

FISCAL YEAR

2018

# ANNUAL REPORT

mississippi development authority

MISSISSIPPI



# DIRECTOR'S MESSAGE



**Mississippi is winning.** Thanks to the teamwork of our partners across the state, more than 50 economic development wins were announced in 2018, resulting in private capital investment that created new career opportunities and allowed a record number of Mississippians to participate in the workforce.

In Fiscal Year 2018, 24 million visitors — the second highest number ever and an increase of more than 800,000 visitors from the prior year — experienced the beauty, culinary delights, culture and hospitality that make Mississippi unique. They spent a record \$6.51 billion at our businesses. Our future is more promising than ever before.

In Mississippi, we win with people. Governor Phil Bryant, the state Legislature and MDA's economic development partners around the state play as one team to create the environment that attracts capital investment, leads to more and better careers and brings visitors from around the world.

MDA is committed to excellence in teamwork with all our partners to accelerate the growth of Mississippi's economy. Winning with people means we will educate, train and develop a workforce for the future.

Evidenced by our Mississippi Works program, Mississippians are gaining the education and training to give our companies a workforce advantage in today's global economy.

Governor Bryant, Lieutenant Governor Tate Reeves, Speaker Philip Gunn, our Legislature and economic development partners are winning for all Mississippians. We share strong faith for future economic development wins in 2019 as we move together forward.

A handwritten signature in black ink that reads "Glenn McCullough, Jr." The signature is fluid and cursive, with the first name "Glenn" being the most prominent.

- Glenn McCullough, Jr.



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FISCAL YEAR

2018

YEAR IN  
REVIEW

Q1

JULY -  
SEPTEMBER  
2017

**Calsonic Kansei**, global automotive supplier and supplier to Nissan Canton, announced it was expanding in Madison. Calsonic is leasing and outfitting a former warehouse in the Madison County Economic Development Authority's Central Mississippi Industrial Center in Gluckstadt to accommodate the company's growth. The project is a \$16.33 million investment and is creating 98 jobs.



Gov. Phil Bryant and officials from global automotive supplier Calsonic Kansei gather to announce the company's expansion in Madison County.

**Automotive Supplier S&A Industries** announced it was expanding in New Albany by building a 52,500-square-foot manufacturing facility in Glendale Industrial Park. The expansion is a \$4 million investment and is creating 40 jobs.

**Emilia Resources**, manufacturer of over-the-counter cosmetics and personal care products, expanded in De Kalb to increase the company's manufacturing capacity. The project marked a \$150,000 investment and the creation of 30 jobs.

**BorgWarner**, global leader in clean air and efficient technologies for combustion, hybrid and electric vehicles, announced an expansion at its Water Valley facility to meet the company's growing demand for advanced transmission technologies. The project is a \$20 million investment and is creating 75 jobs.

**RealPure Bottling Company**, formerly Shooting Star Beverages, expanded its operations in Magee. The company's \$19.75 million investment includes the purchase of property, purchase of equipment and building renovations. The project created 45 jobs.

Q2

## OCTOBER - DECEMBER 2017

Aerospace and defense leader **Orbital ATK** announced it was expanding in Iuka to begin production of large composite aerospace structures for its Antares, Pegasus and Minotaur launch vehicles and a large national aerospace and defense program. The project is a \$10.48 million investment and is creating 50 jobs.



Lt. Gov. Tate Reeves joins SMW Manufacturing officials to cut the ribbon on the company's newly acquired facility in Lafayette County.

**SMW Manufacturing** announced the company was taking over operations at the former Caterpillar facility in Lafayette County to manufacture components for the heavy truck, automotive, mining, construction and industrial markets. The project represents a \$15 million investment. The company committed to rehiring 50 former Caterpillar employees.

**Tecumseh Products Company**, manufacturer of refrigeration and A/C products, announced the expansion of its operations in Verona. The company consolidated its Canada operations to Verona. The facility also began manufacturing the company's AK2 line of compressors. The expansion is a \$1.1 million investment that created 60 jobs.

**Baymont Bathware** announced the company was reopening in Golden in Tishomingo County following a fire in May 2017 that destroyed the company's previous facility. Baymont is investing \$1.5 million and is committed to reaching its pre-fire employment level and creating 20 new jobs due to business growth.

**Henry Schein Animal Health**, the U.S. animal health business of Fortune 300 company Henry Schein, announced it was opening a new distribution center in Southaven. The company located its 13th warehousing and distribution operations in a 50,000-square-foot facility in the Stateline Business Park. The project represents a \$1.7 million investment and the creation of 27 jobs.

**Milwaukee Tool** announced the expansion of its three Mississippi locations, a \$33.4 million investment that is creating 660 jobs. The expansions are planned for the company's sites in Greenwood, Jackson and Olive Branch. Milwaukee Tool will create the additional jobs at all three of its Mississippi facilities over the next four years to accommodate cordless power tool manufacturing, accessory manufacturing and additional distribution capacity.

Fortune 250 global leader **Parker Hannifin**, diversified manufacturer of motion and control technologies and systems, announced it was expanding in Holly Springs, creating 50 jobs. The company's Racor Division in Holly Springs is being converted to the Engine Mobile Original Equipment Division; this is the result of Parker Hannifin's recent acquisition of Clarcor, a manufacturer of filtration products. The Holly Springs location will manufacture all first-fit OEM assemblies for fuel, oil, air and crankcase ventilation filtration products. The facility's existing manufacturing processes will be relocated to Parker Hannifin locations in other states to accommodate the first-fit assembly production.



MDA Executive Director Glenn McCullough, Jr. addresses the crowd at Milwaukee Tool's announcement for further expansions at its three Mississippi manufacturing facilities.

