



INDUSTRY LEADER

OCTOBER 2020

Middle Tennessee Industrial Development Association

2020

Annual Board of Directors Meeting

MTIDA held its annual meeting of the Board of Directors on July 29, 2020, at the Embassy Suites in Cool Springs/Franklin, Tennessee.

The Covid-19 crisis has had an impact on all of us. The way we conduct business, communicate with each other and even our own internal operations have suffered significantly. As a result we held a hybrid meeting where nine of our Board Members attended in person and 11 members signed on virtually. Due to the limited in person attendance, we were not able to take a group photo of this year's Executive Committee. Below are the newly elected officers and members of the 2020-2021 MTIDA Executive Committee.

The newly elected Officers, FY2020-2021



President
Brian Taylor
CDE Lightband



Vice President
Chris Davis
Cumberland Electric
Membership Corporation



Secretary-Treasurer
Rodney Boyd
McMinnville Electric System

Executive Committee Members



Keith Carnahan
Meriwether Lewis
Electric Cooperative



Mark Kimbell
Gallatin Department
of Electricity



Scott Spence
Duck River Electric
Membership Corporation



Spencer Sessions
Tennessee Valley Authority

California Company Bringing 400+ Jobs to Nashville

NASHVILLE (June) San Dimas, California-based health care firm QTC will invest \$5 million to open an operations hub in Music City, according to a news release from the Tennessee Department of Economic and Community Development. The deal will create 410 new jobs over the next five years.

QTC provides disability and occupational health examination services – including diagnostics, vaccinations and vision services – for veterans, federal employees and the commercial industry. The company employs more than 1,900 people, with 90 clinics across 50 states, and partnerships with more than 12,000 physicians and allied health professionals.

In addition to its headquarters, QTC has administrative offices in Pennsylvania and Texas,



according to its website, and is a subsidiary of Leidos Holdings Inc. QTC's Nashville office will be located near the airport at 100 Centerview Drive.

It is not immediately clear what incentives the state offered QTC to establish the operations center in Nashville.

QTC is the latest company to follow a path from the West Coast to Music City for expansion.

Source: Nashville Business Journal

NAPA Knows How to Create New Jobs



LEBANON (June) NAPA Auto Parts is expanding its presence in Lebanon, bringing approximately 150 full-time job opportunities through a new distribution center on 115 Logistics Drive.

The company hosted an open house at the facility for prospective community partners followed by a series of hiring events. Most of the facility's positions are in logistics and distribution, while others are management-based. Approximately 200 NAPA stores will receive supplies from the location.

Wilson County's Joint Economic and Community Development Board Executive Director G.C. Hixson said NAPA has invested approximately \$48 million into the facility, which measures more than 300,000 square feet.

"One important thing for the community is that this is a nationally known company," Hixson said. ***"They've made a tremendous investment in the facility and they own the building, which is not necessarily the case for a lot of our clients."***

Source: Lebanon Democrat

TTI is cleaning up in Cookeville

COOKEVILLE (June) TTI Floor Care North America will invest \$20 million to increase manufacturing at its facility in Cookeville. As part of this project, TTI Floor Care will create 500 jobs over a five-year period in Putnam County.

TTI Floor Care's Cookeville investment will allow the company to diversify its manufacturing footprint and enhance its product portfolio. TTI Floor Care will add several new production lines, products and shifts at the facility. The company's capital investment will go toward building improvements, upgrades and the installation of new equipment.

TTI Floor Care owns three of the biggest names in the floor care industry: Hoover, Dirt Devil and Oreck. Its parent company, Techtronic Industries Company Ltd., is a fast-growing world leader in power tools, accessories, hand tools, outdoor equipment and floor care appliances. The TTI brands also include MILWAUKEE and Ryobi.

"We want to thank the State of Tennessee, the Tennessee Valley Authority, Putnam County, and the Cookeville community for their tremendous partnership and support. Our commitment and investment in Cookeville demonstrate the high degree of confidence we have in our exceptional employees and partners throughout the state. We are excited about significantly expanding our capabilities and workforce to manufacture world-class products in Cookeville for years to come."

