



Obion County JEDC



2010
Annual Report

AIRPORT GROWTH AND EXPANSION

RUNWAY EXTENSION

AIRPORT RUNWAY

- Runway extension, taxiways and new glide slope relocation.
- Completion date estimated to be end of 2010.

ACCESS ROAD TO AIRPORT

- New road from Hwy 22 overpass to airport ready for bidding
- Right of way acquisition completed
- Scheduled to be completed Oct. 2011

DESIGN & BID PHASE

- Combined with the Runway Extension Project - \$463,115

RUNWAY EXTENSION - Amended to include the relocation of the ILS glide slope antenna

- \$3,891,406 - Local match of \$306,750 has been paid
- \$3.2 million grant to extend runway 6,500'
- \$5 million grant for access road from SR 22 into the airport - Bids have been let
- \$6,500 Access Road Title Search



PLANS FOR 2011

- Engineering services to conduct an evaluation for strengthening the existing runway, taxiway, and ramp area
- Funding to close the deficient underground fuel storage tanks
- Taxi-Lane connector behind the new above ground fuel farm
- Maintenance (mowing) equipment
- Aircraft Maintenance Hangar
- Runway/taxiway striping will be completed in the spring
- Entering the Marketing/Planning Project with an SOC grant that was received through Weakley County





EXISTING INDUSTRY

The Obion County Joint Economic Development Corporation is very aggressive in its efforts to bring additional industry to Obion County. To assist in the attraction of additional outside capital to the community, an ample set of resources and marketing materials were developed; including flyers, presentations, and new information added to the newly designed website, www.obioncounty.org. Numerous proposals were sent to companies and industries that expressed interest in Obion County as a potential place of location.

BAPTIST MEMORIAL HOSPITAL - Modern Healthcare Magazine included Baptist Union City in its "Best Places to Work 2010" list. To be named to the list, hospital employees had to complete an in-depth survey, which was evaluated based on eight core areas: leadership and planning, culture and communications, role satisfaction, working environment, relationship with supervisor, training and development, pay and benefits and overall satisfaction.

GOODYEAR - Union City plant maintained production schedules to support market demand in North America. Production increased throughout the year, with the plant hiring approximately 70 new employees.

PIONEER EXPANSION: New research facility finished on Old Highway 51. Pioneer is hiring additional staff.

INDUSTRIAL RECRUITMENT

Throughout the year, the JEDC staff was intricately involved with the local industrial base in an effort to assist in new employment growth and to preserve existing jobs. Much of this work came in the form of being involved in statewide forums/initiatives and the support of regional/statewide policy that promotes Tennessee as a positive climate in which companies can prosper economically. To further support existing industry, the JEDC ensured the continuation of the Regional Plant Manager's Association. Through this venue, information can easily be shared regarding other facility's operations and how those can help increase productivity in other plants. Topics are also covered by the guest speakers on hand that are beneficial to all that attend.

ECONOMIC DEVELOPMENT ACTIVITIES AND PROJECTS IN OBION COUNTY

INDUSTRIAL PARK

INDUSTRIAL PARK SIGNAGE: Three new identification signs have been completed (two at new industrial park and one at Cloys industrial park).

NEW WATER TOWER IN INDUSTRIAL PARK: Presently in design phase with work to begin in Spring 2011.

RAILROAD SPUR: The pads for the unloading railroad spur in the Industrial Park are complete and the bids for the rail spur will be mailed out soon.

GREENWAY TRAIL: Improvements to Industrial Park lake area waiting for contract from state of Tennessee. Authorized for work to begin immediately once the contract is signed.

INDUSTRIAL PARK ROAD AND NEW IMPROVED ROAD TO GOODYEAR: Expected to be completed this month.

PROSPECTS FOR NEW BUILDING IN INDUSTRIAL PARK: 10 plus RFP's (Request for Proposals) were prepared and submitted to Industires that expressed interest in purchasing the building.

FREE TRADE ZONE: A free trade zone is being proposed for this area with a portion of the new Industrial Park being classified as a free trade zone.

HIGHWAY AND ROAD INFRASTRUCTURE

I-69: Section 4 is under construction with bridgework and road work in progress. Section 5 (north section at Hwy 51) ready for bidding. Sections 1, 2 and 3 are under final design and right of way purchase and will be ready for bids soon.

