

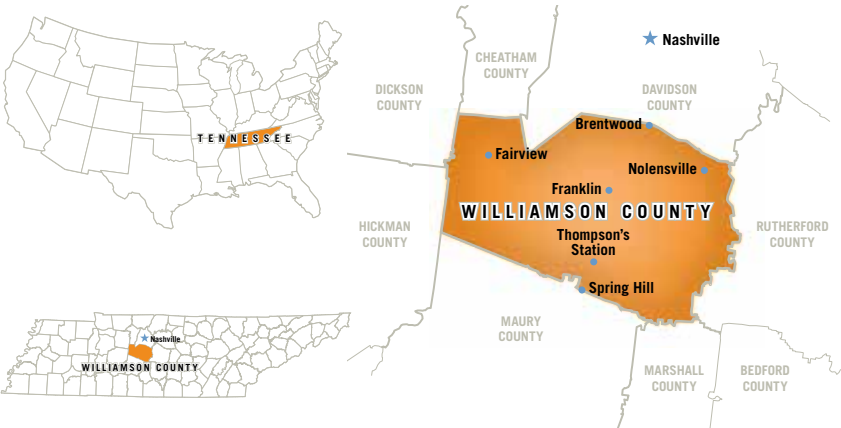


WILLIAMSON 101

LEADERSHIP | EDUCATION | COMMUNITY

HOME TO CORPORATE GIANTS like Nissan North America and 13 of the largest 25 publicly traded companies in the Nashville region, Williamson County is the location in Middle Tennessee for corporate decision makers.

The area boasts a highly educated workforce, at least 20% of which are entrepreneurs, and an array of large, class A business parks to house the more than 6,000 businesses that are finding success in this beautiful part of Middle Tennessee. The county offers a superior quality of life, historic ambience and upscale suburbs within six unique cities: Brentwood, Fairview, Franklin, Nolensville, Spring Hill and Thompson's Station.



LEADERSHIP As the location of choice for today's business leaders, Williamson County is leading the way in population growth, employment growth and per capita income growth in the southeast. So much so that 25% of the fastest growing private companies in Tennessee from the Inc. 5,000 have located here.

EDUCATION With the state's first international Baccalaureate school, graduation rates in the mid-90s and programs in fields like biotechnology, Williamson County prepares today's students to compete in tomorrow's global economy. A professional workforce and 24 colleges and universities supply extraordinary talent for employers year-after-year.

COMMUNITY From festivals that draw over 100,000 people to an award-winning vineyard that hosts some of the best musicians in the country, the uniqueness of Williamson County lies in its strong spirit of community and rich historical and cultural heritage. Offering both rural and urban lifestyles, Williamson County entices its residents to find their own fit.

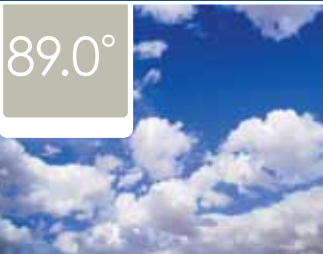
QUICK FACTS

Region: Middle Tennessee	Population: 195,386
MSA: Nashville	Area: 584 square miles
County seat: Franklin	Time zone: Central