FISCAL YEAR

2018

YEAR IN  
REVIEW

Q3

JANUARY -  
MARCH 2018

**Cooper Tire & Rubber Company** expanded its footprint in Mississippi by locating its largest distribution center in the United States in Marshall County. The project represents a \$50.5 million investment - \$10 million by Cooper and \$40.5 million by private developers - and the creation of approximately 100 jobs. Cooper is leasing a 1 million-square-foot facility in the Gateway Global Logistics Center in the Chickasaw Trail Industrial Park in Marshall County. The warehouse has the capacity to expand by an additional 400,000 square feet. Cooper's new location allows the company to efficiently consolidate and distribute products directly to its customers, as well as supply its regional distribution centers.



Gov. Bryant and Cooper Tire company officials attend the groundbreaking of the new 1-million-square-foot warehouse to be located in Marshall County.

**Richardson Molding**, a leading manufacturer of proprietary and custom plastic injection-molded products for the lead-acid battery, automotive and industrial products markets, announced it was expanding in Philadelphia to meet an increase in product demand. The project is a \$5.256 million corporate investment and is creating 53 jobs.

Fortune 500 business process services company **SYNNEX Corporation** expanded in Northwest Mississippi. The company plans to invest \$20 million and create 600 jobs over the next five years. SYNNEX provides data servers, cloud storage, and networking solutions to its customers. The company moved its Mississippi distribution operations from Olive Branch to an existing facility in Southaven and converted its Olive Branch location into a manufacturing facility. The company will create the new jobs between both facilities, with the bulk of the jobs created in Olive Branch.

Building products company **Woodgrain Distribution** opened a distribution center in Jackson. The project is a \$5 million corporate investment and created 25 jobs. Woodgrain Distribution delivers moulding and millwork products, including traditional and decorative moulding and doors, to retail customers and distributors.

**General Atomics Electromagnetic Systems** announced the company was expanding for the 10<sup>th</sup> time in 13 years in Shannon. The project is a \$20 million private capital investment and is creating 48 jobs.



State officials and company representatives gather to announce the \$20 million expansion of the General Atomics operation in Shannon.

The expansion supports increased demands for airborne, maritime and land military lasers, as well as increased fabrication needs. The project includes a 128,000-square-foot addition to an existing facility, which will house manufacturing operations for complex, lightweight, compact and powerful laser systems and expanded fabrication facilities. The government and commercial product growth diversifies GA-EMS's portfolio of manufacturing into several areas, driving the need for the expansion.

Differentiated paper and packaging solutions provider **WestRock Company** is upgrading its corrugated plant in Tupelo. The addition of new technology will create approximately 25 jobs.

Q4

## APRIL - JUNE 2018

**Molded Acoustical Products of Easton**, a sound insulation company, is increasing its production capabilities in Clarksdale. The addition of new production lines at the company's manufacturing facility is a \$480,000 corporate investment and will create at least 24 jobs. The addition of production lines accommodates new or larger contracts with the company's growing customer base.

Fabricated steel and aluminum products manufacturer **Abby Manufacturing** announced the company was expanding in Walnut in Tippah County to accommodate the acquisition of new equipment. The expansion marks a \$324,000 corporate investment and the creation of 10 jobs.



Toyota Mississippi President Sean Suggs and Gov. Phil Bryant celebrate the Japanese automaker's decision to invest in new production lines at the Blue Springs facility.

**Toyota Mississippi** is investing in new production lines at its automotive manufacturing plant in Blue Springs. The project is a \$170 million corporate investment and is creating 400 jobs. Toyota's investment supports production of the 12th generation Corolla using

Toyota New Global Architecture (TNGA). TNGA improves performance of all models, including providing more responsive handling and a more enjoyable feel while driving. It also shortens the development cycle for vehicle improvements and new vehicles. Additionally, the implementation of TNGA allows Toyota Mississippi to remain competitive in the global marketplace.

**Peco Foods**, the nation's eighth largest poultry producer, is opening new operations in West Point. The company is investing \$40 million in the project and will create 300 new jobs in the Golden Triangle over the next four years. Peco Foods acquired the 185,000 square-foot warehouse formerly occupied by AmeriCold that is strategically located on 37 acres near the interstate and major rail corridors. The West Point location provides freezer, cooler and storage space, enabling the company to serve its large and diverse customer base.

Wood re-manufacturing company **Industrial Wood Products** is locating several of its existing product lines and capabilities to Vicksburg. The project is a corporate investment of more than \$2 million and is creating 50 jobs. Industrial Wood Products of Mississippi is locating industrial component manufacturing operations and a paint line in its Vicksburg facility. The facility will also allow the company to provide a higher level of service and decrease shipment times to customers across the Gulf Coast region.

Industry-leading defense contractor **Raytheon** is expanding its radar manufacturing capabilities in Forest. The project is a \$100-million corporate investment and will create dozens of direct jobs at the company's Forest campus over the next five years. Raytheon is constructing a new facility to serve as a hub for test, integration and production of s-band radars, which includes the U.S. Navy's next-generation SPY-6, Air and Missile Defense Radar program. The new 50,000-square-foot facility will allow for future personnel growth and also is creating dozens of indirect jobs from the local community in support of design, supply and construction.



Raytheon officials and Gov. Bryant held a press conference at the State Capitol to announce the global defense leader's decision to expand operations at its Forest facility.

**Fastenal**, a leading industrial supply company, is locating a distribution center in Madison County. The project is an \$11.5-million investment and will create 60 jobs over the next three years. Fastenal provides companies with fasteners, tools and supplies needed to manufacture products, build structures and maintain facilities and equipment. The new 129,000-square-foot Madison County distribution center, the company's 15th in North America, will be located off of Sowell Road.

Germany-based automotive supplier **hago Automotive** is doubling its footprint in Iuka to accommodate a new contract with BMW. The project represents a \$4 million corporate investment in new equipment and will create 60 jobs over the next four years. The project involves the construction of an additional 50,000 square feet at hago's existing 50,000-square-foot facility.

