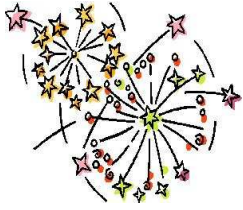


2nd QUARTER  
2009

Volume 4, Issue 2

**2009 FESTIVAL OF  
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**INSIDE...**

**Important!!!  
Membership  
Update Form**



# Henderson County Chamber of Commerce

## Timberlake Site Certified Deal Ready



**Director Vicki Bunch, Henderson County Chamber and City of Lexington Mayor Bobby W. Dyer accept Deal Ready certificate from Mark Williams, Strategic Development Group**

West Tennessee Industrial Association (WTIA) announces that seven industrial sites in West Tennessee have met the criteria to be “Deal Ready™” Certified Industrial Sites. A certified site is guaranteed to meet or exceed the criteria required by industries seeking a site for immediate development. These seven newly certified sites are in the size range most often sought by companies looking for a new location. These sites were certified by Mark Williams, President and founder of Strategic Development Group.

When most developers think of certified sites they picture large mega-sites and super-sites of 1,000 acres or more. A trend has developed to market huge sites as certified for rapid development. In early 2006, West

Tennessee Industrial Association and Middle Tennessee Industrial Development Association, WITA’s counterpart in the Nashville region and a partner in the Deal Ready program, announced the first Deal Ready™ Certified Sites, which ranged from 50 to 1,000 acres. This current phase of Deal Ready™ evaluated sites from 20 to 50 acres.

WTIA and MTIDA realize that companies who require smaller sites are under just as much time pressure – maybe more – as large site developers. They reviewed almost four years of location data from Tennessee Valley Authority and found that 34% of site locations occurred on sites of this size. These smaller Deal Ready™ sites will provide companies with all the advan-

tages of a professionally certified site.

“This program will help assure companies of every size that we are ready to help them meet their start-up deadline. West Tennessee is a prime location for food processing, plastics, biofuels and distribution logistics. The Deal Ready™ sites are ideal for these and other industries as well,” notes Mike Philpot, Executive Director of WTIA.

A Deal Ready™ site must pass a rigorous evaluation where more than 100 types of site information are reviewed. To qualify as Deal Ready™, a site must be free of ownership/use issues, free of environmental issues, and meet or exceed the infrastructure requirements of typical industrial projects. In 2006, 20 sites of 50 to 1,000 acres in West Tennessee were certified as having completely met all criteria. The seven new certified sites also met these standards.

WTIA, an economic development organization for West Tennessee power distributors, implemented the Deal Ready™ program to help West Tennessee communities attract more industries. WTIA engaged the nationally known engineering and site consulting firm Strategic Development Group, Inc. to serve as the third-party evaluator to certify the sites.

Mark Williams, President of Strategic Development Group, Inc. who has assisted many corporate clients in locating sites says, “You can expect  
(Con’t. page 2)

## Deal Ready (Con't.)

credibility, speed in decision making and reduced risk from a certified site. I think WTIA and MTIDA are really thinking ahead by certifying sites of 20 to 50 acres. We're not aware of any other group in the country certifying sites of this size, even though they are in demand."

"The local economic developers are to be commended for their hard work to meet the certification requirements. Because of their efforts to meet the Deal Ready™ criteria, they have put West Tennessee in a very competitive position—we are ahead of the game," observes Philpot.

The economic development organizations with certified sites were recognized at a ceremony, March 9, hosted by WTIA at the Doubletree Hotel in Jackson. WTIA and MTIDA created a special web-based resource for the Deal Ready™ Certified Sites. When you visit [www.dealready.com](http://www.dealready.com) you can find the full list of sites, complete GIS map resources, and in-depth infrastructure information. The site allows fast access to sites that are guaranteed to put a developer on a fast track.

### Sites and Submitting Economic Development Agency

#### **Brownsville South Industrial Park**

*Haywood County Chamber of Commerce*

#### **Lucy Black Road Industrial Site**

*Hardeman County Chamber of Commerce*

#### **Davis Industrial Site**

*Hardeman County Chamber of Commerce*

#### **20 Rail Site**

*Dyersburg/Dyer County Chamber of Commerce*

#### **Adamsville/McNairy County North Industrial Park**

*McNairy County Chamber of Commerce*

#### **American Way Site**

*Lauderdale County Economic Development Council*

#### **Timberlake Industrial Park**

*Henderson County Chamber of Commerce*



**Phil Robertson—Owner**  
**10777 Hwy 412 W.**  
**Lexington, TN 38351**  
**968-8880**

## The Chamber Welcomes Summit-Brantley Building Innovations



Summit-Brantley Building Innovations CEO Bardo Brantley addresses a large crowd at a press conference held at the First Bank Community Room in March.