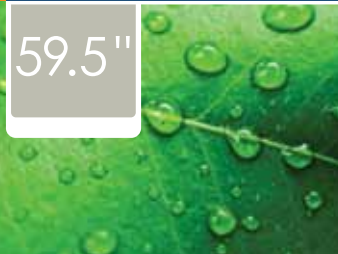
WEATHER

Elevation: 650' above sea level • Prevailing winds: SE

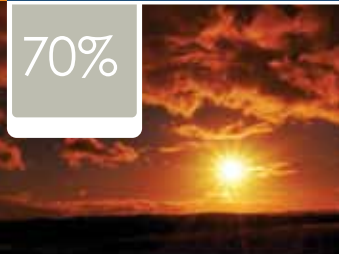
July average high temperature



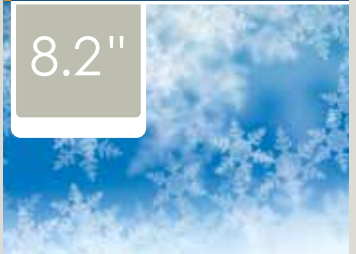
Annual average precipitation



Annual relative humidity

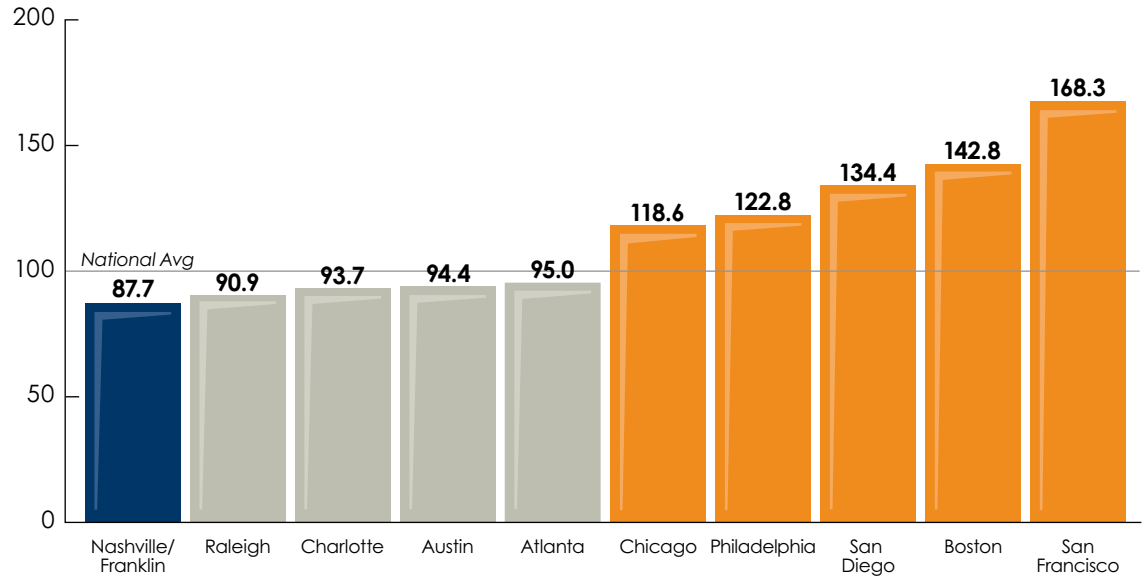


Annual average snowfall





ACCRA COST OF LIVING, THIRD QUARTER 2012



DEMOGRAPHICS



QUICK FACTS

population	195,386
households*	64,886
male	48.7%
female	51.3%
white	87.2%
black	4.25%
hispanic	4.65%
asian	3.34%
median age	38
owner occ housing*	52,717 / 81.2% (*2010)

Population	2001 Population	2012 Population	2015 Projected	2020 Projected	2012-2020 Growth
Total	132,577	195,386	207,961	219,354	12%
Preschool (0 to 4)	7%	6%	6%	6%	7%
School Age (5 to 19)	25%	25%	25%	24%	10%
College Age (20 to 24)	4%	4%	4%	4%	38%
Young Adult (25 to 44)	31%	25%	24%	23%	2%
Older Adult (45 to 64)	26%	29%	29%	28%	7%
Older (65 plus)	8%	11%	12%	15%	52%

TAXES

County property taxes: \$2.31 per \$100 assessed property valuation

Personal income tax: None on wages and salaries; 6% on certain types of dividend and interest income

Sales and Use tax: State 7%; local option 2.25% with maximum \$1,600 per single article of tangible personal property.

Corporate excise tax: 6.5% on net earnings

Franchise tax: .25 cents per \$100 based on net worth or book value of property, or major fraction thereof, of a taxpayers net worth, determined under GAP, or the book value (cost less accumulated appreciation) of property that is owned or rented. Minimum \$100

Inventory tax: None on finished goods inventory

Unemployment compensation tax: 0.15% to 10% of first \$7,000 in wages paid to each employee in calendar year. Rate is 0% for employers with reserve ratio of 20% or more. The rate for new employers is 6.5% for first three completed calendar years.

Local gross receipts tax: Varies from .125% to .16% of 1%. Exempts manufacturers and certain professionals.

EMPLOYMENT

WILLIAMSON COUNTY has 90,432 employees working in 6,065 businesses.

UNEMPLOYMENT RATE is consistently one of the lowest in Tennessee.

Home to **CORPORATE HEADQUARTERS** including Nissan North America, Community Health Systems, Tractor Supply Company, Verizon Wireless Tennessee and Mars Petcare.