**Vicksburg Forest Products** is opening a lumber mill in Vicksburg, a multi-million dollar corporate investment that is creating 125 jobs. Vicksburg Forest Products manufactures Southern Yellow Pine lumber with a goal of producing up to 100 million board feet per shift. The company purchases raw materials from a number of landowners in the surrounding area.

**Steel Dynamics, Inc.**, is expanding its Columbus operations by adding a new galvanizing line and upgrading existing equipment to increase higher-margin production capability. This announcement represents an investment of at least \$200 million and is creating 45 jobs over three years at its Columbus Flat Roll Division.

# GLOBAL RECRUITMENT

Working with economic developers, regional and local officials throughout the state, MDA's Global Recruitment Division recruits industry-leading companies to the state by assisting with site location, securing environmental permitting and establishing quality workforce training programs.

The Global Recruitment Division's efforts to attract new business and industry to the state in FY2018 created 294 new jobs for Mississippians and \$343 million in corporate investment.

## SUCCESS STORIES

**INDUSTRIAL WOOD PRODUCTS:** In May 2018, Industrial Wood Products announced it would locate its industrial component manufacturing operations and a paint line in Vicksburg. The project represents a corporate investment of more than \$20 million and is creating 50 jobs. This is the company's first Mississippi operation, which provides cut-to-length, re-sawing, ripping, notching and grading capabilities to service pallet and crate manufacturers. The operation also includes a paint line for the company's existing Rustic Collection product line. MDA provided assistance for building repairs and renovations.

**FASTENAL:** In June 2018, Fastenal, a leading industrial supply company, announced the company would locate a new 129,000-square-foot distribution center in Madison County.

This is the company's 15th distribution center in North America. Fastenal is investing \$11.5 million in the project and creating 60 jobs. MDA provided assistance for site preparation and infrastructure improvements.

**SMW MANUFACTURING:** SMW Manufacturing announced in October 2017 the company would take over operations at the Caterpillar facility in Lafayette County. The company is investing \$15 million in the project and will hire up to 50 employees. The majority of these hires will be comprised of former Caterpillar employees. SMW will manufacture components for heavy truck, automotive, mining, construction and industrial markets. MDA provided assistance through the Jobs Tax Credit Program.

# TRADE BUREAU

## MISSISSIPPI'S TOP 10 EXPORT COUNTRIES AND VALUES

|                |                 |
|----------------|-----------------|
| 1. Canada      | \$2.248 billion |
| 2. Panama      | \$985 million   |
| 3. Mexico      | \$961 million   |
| 4. China       | \$787 million   |
| 5. Belgium     | \$468 million   |
| 6. Guatemala   | \$434 million   |
| 7. Honduras    | \$393 million   |
| 8. Netherlands | \$365 million   |
| 9. Gibraltar   | \$350 million   |
| 10. Brazil     | \$303 million   |

### GOVERNOR'S 2017 EXCELLENCE IN EXPORTING AWARDS

#### NEW TO MARKET CATEGORY



#### MARKET EXPANSION CATEGORY

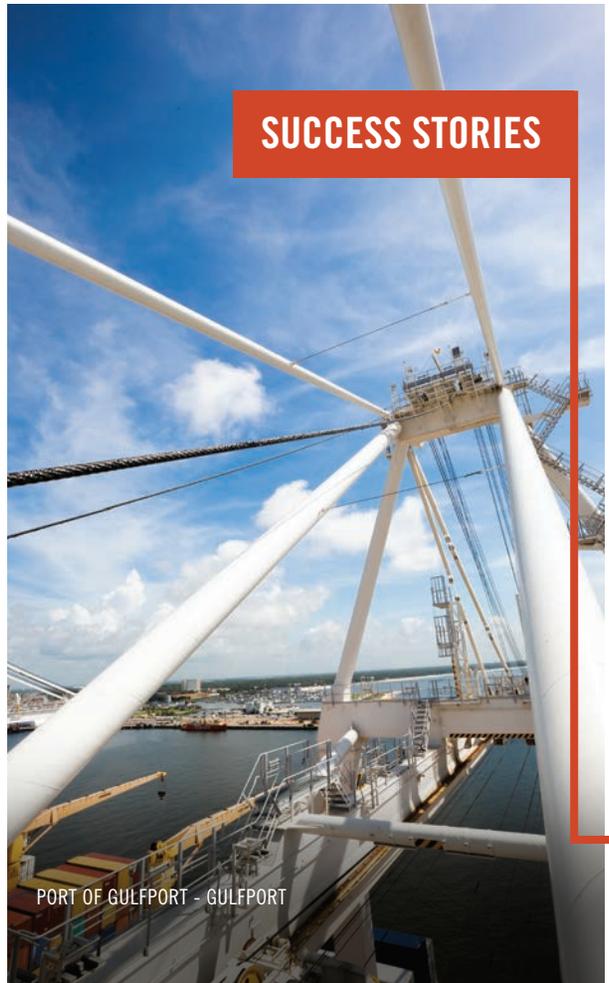


In calendar year 2017, Mississippi exported nearly \$11 billion in goods and services to 182 countries, which supported 51,113 direct jobs and 102,226 indirect jobs, according to the International Trade Administration.

### SUCCESS STORIES

**Metal Impact** in New Albany is a manufacturer of metal extrusions for the automotive, medical and drink industries. The company's products include scuba, medical and industrial cylinders. Metal Impact has participated in trade events with MDA and taken advantage of the STEP grant by participating in business development missions to Panama, Colombia, Canada, Morocco and Brazil. The efforts of MDA's International Trade Office and the assistance provided through the STEP grant has enabled Metal Impact to identify distributors during the business development missions to these countries.

