



SUMNER ENTERPRISE PARK (SEP)

The vision is for:

- Job Creation for residents to live, work, and stay in Sumner County, and
- To accommodate advanced manufacturing jobs in Sumner County
- Manufacturing at 16.1% is the largest economic sector in Sumner County
- Manufacturing raises the living standard more broadly than any other employment sector
- Manufacturing average wages & salaries is \$53,344 in Sumner County, and is 49% higher than retail trade at \$27,098
- 1 in 8 people in the State of Tennessee are employed in manufacturing.

- Today's manufacturing is clean and environmentally sensitive:
 - ✓ Robotics and Automation
 - ✓ Smart Factory Floors
 - ✓ Supply Chains – fully integrated through real-time data collection and analytics
 - ✓ Requires highly technical skills and post-secondary education (college)

- A vibrant manufacturing base leads to
 - ✓ Research and Development
 - ✓ Innovation and Productivity
 - ✓ Exports
 - ✓ Technical Skilled Jobs

- The 'new digital economy' is all about supporting manufacturing

- Manufacturing of American made quality products must continue to be an important part of Sumner County's economic base.

Sumner County *

INDUSTRIES	PRIVATE EMPLOYEES	PERCENT	WAGES/SALARIES
Manufacturing	7,385	16.1%	\$53,344
Retail Trade	6,221	13.5%	\$27,098
Health Care and Social Assistance	6,111	13.3%	\$49,309
Accommodation and Food Services	4,923	10.7%	\$14,928
Administration and Support and Waste Management and Remediation Services	3,567	7.8%	\$25,197

* Nashville Chamber of Commerce Research Center, 2015

TENNESSEE / SUMNER COUNTY / NASHVILLE REGION

A FAVORABLE PLACE TO DO BUSINESS

1st Automotive Manufacturing Strength <i>Business Facilities</i>	1st Market for Advanced Industry Growth <i>Brookings August 2016</i>	2nd Market Growth Highly Skilled Tech Workers <i>CBRE July 2016</i>	1st Foreign Direct Investment <i>IBM Global</i>
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Other Accolades

- ECD Commissioner Boyd recently was quoted, “There are 914 Automotive companies with 3 major OEMs in state of TN, the Nissan plant in Rutherford County is the largest car manufacturer in the world, and in the last six months the State of Tennessee has seen a 4% growth in GDP compared to 1% nationally.”
- Today in Tennessee, students can go to college for a 2-year associate degree or work diploma/certification tuition free through TN PROMISE. There has been a 24% increase in high school students going to college.



1,000 +/- ACRES



CSX RAIL

CONNECTS THE MAINLINE FROM
NASHVILLE TO LOUISVILLE

SEP

Recruitment & Attraction

A 'job creator' looks for:

- Land – publically controlled site
- Accessibility – roads, rail, freight movement
- Access to Markets (I-65, I-40/840/24)
- Cost – Real Estate, employees, construction costs
- Skilled labor/available workforce
- Eliminating risks
- Speed to Market

FIGURE 2 | REGIONAL TRUCK NETWORK



SEP

Recruitment & Attraction

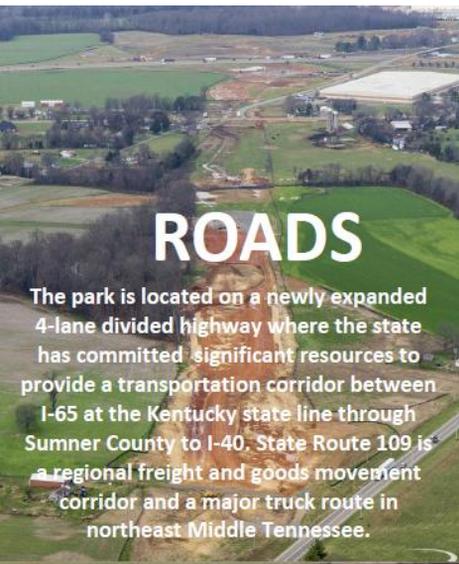
Other significant reasons why our business-friendly environment works:

- No personal income tax on wages & salaries
- A right to work state
- A long history of fiscal responsibility that crosses party lines
- Lowest state debt per capita in the country – The Tax Foundation
- Second lowest in the U.S. for state and local taxes paid per capita – The Tax Foundation
- Successful overhaul of our tort and workers compensation laws

Sumner County

- Double A plus Bond Rating with our recent bond sale at the lowest interest rates in recorded history

The economic development model (public investment in industrial sites) has been utilized across the State of Tennessee and has been very successful.