Jessica Rapp
VP and General Manager
TTI Floor Care North America

Source: TNECD





8 New Site DEVELOPMENT GRANTS

NASHVILLE (June)

Eight new Site Development Grants, totaling more than \$2.3 million have been awarded.

The grants are designed to help communities achieve Select Tennessee site certification and prepare industrial sites for economic development projects. The funding helps communities invest in infrastructure and engineering improvements on project-ready sites.

The Site Development Grant program, part of the Rural Economic Opportunity Act, works in tandem with TNECD's Select Tennessee program. Since 2016, TNECD has awarded 100 Site Development Grants across the state, totaling nearly \$35 million in assistance to local communities.

Source: TNECD

The TNECD grants awarded this round include:

MIDDLE TENNESSEE

- **Clarksville-Montgomery County Industrial Development Board**
Corporate Business Park South
\$229,687 – Construct an industrial access road
- **Industrial Development Board of Coffee County**
Middle Tennessee I-24 Rail Megasite
\$100,000 – Conduct due diligence studies
- **Industrial Development Board of Fentress County**
Clarkrange Regional Business Park
\$500,000– Grade and prepare a site
- **Joint Economic and Community Development Board of Lawrence County**
Lawrenceburg Industrial Park
\$87,300 – Conduct due diligence studies

WEST TENNESSEE

- **Decatur County**
Highway 641 Industrial Site
\$498,750 – Grade and prepare a site and construct an access road
- **Lexington Industrial Development Board**
Timberlake Industrial Site
\$294,582 – Grade and prepare a site

EAST TENNESSEE

- **Bristol Tennessee Essential Services**
Bristol Business Park
\$500,000 – Grade and prepare a site
- **Hawkins County Industrial Development Board**
Phipps Bend Industrial Park
\$100,000– Conduct due diligence studies



Ramsey Solutions Creating 600 New Jobs

FRANKLIN (June) Ramsey Solutions CEO Dave Ramsey announced that Ramsey Solutions will invest \$52 million to expand its corporate headquarters in Franklin and create 600 jobs.

Ramsey Solutions will build a second office building, totaling nearly 192,000 square feet and six stories, on its corporate campus in Williamson County. This is part of Ramsey Solutions' continued expansion, which started in 2015 when the company closed on 47 acres of land in the Berry Farms development.

In 2019, the Ramsey team moved into the first six-story office building, which includes podcast and radio studios, more than 200,000 square feet of workspace, a team member cafeteria, a bookstore and coffee shop for guests watching "The Dave Ramsey Show" live in the studio. This latest expansion will accommodate the company's continued growth. Construction on the second office building began in August 2019 and is expected to be completed in May 2021. *Source: TNECD*

Agero, Inc. to Expand, Creating 900 Jobs In Clarksville

CLARKSVILLE (June) Agero, Inc. plans to invest \$2 million in capital to expand its operations in Clarksville and create 900 jobs by 2025. To support this growth, Agero has expanded its Clarksville operations by nearly 14,000 square feet.

Agero is the leading B2B provider of driver assistance services, including roadside assistance and accident management. The company supports more than 115 million vehicles in partnership with leading automakers, insurance carriers and other clients. The company responds to approximately 12 million requests for roadside and accident assistance annually.

Agero first established operations in Montgomery County in 2012. Approximately 750 employees in Clarksville provide critical roadside assistance services to drivers throughout the U.S. With a second Tennessee facility based in the Tri-Cities area, the new jobs and financial investment will further strengthen Agero's presence in the state.

Source: TNECD





Amazon will establish a new, state-of-the-art fulfillment center in Mt. Juliet

MOUNT JULIET (July) Amazon will create 1,000 new, full-time jobs at its new 855,000-square-foot fulfillment center in Wilson County, which is anticipated to launch in late 2021.