**Fast Flow Pumps** in Moss Point manufactures hydraulic and submersible pumps. The company's applications include agriculture, energy, emergency response and waste water, mining and oil and gas. The efforts of MDA's International Trade Office and the assistance provided through the STEP grant has enabled Fast Flow to penetrate markets such as Russia, Latvia, Brazil, Colombia, Middle East and China, resulting in new clients and several new sales.



PORT OF GULFPORT - GULFPORT

# EXISTING INDUSTRY AND BUSINESS

By assisting Mississippi's existing businesses as they grow within the state and helping startups become established, MDA's Existing Industry and Business Division boosts the economy by generating jobs and capital investment.

MDA-assisted expansion and retention economic development projects in FY2018 generated approximately \$772 million in new investments, created 2,986 jobs and retained 263 existing jobs.

## SUCCESS STORIES

In December 2017, **Milwaukee Tool** expanded operations at its three Mississippi locations, confirming the company's commitment to doing business in the state. Milwaukee Tool will create an additional 660 jobs at its Greenwood, Jackson and Olive Branch locations and invest \$33.4 million in the expansions. The company will manufacture cordless power tools and accessories and increase distribution capacity. MDA assisted with building renovations, site and infrastructure improvements.

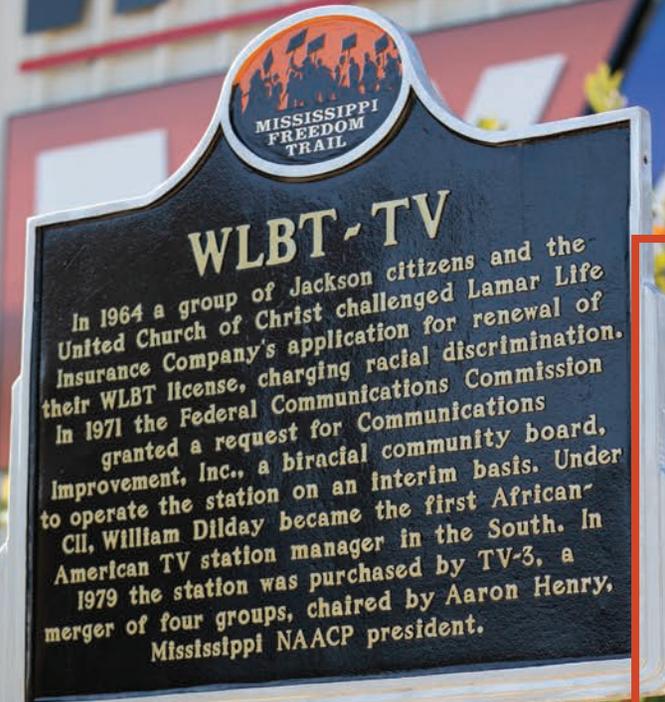
**RealPure Bottling**, formerly Shooting Star Beverages, announced in September 2017 it would expand its Magee operations. RealPure was purchased and is owned by Silver Springs Bottled Water Company, the largest privately held bottling company in Florida. The project will create at least 45 jobs and is a \$19.75 million investment. MDA provided assistance through the Advantage Jobs Program.

In April 2018, **Toyota Mississippi** announced the company would invest in new production lines at its Blue Springs manufacturing plant. Toyota's investment supports production of the 12th generation Corolla using Toyota New Global Architecture (TNGA). The project represents a \$170 million investment and is creating 400 jobs. MDA provided assistance in the form of statutory tax incentives.

# THESE COMPANIES KNOW MISSISSIPPI WORKS



# VISIT MISSISSIPPI TOURISM



Mississippi's unique tourism assets, including unique culture, culinary, history, music, natural resources and outdoor recreation opportunities, contributed to a \$6.343 billion industry in FY18.

## TRAVEL SOUTH USA DOMESTIC SHOWCASE

In March 2018, Visit Mississippi and Visit Mississippi Gulf Coast hosted nearly 700 delegates in Biloxi at the 36th Annual Travel South USA Domestic Showcase. Of the 700 delegates, there were 180 tour operators, bus operators and journalists. The Travel South USA Domestic Showcase is a premier three-day marketplace event showcasing 12 southern states with a goal of delivering more visitors to the southern United States.

Along with Visit Mississippi, 340 destination market organizations, hotels, attractions, restaurants, outfitters and travel service providers participated in the successful showcase event. The estimated economic impact in Biloxi was \$750,000.

According to Travel South USA, approximately 20,000 appointments were created, representing a 30 percent increase from 2017 and setting a new record. Thirty-eight journalists participated, 33 of which were designated appointment-taking delegates. They requested 957 appointments.

Following the event from March – June, there were 179 editorial pieces focusing on Mississippi, with 162,000,000 online views, 14,400 social media shares (13,000 Facebook, 648 Twitter, 819 Pinterest) and 2,680,000 print impressions.

## MISSISSIPPI TRAILS PROGRAMS

Heritage and history trails have become a focal point of tourism and are an opportunity for visitors to dig deeper into the rich cultural legacy of Mississippi. The state's three heritage trail networks, including the Mississippi Blues Trail, the Mississippi Freedom Trail and the Mississippi Country Music Trail, tell the true stories of how the state has affected and influenced the world.

Visit Mississippi and the Mississippi Blues Commission unveiled six blues markers in FY18. The Mississippi Blues Trail now features 200 markers.

On the Mississippi Freedom Trail, there were four new markers placed and one re-dedication. These new markers commemorate integral people and places during the Civil Rights era, including the Jackson Library/Tougaloo Nine in Jackson, Clyde Kinnard in Hattiesburg, WLBT news station in Jackson and Beth Israel Church in Jackson. A re-dedication of the Emmitt Till/Bryant Grocery marker in Money also occurred in FY18.