PER CAPITA INCOME

1990: \$19,124

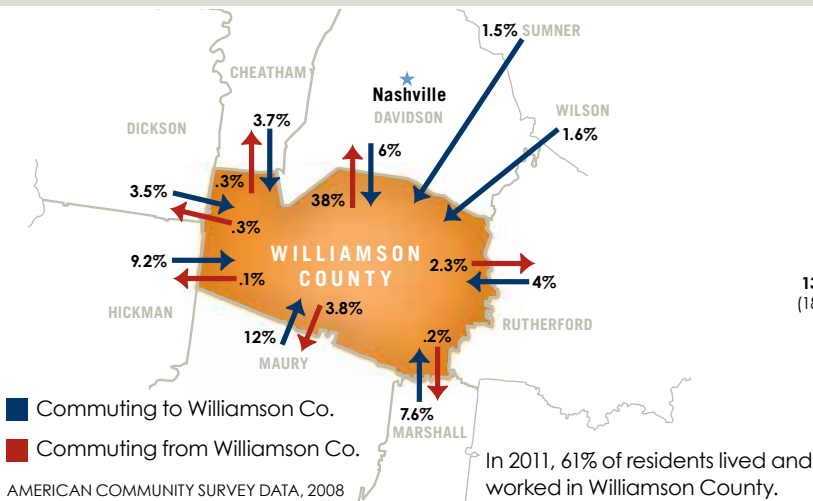
2000: \$32,192

2010: \$41,188

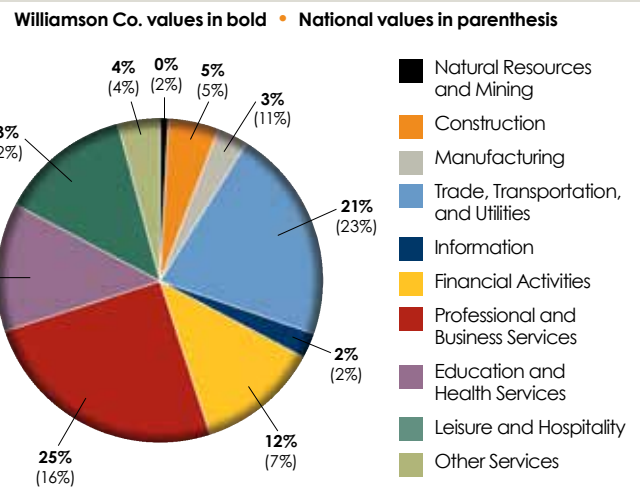
AVERAGE WAGES

TITLE	COUNTY 2012 JOBS	PROJECTED COUNTY 2012-2020 JOB GROWTH	COUNTY 2012 AVERAGE SALARY	STATE 2012 AVERAGE SALARY
Chief Executives	695	10%	\$154,003	\$124,696
General & Operations Managers	1,966	7%	\$109,096	\$88,005
Computer Information Systems Managers	365	17%	\$102,981	\$86,632
Financial Managers	1,100	19%	\$86,507	\$73,029
Medical & Health Services Managers	161	24%	\$93,330	\$75,358

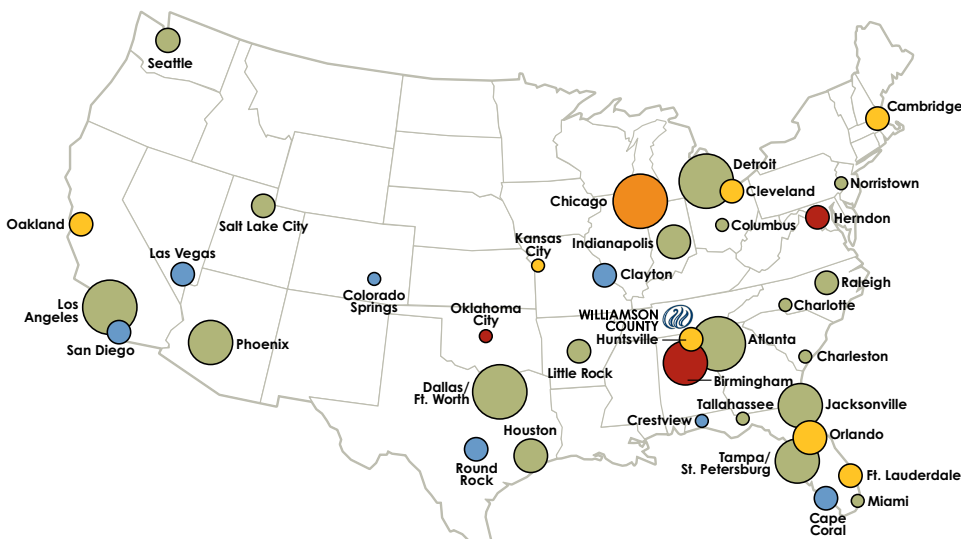
COMMUTING PATTERNS



ECONOMIC DIVERSITY



WHO'S MOVING HERE

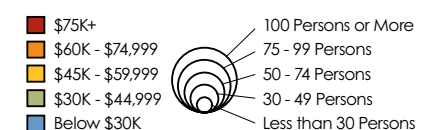


ENTREPRENEURS

Entrepreneurs represent 20% of Williamson County's workforce.