HIGHWAY 45 to 4 LANE: (Union City/Rives sections) Both sections are under plan development and will move into right of way purchase soon.

UNION CITY STREET CONSTRUCTION: New streets and curb construction (where needed) on Church Street, High Street and Exchange Street from South Division to Adams Street and Pleasant Valley Road from Reelfoot Avenue to Julie Street are now under construction.

NEW TURN LANES ON HWY 21: New turn lanes into the Industrial Park from Highway 21 will be constructed by TDOT.

ETHANOL ROAD: New road to Ethanol Grain Processors Plant completed in Obion.

OTHER PROJECTS

REELFOOT SPILLWAY PROJECT: New road and spillway at Reelfoot Lake under construction.

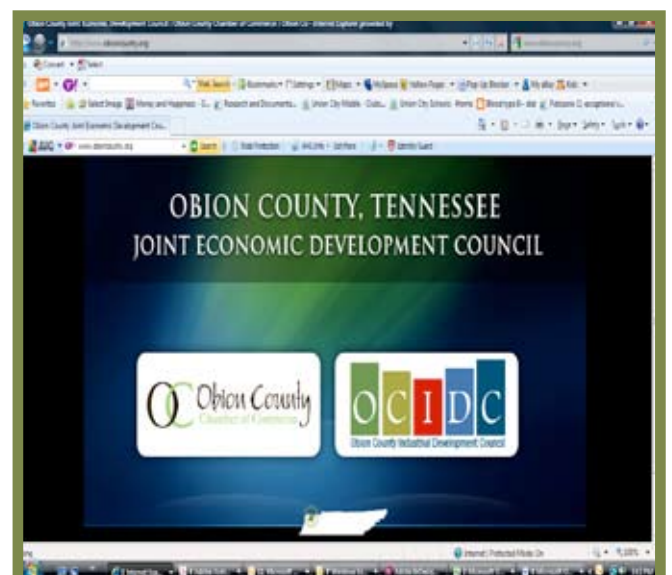
CATES LANDING: The Northwest Tennessee Port and Industrial Park received \$13 Million in federal Transportation Investment Generating Economic Recovery Grant that will be used to finish construction of the port.

During 2010, the following marketing materials were produced:

1. **Newly Designed Obion County Website** - www.obioncounty.org was completely redesigned; making it more easily accessible and user friendly
2. **Magazines - Obion County Featured in the Regional Economist** - "Tennessee Town Pins Hopes on Being Transportation Hub". The Regional Economist is a quarterly publication that addresses national and regional economic issues and their impact on the Eighth District. See the article in its entirety at <http://www.stlouisfed.org/publications/re/articles/?id=1983> <http://www.stlouisfed.org/publications/re/articles/?id=1983>.
3. **Membership Investment Brochure** - for new Chamber members and prospective members
4. **Marketing Guide** - Identifies important Obion County demographics such as the "Trade Area" population, transportation, recent retail additions, annual wages, major employers, community patterns, and traffic counts. The Guide has also been transferred to jump drive, providing convenience and ease of viewing when distributed at trade shows. The Marketing Guide has also been put in a condensed Power Point format to be given to prospective industry.
5. **Chamber Logo** - A newly designed Chamber of Commerce logo was created
6. **Hard Copy Outlets** - Advertised specifically to entities within a certain area of the economy (particularly in terms of transportation due to the expansion of the Everett-Stewart Airport, the construction of the port facility at Cates Landing, and the availability of highway and rail) in hopes of getting Obion County's name and position known to those who are primarily concerned with transportation.
7. **Tennessee Vacation Guide Advertising** - Obion County advertises in the Tennessee Vacation Guide which is distributed to approximately 550,000 visitors annually. The JEDC received a (50/50) grant of \$2,500 from the Tennessee Department of Tourism Development to assist with the cost of the ad.



Newly Designed Chamber Logo



Newly Designed Web Site

OTHER PROJECTS



HOUSING DEVELOPMENT

Obion County had 47 new residential constructions for 2010*

*As reported to us by the County Tax Assessor's Office

MAYORS AND MANAGERS ROUNDTABLE

Obion County has an active Mayors and Managers Roundtable, as required by the Tennessee Department of Economic and Community Development (ECD), and the state of Tennessee's Three-Star Program, with meetings held on a quarterly basis by a host city. At each meeting, the mayors and city managers discuss their strengths and weaknesses. This collaboration has proven to bring unity within the overall community.

