

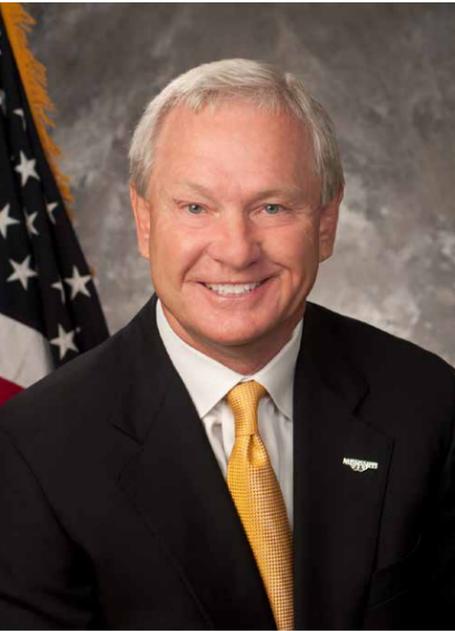


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A N N U A L
R E P O R T

mississippi development authority
MISSISSIPPI

DIRECTOR'S MESSAGE



The state of Mississippi is winning in economic development. We are creating new jobs and attracting new investments from global companies to the Magnolia State, while continuing to grow the number of visitors to Mississippi. **Our future is bright.**

In Mississippi, we win with people. We have the right leaders in place who are committed to building a supportive business environment where companies grow and prosper. Our team at the Mississippi Development Authority is committed to recruiting new businesses and helping our existing industries expand. These efforts support economic security for the people of Mississippi.

We celebrated 200 years of statehood in 2017. Cultural and entertainment events across the state attracted visitors from around the world and provided the opportunity to share Mississippi's rich heritage and history of innovation. A \$6.3 billion industry in Mississippi, tourism is an important part of the state's plan to grow our economy.

To maintain our success and growth, MDA is focused on strengthening the state's skilled and productive workforce. MDA is part of a team composed of public and private sector partners, establishing innovative training opportunities to enhance the skills of the hard-working men

and women of Mississippi. One of the first questions a prospective company asks when considering locating to Mississippi or expanding current operations is whether we have the workforce to get the job done. With confidence we say, "Yes."

MDA's team is dedicated to building stronger communities together with Gov. Bryant, the State Legislature and our local economic development and utility partners. As one, we work to improve the quality of life for all Mississippians.

We are winning together to build a stronger Mississippi.

- Glenn McCullough, Jr.

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MINORITY AND SMALL
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Q1 JULY – SEPTEMBER 2016

AIA Countertops, one of the largest natural stone, quartz and solid surface fabricators in the country, announced the company was locating operations in Baldwin, investing \$600,000 and creating 60 jobs in an existing 110,000-square-foot building in the Harry A. Martin North Lee Industrial Complex.

Leggett & Platt, Inc., manufacturer of products for a diverse group of industries, announced the expansion of its Tupelo operations, a \$967,000 investment creating 25 jobs. The expansion supports the launch of a new business venture to manufacture and distribute products for the mattress industry.

Plastic products manufacturer **McNeely Plastics** invests \$6.5 million and creates 25 jobs at the company's new operations in the Covich County Industrial Park. The company produces flexible, plastic packaging for a wide range of markets, including both food and non-food packaging.

Nelson Wholesale Service, Inc., announced the location of pet food and pet product distribution operations in Columbia. The project brings a \$2

million investment and 20 new jobs to an existing 100,000-square-foot facility in Columbia. Nelson Wholesale Service relocated distribution operations from Hammond, La.

Seemann Composites is expanding in Gulfport to accommodate a contract with the U.S. Navy. The expansion is a \$4.6 million corporate investment creating 42 jobs. The expansion supports the production of bow domes for the Navy's Ohio Class Replacement Submarine Program.

Premier steel foundation supplier and manufacturer **Skyline Steel** announced an expansion in Iuka, investing \$15 million and creating 15 jobs. The Iuka facility produces large-diameter spiral-welded pipe

for foundations, bridges, wharves, piers and more. The expansion involves the addition of new equipment, enabling the company to produce straight-seam electric resistance welded pipe for the same purposes.

Standard Industrial, manufacturer of press brakes, shears and hydraulic presses, announced the company's expansion in Clarksdale, a \$1.357 million investment creating 25 jobs. The expansion accommodates a new production line.

Plum Creek Environmental, manufacturer and distributor of waste and recycling containers and equipment, announced the company's expansion in North Mississippi. The project represents an \$825,000 investment and the creation of 50 jobs. Founded in

Columbus, Plum Creek relocated to a larger facility in West Point.

Reclining furniture manufacturer **Southern Motion** expanded operations in Baldwin, investing \$20 million and creating 600 jobs. Southern Motion relocated to the former Hancock Fabrics location in Harry A. Martin North Lee Industrial Park.

Private-label water bottling company **Premium Waters** announced it was locating operations in Hinds County, investing \$25 million and creating 42 jobs. The company constructed a 210,000-square-foot facility in the J.C. "Sonny" McDonald Industrial Park to house water bottle manufacturing and filling operations.