The Mt. Juliet facility will be Amazon's second fulfillment center in Tennessee to use innovative robotics technology and the company's seventh fulfillment center in the Volunteer State. In January, Amazon announced it would establish a similar 1,000-job fulfillment center in Memphis. Employees at Amazon's new Mt. Juliet fulfillment center will pick, pack and ship smaller items, such as books, electronics and consumer goods.

Amazon currently operates fulfillment and sortation centers in Charleston, Chattanooga, Lebanon, Memphis, Murfreesboro and Nashville, a Prime Now Hub in Nashville and various other facilities supporting last mile delivery operations across the state. The company is in the midst of building a corporate office in downtown Nashville, which will

house the management functions for Amazon's Retail Operations division.

Since 2010, Amazon has invested more than \$6.5 billion into its local fulfillment center infrastructure and through compensation to thousands of employees in the state. Amazon's investments in Tennessee contributed an additional \$4.5 billion into the state's economy, and using methodology developed by the U.S. Bureau of Economic Analysis, Amazon estimates its investments in the state have created an additional 6,000 indirect jobs on top of the company's 6,500 direct hires.

Amazon's fulfillment network supports millions of small, medium, and large-sized businesses worldwide through its Fulfillment By Amazon offering. There are more than 30,000 authors, sellers and developers in Tennessee, growing their businesses and reaching new customers on Amazon products and services every day.

Source: TNECD





Spring Hill Gets Into The Groove!

SPRING HILL (July) Groove Life Corporation officials announced the company will invest \$1.9 million to expand its Spring Hill headquarters and manufacturing operations. The investment will create 76 new jobs in Maury County over the next five years.

Groove Life currently employs 120 people at its Spring Hill facility. With this expansion, the company will make upgrades to its existing space and renovate a newly purchased building.

Founded in 2015, Groove Life manufactures silicone rings, watch bands and other accessories tailored for active lifestyles. Customers can purchase breathable silicone rings from six collections, as well as a custom collection, for both men and women.

More recently, Groove Life began designing, testing and manufacturing the world's first breathable silicone watchband. Each watchband is made with breathable grooves on the interior of a medical grade silicone band and designed to fit Apple, Fitbit and Samsung watches.

Source: TNECD

Auto Supplier to Add 300+ Jobs In Murfreesboro

MURFREESBORO (July) A large German automotive parts supplier plans to add to its Murfreesboro operation and bring more than 300 jobs to the area.

Officials with Mahle, which employs about 77,000 people around the world, say they will build a 140,000-square-foot addition to their 333,000-square-foot plant on Butler Drive south of Rutherford County's largest city. They say the project will improve the efficiency of their U.S. operations by bringing work closer to Southeast customers – headlined by Nissan, General Motors and Volkswagen – and that many of the new positions here will be relocated from other plants.

Mahle's U.S. factory network comprises 30 plants, with a number of them in Michigan, that produce various components related to vehicles' powertrains and air conditioning. The company also runs two plants in Morristown as well as one in Russellville, Arkansas.

Mahle is in line to receive state incentives for its expansion plans and is getting a Murfreesboro property tax break of more than \$820,000.

The company last year had revenues of about \$14 billion and runs 160 factories and 16 research and development facilities in more than 30 countries.

Word of Mahle's growth plans are a welcome change for Middle Tennessee's automotive industry, which has seen General Motors, Hankook and a number of large suppliers each announce layoffs numbering in the hundreds during the COVID-19 pandemic. On the whole, the Nashville area's manufacturing sector has shed nearly 16,000 jobs – about 20 percent of its total payroll – since January.

Source: Nashville Post





FACEBOOK WILL INVEST \$800 MILLION TO BUILD ITS NEWEST STATE-OF-THE-ART DATA CENTER IN GALLATIN.

GALLATIN (August) Construction has already begun on the 982,000-square-foot facility, which will be built on approximately 809 acres located between Roundtree Drive and Brights Lane that the company purchased for nearly \$20 million earlier this year under the name Woolhawk LLC.