The city of Franklin has 4.5 start-ups per 1,000 people, the highest rate in Tennessee and 25th nationally.

2011 Total Metro Area In-Migration by Average Per Capita Income and population



EDUCATION

Universities & Colleges

- 24** four-year universities & colleges in the greater Nashville area – **88,398 students***
- 8** community colleges – **32,103 students**
- 14+** career colleges – **9,095 students**

*Based on 2010 enrollment

High school graduation rate	2011	2012
Williamson County	91.8	92.2
Tennessee	85.5	87.2

Education attainment

	2010		2014 Estimated	
Bachelor's degree	42,127	35.2%	46,818	35.2%
Graduate degree	19,245	16.1%	24,800	18.7%
Combined		51.3%		53.9%
Tennessee		23.1%		
U.S.		28.1%		

TOP 25 PRIVATE SECTOR EMPLOYERS

- | | | | |
|---|------------------------|---|----------------------|
| 1 Community Health Systems Inc.
<i>Operator of acute care hospitals in non-urban & mid-size markets</i> | 2,800 employees | 14 Healthways
<i>Comprehensive care enhancement & disease management services</i> | 600 employees |
| 2 Nissan North America
<i>Automotive corporate headquarters for North & South America</i> | 1,600 employees | 15 AT&T
<i>Communications services & technologies for consumers and businesses</i> | 500 employees |
| 3 Williamson Medical Center
<i>185-bed hospital with credentialed physicians in 53 specialties & sub-specialties</i> | 1,412 employees | 16 Vanderbilt Medical Group
<i>Physicians providing diagnostic and treatment services</i> | 500 employees |
| 4 HCA
<i>Patient accounting service center and physician services</i> | 1,400 employees | 17 DaVita
<i>Billing office for company that provides dialysis services</i> | 455 employees |
| 5 Verizon Wireless
<i>Tennessee state headquarters for wireless provider</i> | 1,300 employees | 18 Brookdale Senior Living
<i>Provides active retirement living for seniors and their families</i> | 450 employees |
| 6 Comdata
<i>Transaction process solutions including payroll services</i> | 890 employees | 19 LifePoint Hospitals
<i>Develops community-based hospitals in non-urban areas</i> | 415 employees |
| 7 Ford Motor Credit
<i>Customer care center for finance department</i> | 800 employees | 20 Franklin American Mortgage
<i>Privately-held mortgage banking firm</i> | 382 employees |
| 8 Mars Pet Foods (Pedigree & Wiskas)
<i>Manufacturer of private label dry & semi-moist pet food</i> | 750 employees | 21 Lasko Metal Products, Inc.
<i>Manufacturer of fans, humidifiers and heaters</i> | 360 employees |
| 9 UnitedHealth Group
<i>The largest health carrier in the U.S., serving 70 million Americans</i> | 750 employees | 22 Ozburn-Hessey Logistics
<i>Global supply chain management solutions</i> | 345 employees |
| 10 Lee Company
<i>Integrated commercial & residential facility solutions</i> | 700 employees | 23 The Lampo Group (Dave Ramsey)
<i>Financial seminars, radio shows, television show and web</i> | 340 employees |
| 11 MedSolutions Inc.
<i>Management of medical imaging services</i> | 692 employees | 24 Lattimore Black Morgan & Cain
<i>Accounting, staffing, financial and advisory services</i> | 270 employees |
| 12 Tractor Supply Company
<i>Owns and operates retail farm and ranch stores</i> | 664 employees | 25 Jackson National Life Insurance
<i>Retirement solutions</i> | 260 employees |
| 13 Affinion Group
<i>Marketing and insurance services for financial institutions</i> | 650 employees | | |

CREDENTIALS

MOST BUSINESS-FRIENDLY CITIES IN TENNESSEE

Brentwood (1st), Franklin (2nd) – *Beacon Center of Tennessee (2012)*

TOP 10 PLACES TO LIVE

Where the Jobs Are: Williamson County, TN – *CNN Money (2012)*

TOP HIGH SCHOOLS IN U.S.