## TOURISM DEVELOPMENT

In an effort to reach more international visitors, Visit Mississippi hosted two European Media familiarization tours to the state's latest state-of-the-art museums. The first tour occurred during the grand opening of the Mississippi Civil Rights Museum and the Museum of Mississippi History in Jackson. The second tour focused on the Meridian Arts and Entertainment Experience. Both resulted in positive media coverage of Mississippi's newest tourism assets.

## MISSISSIPPI FILM OFFICE

Production of episodic and series television projects remained robust throughout the state with the fifth season of "Bring It!" (Lifetime) based in Jackson, the second season of "Home Town" (HGTV) based in Laurel, an Oxygen documentary series in north Mississippi, episodes of "Naked & Afraid" (Discovery) in Picayune, "Restaurant Renovation" (Fox) in Greenville, "Major League Fishing" (Outdoor) in Natchez, "Super Southern Eats" (Food) in Oxford and "House Hunters" (HGTV) on the Gulf Coast and Jackson. The Blumhouse-produced feature film "MA" was filmed in Natchez and stars Oscar-winning actress Octavia Spencer.

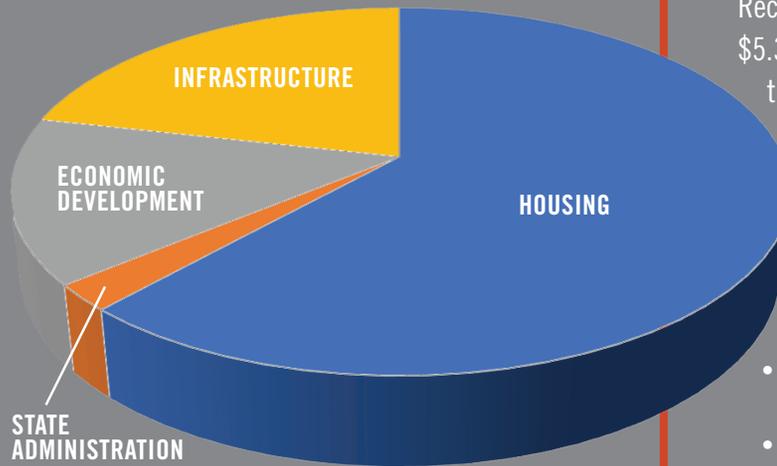
## TOURISM DATA HIGHLIGHTS

- A total of more than **23.15 million** visitors traveled to Mississippi in FY2017.
- Visitor expenditures throughout the state's 82 counties totaled **\$6.343 billion**.
- Travel and tourism were responsible for **\$398.7 million** in General Fund revenues.
- Tourism accounted for an estimated **87,335 direct jobs** in Mississippi.
- Tourism accounted for a **direct annual payroll of \$1.91 billion** in Mississippi.
- Tourism remained Mississippi's **fourth-largest private sector employer** and one of the state's largest export industries.



# DISASTER RECOVERY

% OF FUNDS DISBURSED BY CATEGORY



|   |        |
|---|--------|
| <span style="color: blue;">■</span> Housing                                     | 60.85% |
| <span style="color: orange;">■</span> State Administration                      | 2.30%  |
| <span style="color: gray;">■</span> Economic Development                        | 15.65% |
| <span style="color: yellow;">■</span> Infrastructure & Community Revitalization | 21.20% |

Since Hurricane Katrina devastated the Mississippi Gulf Coast in 2005, MDA's Disaster Recovery Division has disbursed more than \$5.35 billion in federal disaster funds from the U.S. Department of Housing and Urban Development. These funds are dedicated to long-term recovery efforts from Hurricane Katrina and later storms.

The division has three main recovery and preparedness priorities:

- Recovering housing stock: single and multi-family housing
- Rebuilding and strengthening public works/facilities
- Economic development – programs to retain and recruit new jobs within the affected counties

In the state's efforts to restore the housing stock in the counties affected by Hurricane Katrina, MDA has provided more than \$2 billion in grants to more than 27,000 homeowners whose homes were damaged or destroyed by the storm.

The 259 public infrastructure projects receiving MDA-administered federal disaster recovery assistance are complete. The division is working to complete the remaining 12 public infrastructure projects under its Community Revitalization and Ground Zero programs. Geared toward rebuilding or strengthening public services, such as water/wastewater service, fire, police, permitting and other governmental activities. These initiatives are geared toward projects throughout 49 counties affected by Hurricane Katrina.

The economic recovery programs administered by the Disaster Recovery Division focus on providing infrastructure to for-profit companies that create job opportunities for low- to moderate-income residents. To date, 76 of the 92 economic development projects receiving federal disaster recovery assistance through MDA are complete. These projects account for 6,688 new jobs and 1,539 retained jobs. Of these jobs, 4,969 (60.4 percent) are held by low- to moderate-income individuals.

# ENERGY AND NATURAL RESOURCES

The mission of the Energy and Natural Resources Division is to strengthen Mississippi's energy economy. In order to promote the state as a prime location for energy-related business, the division focuses on four key energy areas: projects, efficiency, workforce development and security. ENRD coordinates its efforts with various state agencies and oversees energy management programs for public and private sectors. During FY2018, the division facilitated more than \$18 million in transactions for investments in energy efficiency across the state.

The Energy Efficiency Revolving Loan Fund provides low-interest financing to businesses, state and local government entities and



More than 1,000 students from around Mississippi attended the annual Energy Awareness Day event at the Mississippi Agriculture and Forestry Museum in Jackson hosted by the ENRD.

