



ECONOMIC DEVELOPMENT QUARTERLY REPORT

Williamson County, Tennessee | 615.771.1912 | www.williamsonchamber.com



Outlook Williamson Dives into Labor, Transportation, Real Estate

April 2018 - During Outlook Williamson, National, regional and local business leaders and economic development experts spoke about not only how the county's economy has grown in recent years, but also on the strides taken to ensure that growth is sustainable.

The event kicked off with a look at growth and job creation throughout TN - what Commissioner of the Dept. of Economic and Community Development Bob Rolfe said is his "number one job". Maintaining quality education programs in the county, he said, is crucial to help build a qualified workforce to meet the demand as more companies relocate to Williamson County.

A panel of elected officials and business leaders then shared their perspectives on what sets Williamson County apart and areas on where it could improve, transportation being a key component. The discussion centered around how Williamson County can create a more regional transit plan and how public-private partnerships would be crucial to its creation.

During the last panel of the day, business leaders discussed real estate trends. With several large commercial real estate developments completed, the supply is now better at meeting demand in the county. However, there is also a demand for flexible office space, as well as intentional workforce housing in the \$250,000-\$300,000 range.

Welcome to the Economic Partnership

Adams & Reese LLP - Adams & Reese is a multidisciplinary law firm that provide leadership strategies and proactive solutions on a regional, national and international level.

Cherry & Associates - Cherry & Associates specializes in exclusively representing tenants and buyers of commercial space and properties, providing high-value services.

H.G. Hill - The H.G. Hill Company is established as being a corporate citizen known for philanthropy ranging from gifting land and monetary support to active involvement in various charities. You can find their newly developed lifestyle centers in Green Hills and Brentwood.

Horn USA - From food to energy to transportation to medicine, Horn USA manufactures high performance carbide cutting tools used to improve the human condition and our environment.

Schneider Electric - Schneider Electric develops connected technologies and solutions to manage energy and process in ways that are safe, reliable, efficient and sustainable.

TMPartners - TMPartners provides architectural services that include programming, design, facility analysis, schedule development, cost control and project management.

Zayo Group - Zayo Group provides communications infrastructure, including fiber and bandwidth connectivity, colocation and cloud infrastructure to the world's leading businesses.

Upcoming Events

August

- 22 - Manufacturer's Round Table*
- 24 - Town Hall
- 28 - Women in Business Summit

September

- 11 - Women's Leadership Round Table*
- 12 - Real Estate Round Table *
- 13 - Fall Investor Update at Homestead Manor
- 25 - State of the Schools
- 28 - Town Hall

October

- 23 - Women in Business Luncheon
- 26 - Town Hall

*Details on round table on second page

CSCC, TSC Partner to Offer Students “Hands-On” Learning Experience

June 2018 - Tractor Supply Company is continuing its investment in workforce development with a newly-formed partnership with Columbia State Community College.

Two students from the school’s computer science program are currently participating in a capstone program at TSC’s HQ in Brentwood, where they are working with emerging technologies like artificial intelligence, virtual reality and more.

This summer’s capstone program at TSC is the pilot for what will be a larger program in the future at CSCC.

U.S. Employees are “Begging” to Bring Their Dogs to Work

June 2018 - With an increasingly competitive market, employers are striving to enhance their employee benefits to attract new talent and minimize turnover. One way employers are doing this is by becoming dog friendly.

The ability to bring their dog to work could be the deciding factor in choosing a company, with 59% of employees saying they would choose an employer who is dog friendly over one who is not.

Economic Development Partnership Round Table

As part of Williamson, Inc.’s Economic Partnership, all investors have the opportunity to engage in quarterly industry focused round tables. These round tables allow our investors to network and discuss best practices with their peers. Our round tables include:

- CEO
- CFO
- Women’s Leadership
- Real Estate Developers
- Human Resources
- Manufacturers

Project Stella: How Nashville Scored its New Alliance

May 2018 - AllianceBernstein, a 50-year-old investment management firm with about \$540 billion of assets under management, is moving its headquarters to Nashville, one of the city’s biggest economic development gets ever.

All this wasn’t even a possibility until Kim Moore, a managing director at Newmark Knight Frank, spoke up. Her introduction to Williamson County was no fluke. Moore was invited to Williamson, Inc.’s 2016 red-carpet event for site selectors where she met with Nissan executives and officials from Tractor Supply Co., Mars Petcare and Ramsey Solutions, and enjoyed an all-access pass to Pilgrimage.

“We make it a point to invite site consultants who typically work office deals,” said Matt Largen, CEO of Williamson, Inc. “In 2017, we invited Kim back, knowing she had AllianceBernstein in tow.”

Despite being well along in its site search, AllianceBernstein added Nashville into the mix because of a suggestion by Moore, who has relocated 14 headquarters in her career.



Transportation Summit Calls for Traffic Solutions - and Not just Roads and Rails

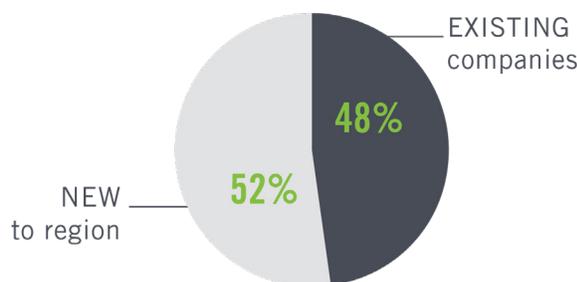
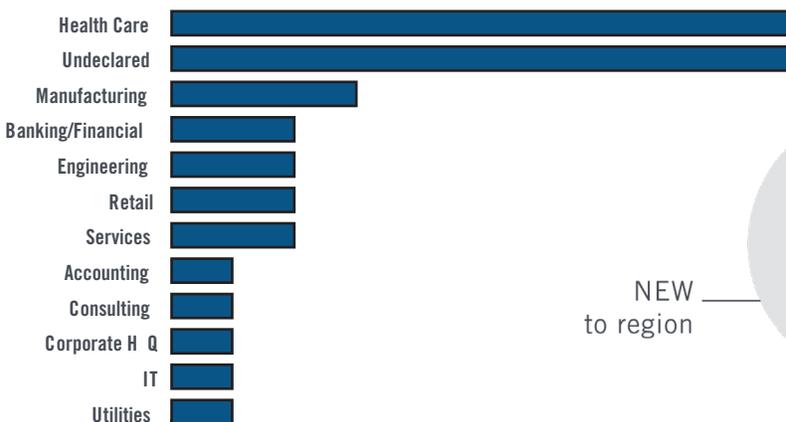
June 2018 - The annual Williamson, Inc. Transportation Summit picked up the baton in the race to find transportation solutions after the transit referendum failed in Nashville this spring, and as Williamson County grows with more people...and more cars.

Despite overwhelming growth, Michael Skipper, Executive Director of the Greater Nashville Regional Council, said Williamson County is in a prime position to be able to make decisions about its future in transportation and to create funding mechanisms to support it.

However, not all solutions have to involve roads and rail. Flexible scheduling, telecommuting and working from home for employees, ridesharing and park and ride lots located near transit spots, and mixing housing, commercial development and connectivity like trails and sidewalks would also help to reduce traffic congestion.

Skipper encouraged leaders to begin collaborating on funding future transit initiatives, and he also suggested that the more diverse options offered the better. All in all, Skipper said it’s a collaborative effort.

2018 Project Pipeline - Quarter 2



36
active projects

14,893
total jobs

2,034,000
square feet