Local officials welcome new industry which will bring 40 jobs to Henderson County, with plans to employ 160 over the next three years.

Summit-Brantley Building Innovations (SBBI) CEO Bardo Brantley addressed a large crowd at a press conference held at the First Bank Community Room in March.

Summit-Brantley recently located in the 54,000 square foot former Elliott Power Building in the North Industrial Park. SBBI builds premanufactured panels

and building systems, a concept designed to reduce construction time.

According to Tennessee's Economic and Community Development Commissioner, Matt Kisber, the company's decision to locate in Henderson County represents a \$1.7 million investment.

Rep. Steve McDaniel said the announcement was a reflection of local officials "creating the type of climate for industrial expansion."



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## *Volvo Penta Marine Products Recognized for Environmental Successes*

Environment and Conservation Commissioner Jim Fyke participated in an environmental recognition ceremony at the Volvo Penta Marine Products facility in Lexington, Tenn. on Tuesday, March 24. The facility was honored for achieving Performer Level status in the Tennessee Pollution Prevention Partnership environmental leadership program.

Commissioner Fyke presented a framed certificate of recognition and a green Performer flag to Volvo Penta's Environmental and Safety Coordinator, Dana Scates and its Director of Operations, Mac Rose, recognizing the facility's achievements in preventing pollution. The Volvo Penta Marine Products plant is the 13<sup>th</sup> TP3 member to achieve the distinguished level of Performer, joining eight industrial facilities, three schools and a government agency.

"This is a great achievement for both Volvo Penta Marine and its employees at the Lexington facility," said Fyke. "It demonstrates the facility's commitment to seek out opportunities to eliminate and reduce waste, save natural resources and prevent pollution. We appreciate the leadership Volvo Penta Marine and all our TP3 performers provide to help protect our natural resources."

To achieve Performer status, TP3 program participants are required to develop and complete a five-project plan to help prevent pollution of air, land and water, while reducing waste and conserving natural resources. Performers also implement community outreach and mentoring into their programs.

## *New Members*

**Henderson County Clinic of Chiropractic**  
Stephen D. Merrill, D.C. • 16570 Hwy. 104 N

**Henderson County Exchange Club**  
Andy Anderson • 252 Summers St.

**Jason Usery Construction, LLC**  
Jason Usery • 1575 Blue Goose Rd.

**Tim Pierce**  
205 Twin Oaks Rd.

**Tolley Automotive, Inc.**  
Josh Tolley • 24 Robertson St.

## *Chamber Spotlight*

### Looking Good, Lexington, Inc.

Looking Good, Lexington, is getting ready for Spring and Summer! Last year, through donations and volunteers, we were able to add some color to public areas around Lexington. We had nice comments about the colorful flowerbeds at the City Hall, Court House and Welcome signs.

This year, in addition to these projects, we are planning a Community Garden. To date, we have 7 gardeners ready to plant when it's ready. With Mickey Lewis as our advisor for the garden, we'll also have a section that grows fresh produce, with the help of community service workers. This project is to help contribute to food bank supplies for those who are stretching their budgets even more this year.

Please consider making a donation to our project. All funds will be used to make Lexington more beautiful with plantings you'll see immediately or bulbs and seeds you'll see in the future. Small donations are appreciated just as much as larger ones. We have no administrative costs, so everything donated is literally 'plowed right back' into our projects. If your company or organization would like to sponsor a certain area planting or contribute plants, fertilizer or other products, we'd love to work with you.

We also welcome your suggestions or questions and your participation. If you have a donation, please contact Dian Brown at (731) 968-8141.

**Looking Good, Lexington, Inc.**  
**A Tennessee Nonprofit (501c3) Organization**  
**P.O. Box 769, Lexington, TN 38351**

*To be highlighted in the Chamber  
Spotlight, email 3-4 paragraphs about your  
business to: [vbunch@hctn.org](mailto:vbunch@hctn.org)*

## Leadership Henderson County Visits Capitol



PHOTO: (back row): Anita Scott (MIG Manufacturers Industrial Group), Ginger Wallace (City of Lexington), Buffy Creekmore (Coldwell Banker), Lance Perry (AFLAC), Dana Cameron (Henderson County CASA), (front row): Kathy Fisher (ReMax Unlimited), Melissa Gilbert (West TN Legal Services), Rep. Steve McDaniel, Josephine Binkley (Administrative Assistant to Sen. Roy Herron), Corey Bingham (FirstBank), Vicki Bunch (Henderson County Chamber of Commerce). *Not pictured: Matt Hill (Volvo Penta)*

Members of the 2009 Leadership Henderson County Class visited the State Capitol in Nashville, Tennessee on March 4<sup>th</sup>.

