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Executive Director's Report

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

"What Does All of This Mean?"

I assume that all of us have been asking this question over the last several months. In the development field this and certainly more complex questions have been asked. But at the end of the day I guess that the greater question might be how do these events effect our economic health here in Wilson County?

First, let me clearly indicate that I am not an economist, nor have I spent my professional career in the financial industry. I have however been in the economic development field for over twenty-five years which I hope has provided a perspective on what may be happening in the development fields.

No one can question the numbers as they are dramatic. In a recent survey of over 5,000 members of the International Economic Development Council, nearly three quarters of respondents said they were seeing negative impacts through delayed projects, reduced spending, insufficient credit, and halted or delayed new or expansion projects. What might be worse was that when asked to rate the confidence levels of businesses the participants response was "below average confidence levels".

There's Positive News

I think one of the things that we should be aware of is the ability of our elected officials. Both Wilson County government and our cities have and will continue to respond to the crisis. Our leaders have consistently been implementing solutions for making do with less while managing their budgets responsibly. The balanced budget mentality has and will continue to serve us well. Perhaps Mr. Donald Borut, National League of Cities Executive Director said it best when he said "*federal and state policies need to support local economies if we want to improve the national outlook*". I believe that our community has prepared in a responsible manner to get us through these tough economic times.

I think that we need to remain positive. Let's give the credit markets some time to regain its confidence. When this occurs the economic engine will begin to lubricate itself again. The credit market must begin its rebound before the economy mounts its comeback. The financial leaders in Wilson County's institutions have been preparing for these times and I believe that they are both prepared and capable to meet these challenges.

Be Receptive

In the development arena let's first be very cautious about increasing impact, development and other associated fees on our development clients. During difficult times it's an easy source of revenue but in more competitive times these added costs could sway those limited projects to select other locations. Let's continue to remain open to additional incentive programs required to close the deal. Let's keep an open mind on all projects such as the Bible Park project which could provide an opportunity to our community. Let's evaluate this and all projects on their merits.

Shop Locally

Our community needs our dollars and support more today than ever before. Let's do all we can to help. Shop locally as much as possible. If you need assistance contact the local Chamber of Commerce for assistance. Perhaps Dad said it best when he said "*Son, you need to help your neighbor*". Together, we entered this situation and together we will get out of it. Thank you again for the opportunity that you give us to serve you.



LEVITON CUTS RIBBON ON STATE-OF-THE-ART DISTRIBUTION CENTER



Local leaders and community development groups joined Leviton's chief executives at a ribbon-cutting ceremony to herald the February 2009 opening of the company's new distribution center in Lebanon. The 500,000 sq. ft., fully automated facility will serve as one of the company's two state-of-the-art domestic warehousing and distribution hubs.

The ribbon-cutting ceremony offered those attending an opportunity to learn about Leviton and tour the inner workings of the facility, located at 103 Leviton Drive.

"In selecting a site for our distribution operations we assessed many areas of the country which offered great talent pools and attractive incentives. At the end of the day, Wilson County distinguished itself as the right match for our needs. I'd like to extend my gratitude to Duke

Realty Corporation, the State of Tennessee, Tennessee Valley Authority, City of Lebanon and Wilson County, along with many other groups who have shown their support in making this project a success," said Donald Hendler, President and CEO of Leviton.

Stephen Sokolow, Chairman of Leviton's Board of Directors added, "We look forward to serving as an effective and responsive corporate citizen and bringing resources and jobs to the local community."

Vi-Jon, Inc. Comes to Wilson County

Vi-Jon, Inc., a health and beauty products company, and the maker of Germ-X hand sanitizer, is moving into a 700,000 sq. ft. warehouse and distribution facility located in Rockdale Distribution Center III. The facility is just off Couchville Pike near the State Route 840 Couchville Pike interchange. Chicago based First Industrial Realty Trust is the developer of all the Rockdale sites. T.W. Frierson is the contractor for the facility, with completion of the additional 400,000 sq. ft. in 2009.

Beckwith Farms.....on the Move

Beckwith Farms, a Panattoni development, is well underway with excavation work in progress and the first three pads totaling 827,500 sq. ft. are ready for concrete. The first section of a new road going from the Beckwith Road Interchange to the Beckwith Farms area is also under construction with completion in November, 2008.



S & S Industries in Full Swing at New Facility



Located on Clemmons Road in Mt. Juliet, S&S Industries hosted a lunch and tour of their new facility. The 45 year old Mt. Juliet business, was consumed by fire in January 2007. They moved into the new larger facility, which is just blocks from the original site, in January 2008, one year to the date of the fire. They continued production during the rebuild and no jobs were lost.

S&S Industries fabricates non-metallic materials mostly for the appliance industry. They also have operations in Morrison, TN, Knoxville, Indianapolis, Mexico and will soon open a facility in Zeeland, MI.

Above photo, taken in the lobby, are from left to right: G.C. Hixson, JECDB; William Stilts, President, Nixon Pressley, Attorney, LeAnne Cox, grant-writer for the project, Philip Trauernicht, State ECD, and Kenneth Stilts, Owner. Photo to the right depicts one of the steps in the manufacturing of product.