The announcement represents the culmination of a three-year recruitment effort by the Gallatin Economic Development Agency (EDA), Tennessee Valley Authority (TVA) and the Tennessee Department of Economic and Community Development (TNECD).

While there were several other locations and at least one other finalist being considered for the project, Gallatin was chosen because of its "terrific infrastructure, talented workforce and the spirit of partnership the community offered," according to Rachel Peterson, vice president of data center strategy for Facebook.

Work on the project is expected to continue through 2023 and will involve more than 1,100 construction workers on site at its peak. Once operational, the facility will be staffed by approximately 100 employees ranging from technical operations, electricians, logistics staff, security and more.

The Facebook Gallatin Data Center will be among the most advanced, energy and water efficient data centers in the world, according to officials. It will be supported by 100 percent renewable energy, use 80 percent less water than the average facility and will be LEED Gold certified once completed.

While the project will feature two buildings initially, Gallatin EDA officials say Facebook could add up to four additional buildings on the property in future years. If fully built, the development would represent a total investment of nearly \$2.5 billion by the company.

Source: Gallatin News

1 Million and Counting



CLARKSVILLE (August) The LG Electronics home appliance manufacturing plant in Clarksville has produced its 1 millionth washing machine.

This milestone is a tribute to the hundreds of men and women producing LG's award-winning washers in the United States, according to LG Electronics North America CEO Thomas Yoon. "In addition to commemorating LG's top-rated washing machines for American consumers, this milestone highlights LG's proud role as a strong contributor to the local economy and leading employer in America," he said.

The millionth washer – a new ENERGY STAR® certified front-load model with smart features – rolled off the production line this week at the \$360

million factory, believed to be the world's most advanced, integrated washing machine production plant. The million-square-foot plant has "increased LG's competitiveness in the U.S., increasing speed to market and responsiveness to changing market conditions," Yoon said.

Since constructing the factory, the company has been ramping up production of LG's award-winning washing machines. LG front- and top-load washers are ranked #1 according to a leading U.S. consumer magazine. LG also holds the #1 spot in overall customer satisfaction across its home appliance portfolio that includes laundry and other major appliances according to the most recent American Customer Satisfaction Index® rankings.

Source: TNECD

Smile Direct Club Aligns with Columbia to Create 600 New Jobs



COLUMBIA (September)

SmileDirectClub officials announced that the company will expand its presence in Middle Tennessee by locating a new state-of-the-art manufacturing facility in Columbia.

SmileDirectClub, an oral care company and creator of the first medtech platform for teeth straightening, will invest \$34 million and create more than 600 new jobs as part of the expansion. The new facility will allow SmileDirectClub to extend its manufacturing capabilities for its clear aligners in support of its continued expansion and growth while also increasing organizational resilience and introducing innovations to its supply chain.

This project represents SmileDirectClub's third expansion in Tennessee in three years. In March 2019, the company

announced it would invest \$217 million and create more than 2,000 jobs across its Nashville headquarters and Middle Tennessee facilities.

Two years prior, SmileDirectClub pledged to invest \$4.5 million to expand two Davidson County locations, which supported the creation of nearly 450 new jobs. SmileDirectClub has been headquartered in Nashville since 2016.

Founded in 2014, SmileDirectClub has helped over 1,000,000 customers around the world achieve a smile they love. Through its pioneering teledentistry platform, SmileDirectClub connects customers with an affiliated network of licensed dentists and orthodontists who remotely prescribe and monitor clear aligner therapy treatment with products made in the USA.

Source: TNECD



Aphenia Pharma Solutions Expands in Cookeville

COOKEVILLE (September) Aphenia Pharma Solutions announces a \$21 million expansion of its Solid Dose Division in Cookeville, with the acquisition of a 500,000-square-foot property, purpose-built for FDA manufacturing and packaging operations.

Aphenia has already begun renovation to transform the property into a state-of-the-art pharmaceutical packaging and distribution facility. The renovations will be completed by Feb. 1, 2021, with an August 2020 operations start at the new facility, where Aphenia's corporate headquarters will be located.