ROADS

The park is located on a newly expanded 4-lane divided highway where the state has committed significant resources to provide a transportation corridor between I-65 at the Kentucky state line through Sumner County to I-40. State Route 109 is a regional freight and goods movement corridor and a major truck route in northeast Middle Tennessee.

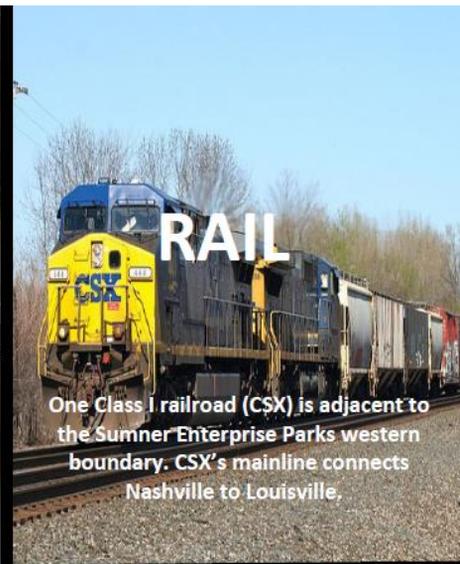


Nashville International Airport (BNA) is only minutes away, providing passenger and cargo services to destinations around the world.



AIR

Sumner Regional Airport is located in Gallatin.



RAIL

One Class I railroad (CSX) is adjacent to the Sumner Enterprise Parks western boundary. CSX's mainline connects Nashville to Louisville.



UTILITIES



FOREIGN TRADE ZONE

SEP - The picture shows the basics of what you must have for a viable 'Advanced Manufacturing Site'.

The vision for the Sumner Enterprise Park is to provide the site for a major 'jobs center' for our current and future students and employees.

Projects - Prospects

- International and national firms have been on site and shown interest
- Hankook Tire – South Korean company, looked at the whole America's continent, In the U.S. decided between 4 states in the South and selected Tennessee.
 - ✓ 475 Acres
 - ✓ 800 Million Capital Investment
 - ✓ 1,600 Direct Jobs
 - ✓ Total Jobs – 4,808
 - ✓ \$1.1 Billion – Economic Impact
- Hankook Tire – North American HQ
 - ✓ 100+ Jobs
 - ✓ Batman Building
 - ✓ Down the street from their competition Bridgestone

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2016 Prospects

- This year a couple of projects offering to make a \$400 Million capital investment, producing a minimum of 750 direct jobs with a total of 1,309 jobs, were searching for a rail-served 250 acres.
- Projects of this magnitude provide an annual economic impact of \$274 Million in Sumner County.
- These projects at full production will provide \$2.4 Million in tax revenues to Sumner County.
- These projects would produce a one time (construction) economic impact of \$660.8 Million that will result in \$4,306,931 in tax revenues to the county.
- The attached charts show the economic impact and tax revenues as provided by the firm Younger Associates.
- These projects did show interest in the potential of the Enterprise Park location but they did not conduct a site visit because we did not have the due diligence reports and a more defined road access plan.

**ECONOMIC IMPACTS
&
TAX REVENUES**

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Economic Impacts and Tax Revenues

ECONOMIC IMPACT

Tire Manufacturer

Company Description	Acres	# of Direct Jobs	# of Indirect & Induced Jobs	# Total Jobs	Capital Investment	Economic Impact
Tire Manufacturer	475	1,600	3,208	4,808	\$800 Million	\$1.10 Billion

Center for Economic Research in TN (CERT-ECD)

Tire Manufacturer			
(ESTIMATED)			
	Direct	Indirect & Induced	Total
New Jobs	1,600	3,208	4,808
New Incomes	\$770 Million	\$1.5 Billion	\$2.27 Billion
Economic Impact	\$570 Million	\$670 Million	\$1.24 Billion
Taxable Sales and Purchases expected in the state	\$520 Million	\$334 Million	\$854 Million

Center for Economic Research in TN (CERT-ECD)