Brentwood (252nd), Ravenwood (419th), Franklin (572nd) and Page (672nd) – *Newsweek (2012)*

TOP 100 PLACES TO LIVE

Franklin – *Relocate America (2011)*

MOST BUSINESS-FRIENDLY CITIES IN TENNESSEE

Brentwood (2nd), Franklin (3rd) and Spring Hill (5th) –
The Beacon Center of Tennessee (Formerly Tennessee Center for Policy Research) (2011)

FASTEST JOB GROWTH

Williamson County (16th) – *CNNMoney (2011)*

MOST BEAUTIFUL TOWN FINALIST

Franklin – *Rand McNally/USA Today poll (2011)*

TOP 5 MOST ROMANTIC MAIN STREETS

Franklin (5th) – *National Trust for Historic Preservation (2011)*

TOP 10 DOWNTOWNS IN AMERICA

Franklin – *Livability.com (2011)*

WHERE THE JOBS ARE (25 COUNTIES WITH HIGHEST JOB GROWTH IN PAST 9 YEARS)

Williamson County (20th) – *Money Magazine (2010)*

BEST PLACES TO LIVE

Franklin (66th) – *Money Magazine (2010)*

TOP HIGH SCHOOLS IN U.S.

Brentwood (100th), Ravenwood (284th), Page (494th) – *Newsweek (2011)*

ONE OF THE BEST CITIES FOR START-UPS

Franklin (8th) – *ZoomProspector.com and Bloomberg Businessweek (2010)*

FIRST IN PERSONAL AND FAMILY WELL-BEING

Williamson County ranks #1 in Tennessee, scoring a perfect 10 –
Tennessee Advisory Commission on Intergovernmental Relations (2010)

HEALTHIEST COUNTY IN TENNESSEE

Williamson County (1st) – *National County Health Rankings, University of Wisconsin's Population Health Institute and Robert Wood Johnson Foundation (2010)*



INFRASTRUCTURE

TRANSPORTATION

Air

- 30 minutes from international airport with nearly 380 daily arrivals and departures
- Nearly 10 million passengers a year
- Serving 70 markets and 48 nonstop markets
- **Carriers:** Air Canada, American, American Connection, American Eagle, Delta, Frontier, Seaport Airlines, Southwest, United Delta Connection, US Airways and US Airways Express

Road

- A day's drive from 75% of the U.S.
- Eight miles from convergence of three major interstate highways: I-65, I-40 and I-24
- I-65 runs north-south through the heart of Williamson County, providing immediate access to I-40 and I-24 in Nashville
- I-40 directly accessed in Fairview in western Williamson Co.
- SR 840 runs east-west through Williamson County, providing access to I-24 and I-40 to the east

Mass Transit

- Intercity bus lines, Franklin trolleys (biodiesel fuel), van pooling for businesses and HOV lanes
- Direct bus routes between Williamson County and Nashville

TELECOMMUNICATIONS

- A strong fiber network with AT&T, Sprint, Level3, XO Communications, Windstream and Time Warner all having a significant presence

UTILITIES

Electricity

- All electricity is transmitted by the Tennessee Valley Authority, the largest public provider of power in the nation and distributed to commercial and residential customers through electric co-ops
- The Middle Tennessee Electric Membership Corporation (MTEMC) supplies 180,000 business and residential customers in Williamson and three other counties
- One of the 12 largest public electric utilities in the U.S., Nashville Electric Service (NES) services a small number of residents and businesses in northern Williamson County

Water

- Nine utility companies serve more than 39,500 residential, business and non-residential customers

Sewer & Solid Waste

- 11 companies support the sewer needs of the county
- Solid waste disposal is coordinated through five companies

RECREATION, ENTERTAINMENT & ARTS

FESTIVALS

- Main Street Festival
- Dickens of a Christmas
- Pumpkinfest
- Renaissance Festival



- Franklin Rodeo
- Franklin Jazz Festival
- Franklin on the Fourth
- Bluegrass on the Harpeth Festival
- Williamson County Fair

- Carnton Sunset Concert Series
- Broken Wheel Festival
- Fairview Nature Fest
- Wine Down Main Street
- Main Street Brew Fest

SCENIC ATTRACTIONS

- Arrington Vineyards
- The Carter House
- Historic Carnton Plantation
- Natchez Trace Parkway
- The Factory at Franklin



- McLemore House
- Village at Leiper's Fork
- Historic Downtown Franklin

WHAT ELSE?

- Four libraries
- 14 art galleries
- Four museums
- 21 movie screens in the community



- 280 restaurants (*Williamson County permits alcohol service*)
- Franklin Bowling Lanes
- 200 houses of worship
- 24 civic organizations
- Williamson County Athletics Sports League
- Diverse volunteer opportunities
- 35 parks & recreation facilities
- Five public golf courses
- Four private golf courses
- 20-30 minutes from prime fishing (*bass, catfish, sunfish, panfish, trout*)

Selected photos courtesy www.VisitFranklin.com



WILLIAMSON
COUNTY, TENNESSEE
ECONOMIC DEVELOPMENT

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