

Department of Economic and Community Development: Jobs4TN Plan



December 2011

Top-to-Bottom Review

- Completed in April 2011
- Over \$2 million in recurring savings to the state
- Expanded business development staff
- Created and implemented regional staffing structure
- New management mechanisms & performance metrics

The Governor's Jobs4TN plan contains four key strategies for making Tennessee No. 1 in the SE for high-quality jobs



ECD is now focusing its business development efforts on six key clusters in which the state has a competitive advantage

Automotive

- Motor Vehicles
- Automotive Parts
- Automotive Components
- Forgings & Stampings
 - Flat Glass
- Production Equipment
- Small Vehicles & Trailers
- Tires & Inner Tubes



Chemical Products & Plastics

- Intermediate Chemicals & Gases
- Packaged Chemical Products
- Other Processed Chemicals
 - Refractories
 - Ammunition
- Plastic Materials, Resins & Products
 - Paints & Allied Products
 - Synthetic Rubber
- Carbon Fiber & Advanced Composite



Transportation, Logistics, & Distribution Services

- Air & Land Transport
- Transportation Arrangement & Warehousing
- Merchandise, Apparel, Accessories, Food Products, Farm Material & Supplies Wholesaling
 - Catalog & Mail-order
- Airports & Bus Terminals
- Trucking Terminals



Business Services

- Headquarters
- Data and Call Centers
- Financial Services
- Online Information Services
- Computer Services & Programming
- Facilities Support Services



Healthcare

- Surgical Instruments & Supplies
- Dental Instruments & Supplies
- Medical Devices & Equipment
 - Diagnostic Substances
 - Healthcare Services
 - Healthcare IT
- Biological and Biotechnology Products
- Health Insurance Products



Advanced Manufacturing & Energy Technologies

- Motors, Generators & Batteries
- Refrigeration & Heating Equipment
 - Appliances
- Lighting Fixtures & Electrical Parts
- Turbines & Turbine Generators
 - Clean Energy Products
 - Electric Services



Governor Haslam has launched a \$50 million INCITE Initiative to enhance innovation efforts across the state

Strategy	Details
INCITE	<ul style="list-style-type: none">• Annual Governor's Innovation Conference• Annual Governor's Innovation Annual Report• Quarterly INCITE Partners Meeting
Commercialization	<ul style="list-style-type: none">• TTDC Energy Commercialization Fund• Memphis Research Consortium• TBD Other Commercialization Activities
Entrepreneurship	<ul style="list-style-type: none">• Nine Regional Accelerators• StartUp Tennessee
Investment	<ul style="list-style-type: none">• INCITE Co-Investment Fund• TNInvestco• Small Opportunity and Rural Opportunity Loan Funds

Business Development

- Visited **2,000+** Tennessee businesses since Jan. 15
- Created **13,000+** jobs since Jan. 15
- Emphasizing domestic **expansions** and **rural** projects
- Larger **recruitment** staff after department reorganization
- **Overseas** recruitment missions and leveraging overseas representative offices
- Job pipeline is full with projects that would account for **10,000+** additional jobs



July 1, 2011



175 jobs created

\$38 million investment

Robertson County

July 18, 2011

**ThyssenKrupp
Waupaca**



250 jobs created

\$30.7 million investment

McMinn County

July 21, 2011

75 jobs created

\$250 million investment

Humphreys County



August 1, 2011



Coastline Plastics, L.L.C.

50 jobs created

\$10.5 million investment

Giles County

August 18, 2011

QUAPROTEK



126 jobs created

\$22 million investment

Lauderdale County

August 19, 2011

100 jobs created

**\$316 million
investment**

Shelby County



August 19, 2011

140 jobs created

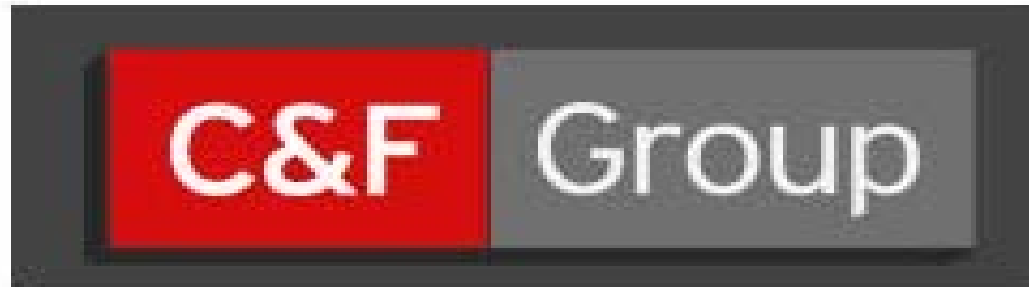
**\$100 million
investment**

Hamblen County

MAHLE

Driven by performance

August 22, 2011



449 jobs created

\$10 million investment

Sullivan County

August 30, 2011

400 jobs created



\$23 million investment

Perry County

September 9, 2011



275 jobs created

\$11.5 million investment

Davidson County

September 14, 2011

495 jobs created

\$2 million investment

Maury County



September 15, 2011



700 jobs created

\$17 million investment

Blount County

September 16, 2011



TRIAD Packaging, Inc.



35 jobs created

\$900,000 investment

Sullivan County

September 19, 2011

263 jobs created

\$17 million investment



Williamson County

September 20, 2011

60 jobs created



\$1 million investment

Haywood County

September 20-21, 2011



79 total jobs created

\$113 million investment

Warren and Montgomery Counties

October 3, 2011



60 jobs created

\$6.3 million investment

Dickson County

October 6, 2011

amazon.com[®]


2,000 total jobs to be created

\$200 million investment

Counties To Be Announced

October 10, 2011



70 total jobs to be created

\$7 million investment

Robertson County

October 10, 2011

45 jobs created

\$1.2 million investment



Anderson County

October 24, 2011



30 total jobs to be created

\$2.6 million investment

Bradley County

October 27, 2011



100 total jobs created

Williamson County

November 1, 2011



164 total jobs to be created

\$12 million investment

Washington County

November 2, 2011



150 jobs created

\$15 million investment

Sesquatchie County

November 15, 2011

600 jobs created

Sullivan County



December 1, 2011

85 jobs created

**\$2.8 million
investment**

Sam Dong

Hawkins County