THREE STAR

The Three-Star Program assists Obion County with achieving excellence in economic and community development (ECD). The county is guided through a comprehensive plan of essential benchmarks with the assistance of the JEDC's Three-Star coordinator and an ECD team member. The goal of the program is to create new employment opportunities, preserve existing jobs, increase family income, and improve quality of life. Meetings were held with the Obion County Public Library, Obion County Health Council, Mayors and City Managers, Obion County Adult Leadership, CornFest Board, Main Street Board, Beautification, Workforce Outreach Committee and Plant Managers to discuss the importance of their participation in the community for the Three-Star report. These entities are essential to obtaining Three-Star status and related state grants. Following a review of Obion County, Three Star status was once again obtained for 2010.



NEW RETAIL ESTABLISHMENTS

Information regarding Obion County was continually sent to various retailers and restaurant establishments to keep them informed of the actions occurring within the county, to make connections, establish relationships, and to keep Obion County's name and community information in front of these investors. The JEDC also worked with local businesses in locating space, identifying markets, and other resources. As reported by the Obion County Tax Assessors office, the businesses below obtained a business license in 2010.

Bunch Electric LLC	J.R.'s Auto Sales of Union City	Double Take Consignment
Woods Backhoe	Lennys	Picture Perfect
A.C. Siding & Window Co.	Byron Betts Excavating	Sew What
Roney Lawns	Girtons Black Top	C of H Designs
Deals R Us	D&G Farms	Buy Sell Trade Pawn Shop
M&S Roofing	C C Coin Cateres Corp	RCKC Cars
BDC, INC	Spaulding Enterprises	U Name It Monograms
Kaleidoscope Photography	Purchase Point Partners	Cloverdale Trade Day
Express Shop #56	J&N Lawn Care Service	BBB Construction
Rug Renewal	Main Street Appliance	Russell's Reloading 2
Cherokee Discount Gift	Southerland's Tree Service	Food 4 Thought
Jackson Construction	Classy Clipper	Butterfly Boutique &
Canines and Companions	Sally Beauty Supply	Eagle Nest Guide Service
Lob Roofing	Do it All Cleaning Service	Green Magic
All Pro Tax Service DBA	Carol's Creations	Redflex Traffic System
Obion County Plumbing	Petsense, INC	Riteway Builders
Lepanto Steak House	D&W Tires	D C Electric
T&B Produce	Split Ends	M-B-M Cleaning Company
Briar Patch Flowers and Gifts	Lamb Roofing	S&S General Maintenance
Commercial Equipment	Best Donuts	Jamin Investment INC
Car Toyz	Steve's Mobile Wash	Skati Enterprises INC
Travelers Hotel	McDonald Automotive	Ruben's Upholstery
Poboy Hickory Wood	Data Mind Consulting	Virgins Industrial Supply
MD Home Repair	Bev's Car Clinic	Marbury Construction
Construction & Contract	Hale's Roofing Company	Knights Electrical Repair
Floor Teck	Harold's Hobby	Southern Loft LLC
Johns Automotive	Custom Programming	Alton & Pat INC
Poyner's Lawn Service	Hailey's Handyman Service	Kail's Trailer Cleaning Service
OPE Precision Repair	Double Bell Golf Shop	Premier Auto Sales
Husbands Handyman Repair	Mayo's Body Works	Sitting Services INC
Polka Stripes	Rice's Handyman Service	J Coleman Electric LLC
C&C Property Maintenance	Little Kings & Queens	Harris Properties Management
Long's Custom Leather	Fathead Wholesale Tire	Herta's Sewing Room
Advanced Feeding System	A Little Bit of Everything	Its in the Bag
Appliance Pro	Johnson Automotive	Fisher Construction Company
All Glory Established	Ron Douglas Jewelry	Vaughn Contractors
Mike's Pretty Things	CLIMB...LLC	Gigi's Ribbons & Bows
W-Family Pool Care	Dixie Delight Ice Cream	Ally Cakes
Blues City Bistro, LLC	Deck the Halls	Sugar Mommas
K.P.'s Music Rodeo	One Touch Beauty Salon	B&C Construction INC
G&D Distribution Service	Cook Sales INC	Center Line Electric INC
Fetherling Zone, LLC	Professional Caregiving	The 4G's Quick Sack
Assisted Care Keepers	U-Haul of Tennessee	
DB Travel Agency	The New Release, LP	
Duncan Spary in Beline	J&J's Home Improvement	
Goody's	Ury Street Self Storage	
First Defense Fire Protection	Stewarts Recovery	
John Poor Construction	Rountree Business Equipment	

DISCOVERY PARK UPDATE

Discovery Park Hired New Architect

Project will proceed with same vision to build a world-class education and tourism venue in Union City, TN.

