years. He is an active member in the community and is a 1999 graduate of Leadership Wilson.

G. C. Hixson is Director of the JECDB. His career includes over 30 years of service to the State of Tennessee with 21 years of those years in the Tennessee Department of Economic and Community Development. Terms for the post for both Mr. Kelly and Mr. Hixson will be for two years.

JECDB Introduces new Marketing Brochure



Lucas Capacitors, Wilson County's newest International Company, to begin operation

How does a French Company find Wilson County to begin their operation? Simply stated, its the internet. Mr. Jacques Issac, President of Lucas Capacitors, LLC was looking for an available building to begin an operation to serve a growing demand. During his search he was lead to a 10,000 square foot facility in the Baird Industrial Park. Through working with the JECDB, state ECD officials and others locally, Lucas Capacitors is now a reality.

Lucas Capacitors will initially employ 5-10 people and will manufacture electrical capacitors for the heating, cooling and refrigeration market in middle Tennessee and the southeast.

O'Neal Steel occupies additional building in Lebanon, TN

O'Neal Steel of Wilson County recently leased a 17,500 square foot facility on Cainsville Road. This additional space will allow for them to expand at their Eastgate Business Park facility. The Cainsville Road building will primarily be used for distribution of current products.

“The Wilson County QuickTour” a five-minute introductory brochure to Wilson County Tennessee was recently produced by the JECDB with the assistance of local media firm Caninecreative. Working with Steve Barker, President of Caninecreative the piece was designed to provide information on Wilson County's transportation network, quality education, workforce and quality of life. All photos used in the brochure were actual scenes found in Wilson County.

The marketing piece was distributed as part of the JECDB's regular outreach and mailings to national location consultants and to regional, state and national economic development professionals. Additional copies were provided to area Chambers of Commerce in Wilson County for their marketing programs.

Introduction to ArcGIS I Class

Ms. Tammy Stokes, Administrative Manager of the JECDB recently completed a two day Introduction to ArcGIS I training session. The program provided for a basic understanding and use of the county wide Geographic Information System (GIS). The JECDB coordinated the training seminar held in cooperation with Cumberland University and included ten employees from various organizations in Wilson County. The GIS system administered by the Wilson County Planning Office provides valuable information including utility information, detailed mapping, aerial photos, etc. to clients interested in Wilson County .

JECDB exhibits at International Council of Shopping Centers Event in Louisville, KY

In an effort to maintain the continual flow of investment dollars and opportunities in the retail industry in Wilson county, Ms. Dianne Fletcher, Assistant Director of the JECDB took to the road on September 5-6. She attended the International Council of Shopping Centers 2006 Retail Cities Conference in Louisville, KY. This Southern Division Alliance Conference was attended by retail real estate developers and public sector economic developers. The JECDB participated in the exhibit portion of the program which was designed for local government and community representatives to showcase their communities and available sites, and to discuss development opportunities with attending retailers and developers.

Spotlight on Industry

Nutro Products, Inc.

Established in 1926, Nutro has been producing quality dog and cat foods for over 80 years.

Nutro has grown from a small privately owned regional company servicing local customers in California to the world's third largest manufacturer of super premium pet foods, which is no mean feat in a very competitive market. Nutro's success is based on product performance and customer commitment. Through the owner's vision, product performance, and expanded product offerings, sales have grown forty-fold since 1975.

Another element of Nutro's success during the past 20 years is a passion for educating consumers about pet nutrition. Nutro was one of the first companies to actively educate retailers about its products and how to effectively market them.



Nutro's product lines are Max, Natural Choice, and Ultra Care for dogs, as well as Max and Complete Care for cats. Each product line includes offerings for all life cycles, and in addition to dry kibble foods each line provides a compliment of biscuits, treats, and canned products.

In July 1993 Nutro Products opened their 275,000 square foot Lebanon facility on Arctic Drive in South Perimeter Industrial Park, where they now employ 147 associates. George Briscoe, Plant Manger joined Nutro in 2001 after 19 years of manufacturing experience in both human and pet foods with Ralston Purina. George and his wife, Karen, reside in Brentwood while their daughter and husband (who just returned from Iraq) reside in Clarksville. Their son is a junior at the University of Tennessee Knoxville majoring in finance. Mr. Briscoe is the newest member of the JECDB Board of Directors representing large industry.

WILSON COUNTY

(includes Watertown, Lebanon, Mt. Juliet)

Local Options Sales Tax Revenue Collections for 2002 - 2006

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