This acquisition, which will add 258,000 square feet to Aphenia's current Cookeville footprint, also represents the company's expansion into biologics, cold chain storage and third-party logistics distribution.

"This new facility will make Aphenia a top contender in the pharmaceutical contract service space, starting with over 12,000 pallets of cold chain storage capacity," said Eric Allen, Aphenia's EVP of Sales. "Being able to

offer turnkey packaging and distribution services for biologic products, plus expanding the current operations with newly innovated bottling and packaging lines, will continue to attract key pharmaceutical customers to the Middle Tennessee area."

The current operation expansion will allow Aphenia to install 24 high-speed bottling lines and eight thermoform blister packaging lines. In addition, the 200,000-plus square feet of warehouse space provides a strong foundation for a new, third-party logistics program for current and future customers.

Aphenia Pharma Solutions is an industry-leading organization providing contract manufacturing and packaging services for the biologics, pharmaceutical, consumer health and medical device markets. With two separate FDA- and DEA-registered locations in the U.S., Aphenia handles solid dose, liquids, gels, creams, ointments, foams, suspensions and lotion-based products.

Source: Business Wire



CREATING MORE JOB OPPORTUNITIES IN OPERATIONS

NASHVILLE (September) Amazon will be hiring for 100,000 new, regular full- and part-time jobs in our operations network as we expand our footprint to better serve customers in communities where they live.

Amazon continues to establish its presence in the state and has four buildings opening in Tennessee this year.

Amazon is also opening 100 new operations buildings this month across fulfillment centers, delivery stations, sortation centers, and other sites. Many of the new jobs are at the company's newest state-of-the-art buildings.

The roles offer a starting wage of at least \$15 per hour. In select cities, Amazon is offering sign-on bonuses up to \$1,000. On top of Amazon's \$15 minimum wage, the company offers full-time employees industry-leading benefits, which include health, vision and dental insurance from day one, 401(k) with 50 percent company match, up to 20 weeks paid parental leave, and Amazon's innovative Career Choice program, which pre-pays 95% of tuition for courses in high-demand.

Source: TNECD



BR Metal Products Expands in Livingston

LIVINGSTON (September) BR Metal Products officials announced that the company will expand its Livingston manufacturing facility.

The project represents an investment of \$182,500 and will create 32 jobs in Overton County.

BR Metal Products will purchase new equipment and expand its Livingston manufacturing facility. The company is transitioning its temporary employees to a full-time basis while offering benefits and increased wages. The expansion and purchasing of new equipment will allow the company to hire additional employees.

BR Metal Products is an aluminum permanent mold foundry that specializes in high end commercial castings, electrical grid industry castings and furniture castings. Using in-house machinery, BR Metal Products creates castings, welding fabrications, metal product finishing and tooling.

Source: TNECD

NISSAN ROGUE

Paving the Way at Smyrna Plant



“We are ready to ramp up and put Rogue on the road for customers.”

SMYRNA (September) Production of the all-new 2021 Nissan Rogue is officially underway at the award-winning Nissan Smyrna Vehicle Assembly Plant in Tennessee.

Nissan not only packed the 2021 Rogue with technology, but the company’s manufacturing and engineering teams use the latest technologies to bring it to life. Nissan is using enhanced applications of advanced manufacturing technology such as virtual reality and collaborative robots to build the vehicle.

- **Cobots:** Nissan has deployed more collaborative car manufacturing robots with the new Rogue than it has with any other previous model launch. These robots effectively support process factory automation, resulting in improved safety performance and less strain on workers. The technology is being used to assist with a number of jobs to ensure repetitive tasks are done the same way every time. This helps free up workers to perform more skilled tasks and produce higher-quality vehicles.
- **Virtual reality:** Working alongside frontline technicians, Nissan manufacturing engineers used virtual reality to troubleshoot issues before moving to the production floor. The technology not only helped to identify manufacturability concerns before the first steel was cut for production tools, but also shaped the design of process equipment through early, virtual feedback from production technicians, helping to prevent production delays.