The Robert E. and Jenny D. Kirkland Foundation selected Verner Johnson, Inc. of Boston, MA as the new architect for the venue for Discovery Park of America.

As a result of this change in architects, Discovery Park has a new design. For this reason, renderings of the original design have been removed from the web site and replaced with the current rendering.

Kirkland Foundation Remains Committed

The Kirkland Foundation has reaffirmed its commitment to be the primary benefactor of Discovery Park of America and to help achieve the vision for DPA, developed by hundreds of community volunteers.

Discovery Park of America will be a multi-million dollar educational venue for children and adults, which will enable visitors to understand and celebrate the culture, spirit and accomplishments of the human race in nature, science, art and history.

The Kirklands had the vision for this wonderful venue as a place where children and adults could learn in an entertaining and pleasant environment. The Kirkland Foundation acquired the land and provided funds to begin construction and will continue to provide financing for completion of the construction and purchase of artifacts. To ensure successful operation, the Foundation will also provide funding for the acquisition of artifacts as well as fund a portion of the operating expenses for the first 20 years.

Cooperation and Involvement

Discovery Park of America is a cooperative endeavor with broad participation by the citizens of Union City and Obion County and surrounding counties. Hundreds of dedicated volunteers are planning each themed area of the venue as well as needed services. Local and state governments are also taking an active role in the development. The state of Tennessee is considering the construction of a Welcome/Tourism Center on the property when I-69 is built adjacent to the west side of the property.

Discovery Center

The centerpiece of the Park will be Discovery Center, a world-class museum that will offer a variety of exciting and stimulating learning experiences. Exhibits inside Discovery Park will educate children and adults about many current and historical aspects of the human race as well as provide a glimpse into the future.

Other Areas of Discovery Park

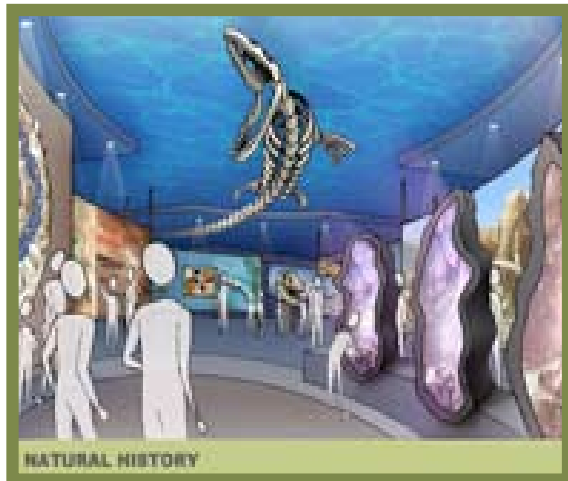
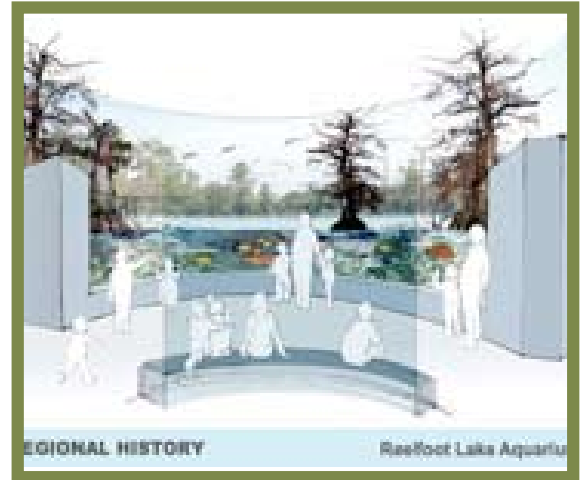
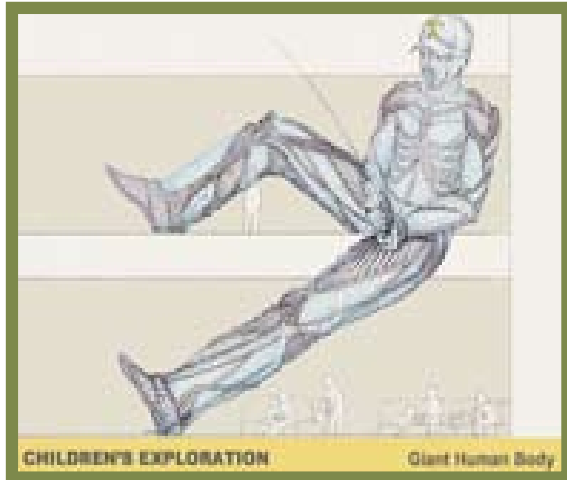
Similar learning and stimulation will occur outside Discovery Center. The 50-acre site will also feature botanical gardens, working farm plots and a YesterYear Village, an area devoted to preserving and sharing local historical structures and historical items associated with life in the mid-1800's through the early 1900's.