SEP

Prospects 2016

Economic Impacts and Tax Revenues

ONE LARGE ADVANCED MANUFACTURER

ECONOMIC IMPACT Advanced Manufacturer

Company Description	Acres	# of Direct Jobs	# of Indirect or Induced Jobs	Total # Jobs	Capital Investment	Economic Impact (Annual)
OEM Ad Mfg.	250	750	559	1,309	\$400 Million	\$274.2 Million

Younger Associates

Advanced Manufacturer (OEM)

	Direct	Indirect & Induced	Total
New Jobs	750	559	1,309
New Incomes	\$52 Million	\$22.8 Million	\$74.8 Million
Annual Taxable Sales and Purchases expected in Sumner County	\$2 Million	\$.4 Million	\$2.4 Million
Economic Impact	\$274.2 Million		

Younger Associates

ONE TIME ECONOMIC IMPACT

Advanced Manufacturing/OEM

One Time Economic Impact

Total Capital Investment	Real Property	Impact Multiplier	Personal Property	Impact Multiplier	Total Economic Impact
\$400 Million	\$240 Million	1.69	\$160 Million	1.58	\$660.8 Million
Total Sumner County Tax Revenues					\$4,306,931

Younger Associates



1,000 +/- ACRES



CSX RAIL

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Site Development

Publically Owned or Controlled

- Provides a known or fixed term of sale and eliminates price escalation during the site selection process
- Provides access to matching grant funding for site access and infrastructure

Available matching grant programs for

- State Industrial Access Road (SIA)
- Infrastructure/Utilities
- Site Development
- In 2017, there will be more than \$1 Million in matching grand funds from TDOT, ECD, TVA, CSX, Tennessee Central Economic Authority.

The State Legislature funded the ECD Site Development Program at \$6 Million last year and this year the anticipated funding will be \$10 Million.

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Site Development

- The government invests in services which includes schools, public safety, infrastructure, utilities, and economic development.
- This public investment in turn promotes private sector investment in areas such as manufacturing, health care, housing, and retail.
- Government has always had a role in supporting commerce and economic development.
- Government almost exclusively builds the roads, i.e. SR 109 that will soon connect I-65 to I-40/840.
- The State of Tennessee will have invested \$200 Million in the completion of SR109 from I-65 to I-40.
- What a 'job creator' looks for:
 - ✓ Managing risks
 - ✓ Speed to market
 - ✓ Accessibility – roads, rail, freight movement, access to markets
 - ✓ Proximity to major markets
 - ✓ Skilled workforce
 - ✓ Controlling Cost – real estate and construction costs
 - ✓ Maximizing profit

SEP

Publically Owned or Controlled

ECD Commissioner Randy Boyd:

- “I can say that we always like having more sites to offer possible prospects and this I am in favor of the development of a site in Sumner County.”
- “Middle Tennessee is highly attractive to companies today and there is no doubt the site will be very marketable.”
- “I can share that once developed, this site will be very attractive and highly marketable.”



1,000 ACRES



CSX RAIL

CONNECTS THE MAINLINE FROM
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SITE OVERVIEW

- 1,000 Acres (+/-)
- Privately Owned
- SR 109 Connects I-65 to I-40/840
- 30 Minutes East of Nashville International Airport
- CSX Class 1 Rail, Adjacent to Site, Connects the Mainline from Nashville to Louisville
- Over 80% of the Core Site is Unforested and Cleared
- FTZ Available
- Topography and Average Slope Determination
- Drainage Origination & Determination
- Wetlands Determination
- Soils Determination
- Water Tables Determination
- Endangered Species Determination
- Archaeological Impediments Determination
- Structures on Site Determination

Hierarchy of Needs



With the funding, we will complete the due diligence and complete the land options. The County requests approval of the grant contracts in the amount of \$250,000, with \$500,000 in local matching funds for Due Diligence and Options. The total budget is \$750,000 for due diligence and options. The County will continue to work with the state, TVA and other agencies for grants and technical support.

The options and due diligence will allow us to:

- Prove Viability
- Minimize Risks
- Develop a budget for buying and developing the site
- The 'potential site' will be marketed once the due diligence studies begin

SEP

Projects - Prospects

WE CAN DEBATE

“Build it and they
will come.”

NO DEBATE IF WE DO NOT BUILD IT

“They will not come.”

With no investment, there is no return.