## ANNUAL STATE AGENCY ENERGY CONSUMPTION AND COST

| PARAMETER                    | UNITS                    | FY2016        | FY2017        | FY2018        |
|------------------------------|--------------------------|---------------|---------------|---------------|
| Electricity usage            | Kilowatt hours (kwh)     | 1,053,502,600 | 1,100,620,000 | 1,093,716,500 |
| Natural gas usage            | Hundred cubic feet (ccf) | 26,960,200    | 25,920,200    | 31,732,500    |
| Annual cost                  | U.S. dollars             | \$93,602,000  | \$94,001,600  | \$102,637,000 |
| Total square feet            | Ft2                      | N/A           | N/A           | 68,785,797    |
| Average cost per square foot | \$/ft2                   | N/A           | N/A           | \$1.49        |

nonprofit organizations that either invest in energy-conserving capital improvements, increase the efficiency of industrial processes or use alternative energy resources. In FY2018, MDA approved two Energy Efficiency Revolving Loans to educational institutions totaling \$202,460.

Through the Energy Efficiency Lease Program, public facilities and private, nonprofit hospitals can finance the purchase of energy-efficient equipment and the installation of energy-saving improvements. In FY2018, MDA facilitated five Energy Efficiency Leases totaling nearly \$17.8 million. This program will yield an estimated savings of \$1 million in financing costs over the lifetime of the leases.

Under the State Energy Management Program, ENRD is responsible for reporting all state agencies' energy consumption to the Legislature. The division aggregated energy consumption data from 77 agencies by compiling more than 18,000

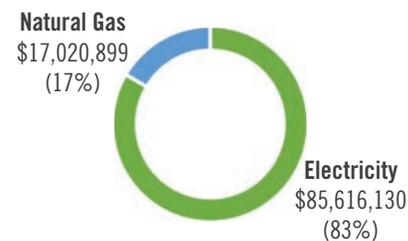
utility bills and data from smart meters into the Siemens Navigator energy management platform. The division provides financial resources to subscribe to this cloud-based platform, which currently contains over 3,000 unique data fields. The division provided more than 100 hours of group training sessions and individual consultations for several agencies on improving the integrity of the data. The division began benchmarking energy consumption on a per-square-foot basis and comparing year-over-year data using FY2016 as the baseline.

### Events

The division hosted more than 1,000 students from around Mississippi at the annual **Energy Awareness Day** event at the Mississippi Agriculture and Forestry Museum in Jackson. The objective of this event is to enhance energy education beyond the classroom by giving students opportunities to learn about careers in the energy sector and how energy and natural resources are an everyday part of life.

The ENRD sponsored the **2018 Mississippi Regional Science Bowl**, which featured 160 students from 17 middle schools around the state. The Science Bowl is a fast-paced verbal forum in which students solve technical problems and answer questions related to all branches of science and math.

### RATIO OF TOTAL FY2018 STATE ENERGY EXPENDITURES



# MINORITY AND SMALL BUSINESS DEVELOPMENT

MDA's Minority and Small Business Development Division connects minority- and women-owned businesses with key industry partners from the public and private sectors. The division also assists in identifying joint-venture and subcontracting opportunities and provides technical and financial assistance to help these businesses compete successfully for federal, state and local government and commercial contracts.

MSBDD hosts programs, workshops and conferences throughout the state to provide valuable resources to increase the competitiveness of minority- and women-owned businesses. The Model Contractor Development Program teaches best practices to small contractors and businesses throughout Mississippi to help them improve their operations and increase bonding capacity. In FY2018, workshops were held in Greenville and Jackson. To date, 908 individuals have graduated from the program, which has been held in more than 15 cities throughout the state.

Additional workshops and events held in FY2018 sponsored by MSBDD include:

- Marketing, Estimating and Bidding Workshop – Greenville
- Opportunities for Contracts with the Air National Guard – Scooba
- Doing Business with the Veterans Administration – Southaven
- Small Business Procurement and Development Forum – Jackson
- Construction Opportunities with Port of Gulfport – Bay Springs

## 2018 Engineer, Research and Development Center Innovation Days – Vicksburg

In May, MDA, the Mississippi Procurement Technical Assistance Program and the U.S. Army Corps of Engineers co-hosted and sponsored the 2018 Engineer, Research and Development Center Innovation Days in Vicksburg.

The goal of Innovation Day is to engage the public and private sector by showcasing research ERDC is currently executing. The event is designed to build relationships between businesses, academia and ERDC and lay the foundation for partnerships and strategic alliances to aid ERDC in executing its research while strengthening its technology transfer efforts.

This year's event provided a unique opportunity to small businesses while giving insight into ERDC's research areas. Innovation Days also provided opportunities to make connections with fellow industry leaders and potential academic partners.

More than 125 external attendees representing 70 companies and academic institutions and approximately 100 ERDC personnel covering 31 technical exhibits participated in the 2018 ERDC Innovation Days.

MSBDD provided event strategy, program development and registration assistance for the event.

## SUCCESS STORIES

In FY2018, Sandra Reed, owner of **Reed Exterminating**, graduated from the Greenville class of the MCDP. The pest control company has seen growth and an increase in sales and projects as a direct result of participation in the MCDP. Since the workshop, Reed Exterminating has secured opportunities with the Jackson Airport Authority, as well as continued contracts with Mississippi Valley State University, Nissan Canton and the Mississippi Department of Transportation.

In FY2018, Stephanie Vivians of **Myriad Engineering Solutions** graduated from the Jackson class of the MCDP. The company, located in Terry, offers services such as civil engineering, traffic signal and storm water design, construction inspection and evaluation, environmental engineering and preliminary and final roadway designs and plans. Vivians credits the MCDP for imparting invaluable information to her and connecting her with the people and expertise necessary to successfully jumpstart her venture as a new small business owner.

# WORKFORCE DEVELOPMENT

Mississippi's customized, highly skilled workforce plays a key role in enticing companies to locate or expand in the state. MDA's collaborative approach and the state's impressive training network helps businesses big and small achieve immediate and long-term success.

In 2018, MDA provided more than \$4.59 million in Workforce Training funds to assist the state's community colleges, universities and WIN Job Centers. These investments help meet critical hiring and training-related needs of businesses not met through regular programs.