The museum is expected to have exciting exhibits and interactive experiences in the following areas:

- Regional History
- Native Americans
- Natural History
- Science, Space, & Industry
- Transportation History
- Art
- Military
- Children's Exploration
- Enlightenment Area
- Travelling Exhibit Area
- Transportation



DISCOVERY PARK PHOTOS



TOURISM ACTIVITIES

1. Obion County CornFest - Members of the JEDC staff served on the CornFest Board of Directors, chaired two of the events, and assisted with other events as needed
2. Reelfoot Lake Bicentennial Committee participation
3. Distributed approximately 30 Welcome/Relocation Packets to visitors and people showing interest in living in Obion County
4. Mailed over 1500 Obion County brochures in response to inquiries from the TN Vacation Guide

Excerpts from:
Caudle, Glenda. "Discovery Park Tops News Stories 2nd Straight Year." The Messenger [Union City] 1 Jan 2009, 84th Year, No. 1, 1+.J
(updates given by James Rippy)

NEW CHAMBER MEMBERS

- Align Chiropractic
- KP's Music Rodeo
- Junior Auxiliary of Obion County
- Buy Sell & Trade
- Pudge-N-Pals
- Blues City Bistro
- Wee Play Party Place
- Wingfoot Golf Course
- Park Terrace Village
- First Choice Farm and Lawn Inc.
- West Tennessee Orthopaedics & Sports Medicine
- AT Runner
- Greer Neon Company, INC
- Healthsouth Cane Creek
- Classic Interiors
- Another Thyme
- Raines Designs
- Advanced Orthopedics and Sports Medicine

BUSINESS MATTERS INFORMATIVE NETWORKING BREAKFAST SPONSORED BY HAMILTON-RYKER

In today's times, it is more important than ever for business owners and managers to commit to ongoing learning and skills training to maintain a competitive edge and stay abreast of the changing times.

Business Matters provides Chamber members an opportunity to learn from community business leaders who come to share their subject matter and business expertise. This FREE monthly gathering is a great way to meet and network with other business people in the area. In 2010, we covered some very useful topics:

January

Tax Tips

Presenter - Craig Atwill, Alexander Thompson and Arnold

February

Customer Service

Presenter - Denise Newton,
The REED Center and Tennessee Small
Business Development Center

March

Business Marketing

Presenter - John Watts, Purchase Point
Partners

April

Business Marketing Presenter - John Watts,
Purchase Point Partners

May

Small Business Support Programs

Presenter - Sharon Taylor McKinney, BERO
(Business Enterprise Resource Office)

June

Prescription Benefits

Presenter - Jason Kizer, Kizer Pharmacy

July

Leadership

Presenter - Kevin Herrell, The Growth Coach

August

Corporate Internet Security and YOU!

Presenter - Nick Hall, Computers Direct

September

Energy and money saving tips for you and
your office

Jerry Bailey, Union City Electric System

October

Brainstorming Problem Solving

Presenter - Robbie Green, Obion County
Chamber of Commerce

November

Consumer Connections

Presenter - Chuck Marquis, TVA (Tennessee
Valley Authority)

December

Healthcare Trends and Baptist-Union City's
Response

Presenter - Brad Parsons, Baptist Memorial
Hospital, Union City



BUSINESS MATTERS GROUP



DENISE REYNOLDS ADDRESS THE GROUP

BUSINESS AFTER HOURS

On March 11, the Obion County Chamber of Commerce held its spring 2010 Business After Hours at the Celebration Centre'. Area chamber business men and women attended the event for an evening of networking, food and door prizes. Sponsors for the event were Celebrations By Sheila, Celebration Centre', Hamilton Ryker, Another Thyme, and The Obion County Chamber of Commerce.