TOP-SELLING MODEL

Building on 13 years of success in the U.S., the 2021 Rogue will lead Nissan’s turnaround as the company’s top-selling U.S. model, with nearly 3 million sold to date. 2021 Rogue has all the technology, capability and functionality to make life easier for today’s families, including:

- **Safety Shield 360:** Nissan Safety Shield 360® comes standard across the entire Rogue lineup and includes Automatic Emergency Braking with Pedestrian Detection, Blind Spot Warning, Rear Cross Traffic Alert, Lane Departure Warning, High Beam Assist and Rear Automatic Braking.
- **ProPILOT Assist with Navi-link:** Rogue was one of the first vehicles to offer Nissan’s ProPILOT Assist, a hands-on, driver-assist technology that reduces the hassle of stop-and-go highway driving and makes long drives on the open highway easier. For 2021, the new ProPILOT Assist with Navi-link has been enhanced using next-generation radar and camera technology to provide smoother braking, better steering assist feel and improved detection performance when other vehicles cut into the lane.

Drivers will also enjoy improved driving dynamics, intelligent all-wheel drive, wireless charging and wireless Apple CarPlay®.

The new Rogue is the first of six new Nissan models for the U.S. that will be offered by the end of 2021, giving Nissan one of the freshest lineups among key competitors. It follows all-new versions of the Nissan Versa and Sentra.

Source: Nissan Newsroom

Breathe on... MOLDEX-METRIC, INC. TO LOCATE NEW MANUFACTURING OPERATIONS IN WILSON COUNTY

LEBANON (September) Moldex-Metric, Inc. officials announced that the N95 respirator manufacturer will locate new operations in Lebanon.

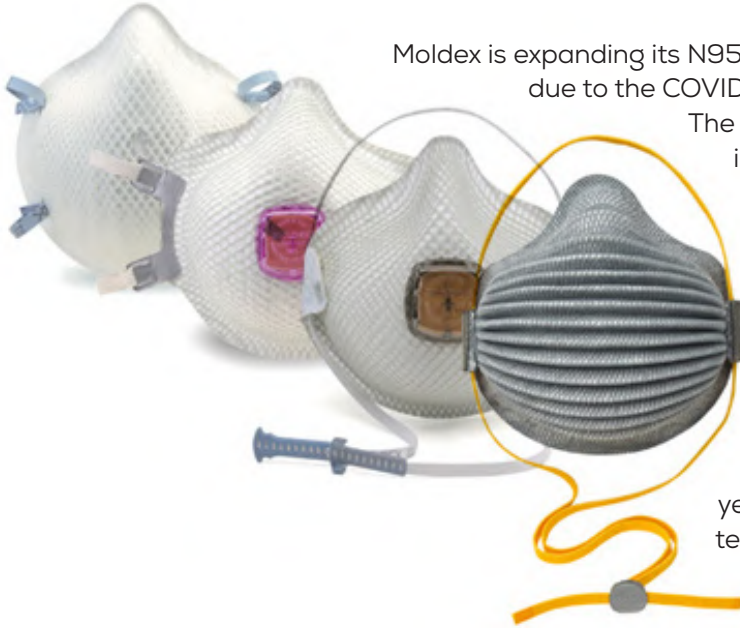
The project represents an investment by Moldex of over \$25 million and the creation more than 200 new jobs in Wilson County over the next three years.

Moldex is expanding its N95 respirator capacity to meet the surge in demand due to the COVID-19 pandemic as well as future market demand.

The company plans to retrofit an existing building in Lebanon, which will be its first manufacturing facility in Tennessee. Beyond the capacity increase, Moldex also intends to build an additional distribution center on the 21-acre site.

Headquartered in Culver City, Calif., Moldex is the second largest manufacturer of N95 respirators in North America and has been manufacturing NIOSH approved respirators and hearing protection products for almost 40 years. Moldex products are made using proprietary technology and have been granted more than 50 patents.

Source: TNECD



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