These funds are made possible in part by the Mississippi Works Fund, signed into law by Gov. Phil Bryant in 2016. The fund allocates \$50 million over 10 years for workforce training. The legislation also prepares more Mississippians for in-demand careers. Seventy-five percent of the funds are allocated toward new job creation, while 25 percent of the funds are allocated for existing workforce training and workforce certification.

In 2018, MDA provided \$510,106 in Workforce Training Funds to assist the following:

- South Delta Planning and Development District - Baxter International, Inc.
- Three Rivers Planning and Development District - Toyota Motor

In 2018, MDA provided \$4,078,668 in Mississippi Works Funds to assist the following:

- Three Rivers Planning and Development District - Sephora
- Three Rivers Planning and Development District - FedEx
- Central Mississippi Planning and Development District - Coding Academies
- South Mississippi Planning and Development District - Linemen
- South Delta Planning and Development District - Linemen
- Pearl River Community College - Industrial Maintenance Training
- Three Rivers Planning and Development District - Milwaukee Tool (Olive Branch)
- South Delta Planning and Development District - Milwaukee Tool (Greenwood)
- Central Mississippi Planning and Development District - Milwaukee Tool (Jackson)
- South Mississippi Planning and Development District - Pearl River Foods
- South Mississippi Planning and Development District - Syncom Space Services (S3)
- Itawamba Community College - WestRock



# TAILOR-MADE FOR SUCCESS

[www.mississippi.org/workforce](http://www.mississippi.org/workforce)

Mississippi's network of 15 community and junior colleges provides essential support to companies through a wide spectrum of education and training programs. Community colleges work directly with employers to design and implement customized job-training programs meeting and exceeding specific personnel needs. **Let us supply your company with a tailor-made workforce.**

MISSISSIPPI  
WORKFORCE

mississippi development authority  
MISSISSIPPI

# MARKETING AND COMMUNICATIONS

The Mississippi Development Authority's Marketing and Communications Division promotes the state's businesses and tourism destinations across the U.S. and the world. These marketing efforts assist with the agency's job recruitment, retention and expansion strategy and attract visitors to the state, helping grow Mississippi's tourism industry.

This division consists of public relations, marketing, branding, social media, event planning, graphic design, website management and advertising. These offices work together to promote Mississippi's assets and resources.

In 2017, Mississippi received its first Gold Shovel Award from *Area Development* magazine. The Marketing and Communications Division promoted this prestigious award because it signifies a substantial economic development achievement in the state. This is the magazine's top award.

The Marketing and Communications team also helped to support the culminating event of the state's celebratory Bicentennial year. On Dec. 9, 2017, the Mississippi Civil Rights Museum and the Museum of Mississippi History held their grand opening. Thousands from across the state and nation including President Donald Trump traveled to downtown Jackson where state officials joined Myrlie Evers, widow of Medgar Evers, in commemorating the historic event.

Promotion of the state's tourism assets remains an integral part of the MDA Marketing and Communications Division's mission. In FY18, the team initiated the "Don't Miss Out" advertising campaign. This campaign used dynamic photography of various tourist activities to encourage travelers to not "miss out" in Mississippi.

The Marketing and Communications Division also rebranded the Visit Mississippi website in FY2018. Performed completely in-house, this



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extensive retooling of the existing website incorporated new branding, content and interactive webpages.

The agency's use of social media continues to be an important tool in promoting the state's business and tourism assets. These interactive media channels include Facebook, Twitter, Instagram and LinkedIn.



**MISSISSIPPI.ORG**  
210,608 VISITORS  
149,274 NEW VISITORS  
74,164 INT. VISITORS



34,559  
LIKES



21,196  
FOLLOWERS



1,190  
FOLLOWERS



5,715  
FOLLOWERS



**VISITMISSISSIPPI.ORG**  
1,069,287 VISITORS  
695,080 NEW VISITORS  
406,384 INT. VISITORS



149,843  
LIKES



30,951  
FOLLOWERS



18,520  
FOLLOWERS



4,498  
FOLLOWERS



**SUCCESS STORIES**

# COMMUNITY SERVICES

MDA’s Community Services Division administers federal and state economic and community development programs.

**Milwaukee Tool:** The city of Greenwood received a \$6 million grant award through the Community Development Block Grant program for renovations to a publicly owned building and infrastructure improvements. The grant was awarded to the city with the company agreeing to create 300 new, full-time jobs with at least 51 percent being made available for low- to moderate-income persons. Milwaukee Tool invested \$15 million in the expansion.

**Franklin Furniture:** The city of Houston received a \$1.2 million grant award through the CDBG program for publicly owned infrastructure improvements. The CDBG award was supplemented by a \$120,000 local investment. The grant was awarded to the city with the company agreeing to create 60 new, full-time jobs with at least 51 percent being made available to low- to moderate-income people. Franklin Furniture invested \$2,417,200 in the expansion.

Additional companies receiving assistance through Community Services:

- MAP of Easton (CAP Loan) Clarksdale, \$194,178
- Cooper Tire & Rubber Company (DIP) Marshall County \$1,830,890
- Milwaukee Tool (CDBG) Greenwood \$6,000,000

**FY2018 Community Services Division Program Highlights**

| PROGRAM | NUMBER OF AWARDS | TOTAL FUNDS AWARDED |
|---------|------------------|---------------------|
| ARC     | 20               | \$5,592,884.00      |
| CDBG    | 41               | \$22,729,446.00     |
| DIP     | 5                | \$6,214,340.00      |
| RIF     | 0                | 0                   |
| NSP     | 0                | 0                   |
| SMLPC   | 2                | \$87,000.00         |
| MMSIRLP | 0                | 0                   |
| CAP     | 13               | \$17,851,433.00     |
| RAIL    | 1                | \$1,750,000.00      |

# ASSET DEVELOPMENT

MDA's Asset Development Division assists communities in enriching their economic development environments through its Aspire Mississippi program, while maintaining important commitments to the Main Street and Hometown Retirement Programs.