BUSINESS AFTER HOURS - CELEBRATIONS CENTRE'



BUSINESS AFTER HOURS - BLUES CITY BISTRO

PARTNERSHIP WITH THE REED CENTER AND TSBDC (TENNESSEE SMALL BUSINESS DEVELOPMENT CENTER)

In 2010, the UT Martin REED Center/ TSBDC served 90 individuals in Obion County through one-on-one consulting and small business seminars. 18 seminars were held in Obion County

PERSONNEL DEVELOPMENT

For the JEDC to become and remain an effective resource to/for the local community, the organization (its staff and its Board of Directors) must establish and maintain an effective working relationship with elected officials at the local, regional, state, and federal levels. In addition, strong ties must be formed with regional, state, and federal agency personnel to ensure the strongest advocacy possible for the local community. Active liaison between these groups is essential for success and is an ongoing integral part of the JEDC work scope.

ORGANIZATIONAL MEMBERSHIPS

To be an effective advocate for the community, it is essential that the JEDC maintain membership and an active presence in the following organizations:

- International Council of Shopping Centers (ICSC)
- Adult Leadership of Obion County Board of Directors
- Southern Economic Development Council (SEDC)
- Tennessee Economic Development Council (TEDC)
- Tennessee Industrial Development Council (TIDC)
- Tennessee Chamber of Commerce Executives (TCCE)
- Union City Main Street Board of Directors
- West Tennessee Chamber of Commerce Executives (WTCCE)
- West Tennessee Industrial Association (WTIA)
- West Tennessee Retail Alliance (WTRA)

STAFF TRAINING

- WestStar - tuition provided by a WTIA grant
- QuickBooks - provided free by the Reed Center
- InDesing Training
- TN Chamber Institute



SEMINARS & CONFERENCES

All state and federal agencies, private sector business development organizations, as well as regional advocacy groups distribute information to their membership and to the general population through regular and annual seminars and conferences. It is essential that JEDC staff attend all such events to keep abreast of new information program changes that will affect funds delivery or impact local business, and to maintain a strong relationship with service providers. During 2009, JEDC staff attended the following events:

- Canadian National Railroad Annual Meeting
- Governors Conferences (Tourism, ECD)
- ICSC Conferences & Networking Events
- IEDC Education Courses
- I-69 Meetings
- Legislative Reception
- Manufacturing Summit
- SEDC Conference
- TCCE Conferences
- TEDC Conference
- TIDC Conference
- Tennessee Center for Performance Excellence
- Rural Development Conference
- TVA Forum
- WTIA Economic Development Summit
- West TN Retail Alliance Regional Meeting

• **EDUCATION**

- New educational facilities
- Low pupil-teacher ratios
- Southern schools accredited
- Scholarships & Financial Assistance
- After school activities

• **QUALITY OF LIFE**

- Cultural activities
- Outdoor Recreation
- Fishing & Hunting
- Reelfoot Lake
- Outlet Stores including Decor Direct (CBK's outlet store)
- Thriving Downtown
- Southern cuisine and more!

• **MEDICAL FACILITIES**

- Hospital facility by Baptist Memphis
- Cancer care facility
- Nursing homes and assisted living facilities



Live



OBION COUNTY

Work

• **MULTIPLE INDUSTRIAL SITES**

- 548-acre "certified" industrial park
- Available Building Program
- Over 750 acres available for manufacturing/distributing

• **QUADRAMODAL TRANSPORTATION SYSTEM**

• **LOCATION**

- 500 mile equal distant travel to over 75% of the nation's population centers

• **AVAILABLE, ABUNDANT WORKFORCE**

• **COLLEGES & TRAINING FACILITIES**

- Colleges - 4 colleges within 1 hour's driving time
- Industrial Training Center

• **STATE INCENTIVES**

- No State Income Tax
- One of the three lowest taxed states in the Union
- Tennessee Tax Incentives
- Right-to-Work State