Eight members of the class, along with Chamber of Commerce Director Vicki Bunch made the trip, toured the Capitol building and

heard from several state officials. Senator Dolores Gresham and Rep. Steve McDaniel made welcoming remarks, followed by **Paul Degges, P.E.**, Assistant Commissioner, Engineering Bureau Tennessee Department of Transportation, **Paul LaGrange**, Asst. Commissioner, Business Development, Tennessee Department of Economic and Community Development, **Tim Schwarz**, Executive Assistant to the Commissioner and Legislative Liaison, Tennessee Department of Finance and Administration and **Cecil Whaley**, Director of Plans, Mitigation and Exercises, Tennessee Emergency Management Agency (TEMA).

“The class had the opportunity to meet government officials in Nashville, which proved to be a very enlightening and educational experience. It meant a great deal to the class for the legislators to take time out of their busy schedules to listen to issues and concerns that face each of us on a personal level”, said Vicki Bunch, Director of the Henderson County Chamber of Commerce.

After lunch, the class was guided on a brief tour of the Capitol building, then met with Sen. Roy Herron.

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## Upcoming Events

*Henderson / Decatur  
County WEOC*

**“Update on the Federal Stimulus Fund & How it relates to Your Community and an Update on the Unemployment Crisis”**

**Wednesday, April 29th, 2009  
11:30 a.m. - 1:00 p.m.**

University of Tennessee,  
Parsons Campus  
975 Tennessee Avenue North  
Parsons, Tennessee 38363

Guest Speaker:  
Melinda Williams, Administra-  
tor, Marketing and Outreach  
Programs, Tennessee  
Department of Labor &  
Workforce Development

Lunch provided by:  
Joint Economic & Community  
Development Board of  
Decatur County

RSVP by Monday, April, 27th to  
Eddie Akins at 731-968-8159  
e-mail [eddie.akins@tn.gov](mailto:eddie.akins@tn.gov)

4th Annual  
Henderson County  
Folk Festival

Saturday, May 9th  
10 am

Henderson County  
Courthouse Lawn

Folk Music  
Blue Grass Music  
Exhibits & Games  
Antique Car Show

For more info call  
731-968-3239



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## *Useful Tips for Business Owners*

### **SMALL BUSINESS MATTERS**

In these rough economic times, it is very important to note that Small Businesses do matter and this is an ever increasing trend as the larger industries either merge or go-away, leaving the Small Businesses to become more and more of the BACK-BONE of our U.S. Economy!

The SBA Office of Advocacy points out in their latest report, "Small Business Profiles for the States and Territories", how important the small businesses are to this country and to each state or territory individually.

Slightly more than six (6) million small businesses or 99.7% of all employer firms are considered, by SBA definitions, to be small businesses. Small firms provide 50.4% of our private sector jobs and they generate more than half of the U.S. private non-farm gross domestic product.

They are also the nation's most reliable job creation engine. Between 2004 and 2005, small businesses created 78.9% of the nation's new jobs. In very state, almost all firms are small and they provide roughly half the jobs and in some rural states, small firms provide as many as two-thirds of the private-sector jobs.

Small firms had positive job creation in all but five states in the most recent year studied and small businesses created all of the net new jobs in fourteen (14) states and the District of Columbia.

It should be very clear by now why small businesses matter. Their ingenuity, their community roots and their resilience are the nation's best hope for future job creation and economic recovery.

The SBA office of advocacy is a definite friend of small business as

they provide oversight to the numerous federal regulations that are a nemesis to small businesses. Without them, it would be difficult to challenge these regulations which have caused small firms to pay forty-five (45) percent more per employee than large firms to meet their federal regulatory obligations.

Last year, as proof that the federal agencies are listening to Advocacy, \$10.7 billion in cost savings have resulted from the changes made to proposed rules that took small businesses into consideration.

*For a FREE and CONFIDENTIAL visit with Joel Newman, TN Small Business Development Center, (JSCC) contact the Chamber at (731) 968-2126.*

*This counseling is offered as an additional service of your local Chamber of Commerce. Newman will be at the Chamber on April 28th from 1-4 pm.*