The division focuses on its successful community development program, Aspire Mississippi. The program launched in April in five counties: Attala, Choctaw, Marshall, Simpson and Webster. The program provides leadership training in five key categories: Know Your Data, Mapping Your Community Project, Community Development, Economic Development and Workforce Development.



Pictured left to right are ASPIRE Mississippi team members and Asset Development staff Sonny Thomas, Ellen Bourdeaux, Daryl Neely, Asset Development Division Director Chance McDavid and Tina Blue.

As part of Aspire Mississippi, each county's team must choose a community project. Four of the five counties chose to hold seminars on soft skills in the workplace for high school and community college students who are not likely to pursue a four-year degree. The fifth team initiated a plan to boost retail sales in the community.

## Mississippi Main Street Association

The Asset Development Division provides guidance to the Mississippi Main Street Association and is one of its primary financial supporters, administering a financial grant to aid in its operational expenses. The Asset Development Division also works very closely with individual MMSA communities. Many of these communities, such as Senatobia, Vicksburg, Water Valley and Holly Springs, were honored at MMSA's annual awards banquet for their outstanding performance in various categories.

## Hometown Mississippi Retirement Success Story Relocation Ambassadors Cruisin' the Coast

The Mississippi Gulf Coast has partnered with Hometown Mississippi Retirement for more than two decades. This Certified Retirement Region has been featured in numerous media outlets as the home of beautiful and affordable beach cities.

A local gem on the Coast is Cruisin' the Coast, billed as "America's Largest Block Party" and the country's best car show. The 2018 event drew a crowd of 8,000 visitors from 44 states and Canada, Germany and Australia. During this annual celebration of automobiles, music, vendors and exploration, 19 of the Mississippi Gulf Coast Relocation Ambassadors served the community by welcoming visitors at Cruise

Central: Biloxi Visitors Center and the State Welcome Center in Hancock County. The Ambassadors are iconic staples at Coast events.

So far this year, the Asset Development Division has recorded more than 1,500 relocation inquiries, while 21 relocated retiree households reportedly have moved to the Mississippi Gulf Coast. Former Florida residents lead the number of newly relocated households into Mississippi.

## Looking to the Future

With an eye on the future, the Asset Development Division has drafted a plan of work, a mission statement and overarching goals.

### Mission Statement

The Asset Development Division will facilitate growth and positive change in communities through the creation of asset-based development opportunities and provide technical assistance and training to improve the economic environment and quality of life in Mississippi.

### Goals

- Support a holistic and balanced asset-based approach to community and economic development that builds wealth through job creation, attraction, retention and expansion through industrial, commercial, and retail development and community revitalization.
- Assess, initiate, and/or enhance local and regional capacity building and community development activities that serve as catalysts for the full realization of economic development efforts.

# FINANCIAL RESOURCES

MDA's Financial Resources Division provides technical assistance for various business incentive programs available in Mississippi and administers many of the financing and incentive programs Mississippi offers new and expanding businesses.

Financial Resources provides guidance to agency staff and other economic development professionals, as well as prospective businesses and current employers, about the statutory tax incentives Mississippi offers businesses creating jobs and making financial investments in the state. Financial Resources also manages a variety of economic development loan, grant and incentive programs essential to maintaining Mississippi's competitiveness in attracting new jobs and investments. These programs play a key role in supporting the business location and expansion projects highlighted throughout this report.

10-YEAR COMPARISON OF FEDERAL AND GENERAL AND STATE SUPPORT SPECIAL FUNDS

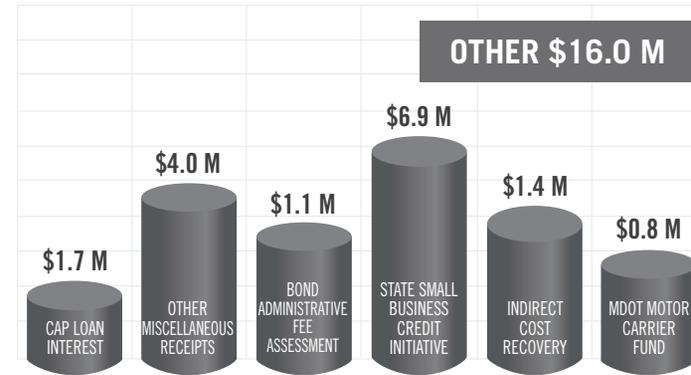
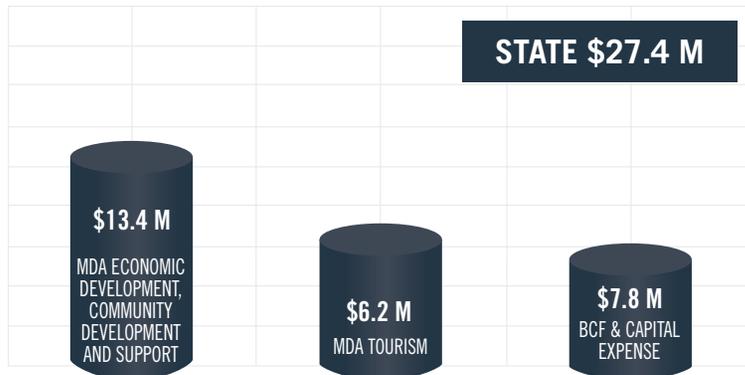


**SOURCE OF FUNDING**



**TOTAL FY2018 INCOME**

**\$156.9 MILLION**





mississippi development authority

# MISSISSIPPI

[mississippi.org](http://mississippi.org)



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