CastleGate Crossing Completed



Leasing is underway at CastleGate Crossing located on North Castle Heights Avenue. The center has commercial spaces ranging from 1,200 sq. ft. and up. Current tenants include: Smile Nails & Spa, The Villa Day Spa and Jennifer Petty, NP.

BJS Has New Location in Watertown

B&J Specialties (BJS) held a "Grand Opening" September 20th at its new location inside the Sun Graphics building at 128 Depot St. Pictured are Jerry and Beth Lee with some of the custom screen printing and embroidery items they specialize in. BJS can provide custom printing on thousands of promotional products, i.e. mugs, pens, key chains, notebooks, custom business gifts, trophy's and plaques. They also have fundraising items for schools, churches, and special events.



Providence Commons Breaks Ground

Mark Traylor with the Boyle investment Company speaks at the groundbreaking ceremonies that were held October 1st. The 200,000 sq. ft. shopping center on South Mt. Juliet Road and Providence Parkway will be anchored by a 54,000 sq. ft. Publix Supermarket, with three to four anchor and junior anchor tenants, small shop retail, and six outparcels. The Center is scheduled to be completed by October 2009.



Publix to Open in Mt. Juliet Village

Mt. Juliet Village located on Lebanon Road at the N. Mt. Juliet Road intersection is a neighborhood center anchored by Publix. The Center has 36,300 sq. ft. for restaurants, shops and professional services. The Publix Store consists of 54,340 sq. ft. and is their largest store in the state. Publix is scheduled to open October 29, 2008. Other spaces range from 4,200 sq. ft. to 8,400 sq. ft.

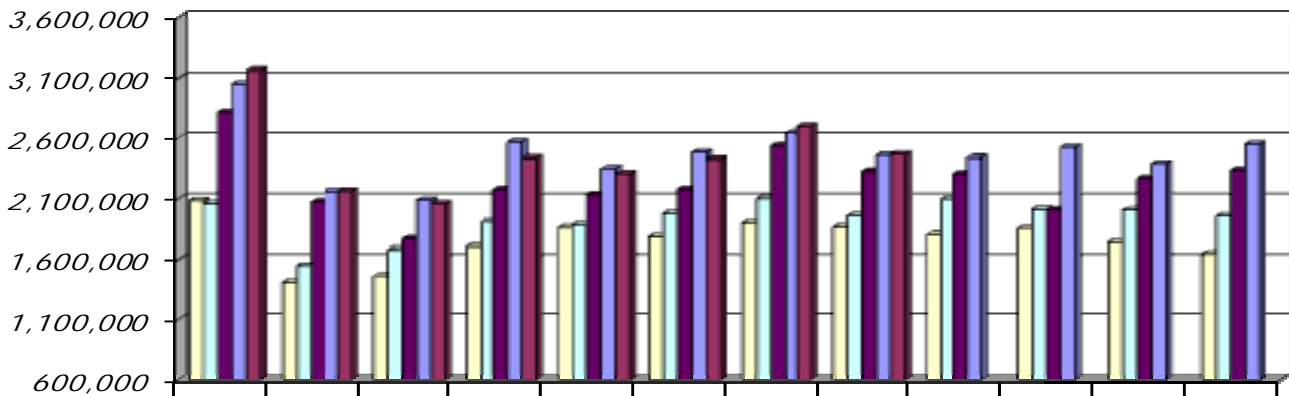
Did You Know...

The 2007 population estimates for Wilson County is 106,356, and ranks 12th in the State. Tennessee ranks 17th in the United States.

(Source: U.S. Census Bureau)

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	2,058,419	2,433,425	2,308,250	2,423,599	2,694,138	2,462,032				

Source: Tennessee Dept. of Revenue



Spotlight on Industry

Superior Coach Interiors

Superior Coach Interiors, Inc. (SCI) began in 1995 converting new commercial bus shells to entertainer tour coaches in Mt. Juliet. The family owned company relocated to Lebanon in 2001, and for the past 14 years has manufactured coaches for some of Nashville's leading entertainer leasing companies, most notably Four Seasons Leasing, who are also located in Lebanon.



Founder, Nick Audino and his company of 40 artisan craftsmen have made SCI the leader in the entertainer coach industry by custom designing each coach to the customer's personal requirements, and taste.

While Superior's feet are firmly planted in the entertainment industry, the company has in recent years, not only manufactured privately owned motor

homes, but has built marketing coaches for Gibson Guitars, BB&T Bank that features a ATM machine, and the John Madden Cruiser. Just to name a few.

Superior Coach uses the 45 foot Prevost Car and the 45 foot Motor Coach Industry shells as the conversion platform. Motor Coach Industries Sales and Service Center is here in Lebanon, and Superior Coach Interiors is located at 312 Babb Drive, in the Baird Industrial Park.



JOINT ECONOMIC & COMMUNITY DEVELOPMENT

JECDB BOARD of
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Lebanon
Mt. Juliet
Watertown