Polo Custom Products announced an expansion in Louisville. For the project, the company invested \$150,000 and committed to create 30 new jobs. The Polo Custom Products Louisville manufacturing facility specializes in custom sewing, film and fabric welding and custom fabric and foam thermoformed products. The expansion supports the addition of new business contracts, as well as growth among several long-term customers.

Q2 OCTOBER – DECEMBER 2016

Steel fabrication company **Valley Racks** announced it was expanding operations in Grenada, creating 10 jobs. The expansion increases the company's capacity, allowing for the acquisition of new projects. In addition to steel fabrication, Valley Racks provides water jet, laser and powder-coating services.

Following a competitive site selection process, Praxair Surface Technologies, Inc., a wholly owned subsidiary of Praxair, Inc., and GE Aviation announced the formal creation of joint venture, **PG Technologies, LLC**, in Ellisville. The project is a \$100 million corporate investment and creates 250 jobs, with the potential to grow to 400 jobs. PG Technologies provides development, support and application of specialized coatings for GE components associated with nearly all of GE's aircraft engines. GE Aviation delivers engine parts from locations both nationally and internationally to Ellisville to undergo surface coating through various processes.

Express Grain Terminals expanded agricultural product processing operations in Greenwood, creating 10 jobs and investing \$2 million. The expansion

involved the addition of a soybean processing plant in Greenwood. The new facility processes local soybeans into soybean meal and hulls, which are then sold to the state's animal feed markets. Additionally, the plant produces soybean oil, which is sold to edible oil and biodiesel refineries.

Custom Engineered Wheels announced the expansion of operations in Northeast Mississippi, a \$13 million investment generating 20 additional jobs. Following a fire at its Tupelo facility in June 2016, Custom Engineered Wheels relocated to the former Southern Motion facility in Prentiss County. The move allows the company to retain 65 existing employees and add 20 new jobs. Custom Engineered Wheels provides customized solutions for thermoplastic, composite, polyurethane, non-pneumatic and pneumatic wheels and custom injection-molding services.

Geodis Logistics is a third-party logistics company for Remington Arms. Geodis will open a warehousing-



PG Technologies, a joint venture of Praxair Surface Technologies and GE Aviation, opened its doors in Ellisville, investing \$100 million and creating 250 jobs.

distribution center in Southaven, creating 60 jobs and investing \$2 million.

Niagara Bottling, LLC, the nation's largest private-label beverage supplier, announced manufacturing operations will locate in Marshall County, investing \$78 million and creating 38 jobs. Niagara Bottling purchased an existing 554,000-square-foot spec building in the Chickasaw Trail Industrial Park.

Beauty retail supplier **Sephora** announced the location of distribution operations in Olive Branch, a project creating 400 jobs. The company located in a 720,000-square-foot facility in Prologis Park in Olive Branch.

Crown Health Care Laundry Services announced an expansion in Columbia, an \$800,000 investment creating 50 jobs. Based in Pensacola, Fla., the company is an independent, full-service health care laundry processor and linen rental company.



Gov. Phil Bryant celebrates the expansion of Polo Custom Products in Louisville with a ribbon cutting.

Q3 JANUARY – MARCH 2017

Georgia Pacific is upgrading operations in Monticello to update and modernize the paper manufacturing facility. The project includes the installation of new equipment.

Stark Aerospace is expanding in Columbus, investing \$6.73 million and creating 90 jobs. Stark is a global aerospace defense contractor which operates three divisions: Unmanned Aerial Systems, Sensors and Production Services and Engineering.

Poultry processor **Pearl River Foods** is locating a processing plant in Carthage, investing \$2 million and creating 150 jobs. The Carthage location allows the company to better serve the local poultry industry.

FedEx Supply Chain located warehousing and distribution operations in Olive Branch, investing \$12 million and creating 450 jobs. The company is leasing 540,000 square feet of space in an existing facility in the Legacy Industrial Park.

Electronic manufacturing service provider **KeyTronicEMS** announced an expansion in Corinth, a \$500,000 investment creating 75 jobs. KeyTronicEMS specializes in printed circuit board assembly and full product assembly, plastic molding, precision metal stamping, fabrication and finishing and engineering services. For the expansion, the company will incorporate a new surface-mount technology production line into its Corinth facility.

Leggett & Platt, manufacturer of products for a diverse group of industries, including residential furniture and bedding, expanded operations in Tupelo, adding new manufacturing investments and retaining current jobs.

McCormick & Company located warehousing and distribution operations in Marshall County, investing \$6 million and creating 48 jobs. McCormick, manufacturer of spices, herbs and flavorings, located in a 615,000-square-foot spec building in the Chickasaw Trail Industrial Park.



Global aerospace defense contractor Stark Aerospace is creating 90 jobs with its \$6.73 million expansion in Columbus.

Q4 APRIL – JUNE 2017

Viking upgraded facilities in Greenwood by purchasing new equipment. The project reflects a \$5 million corporate investment and retains 400 jobs. Viking manufactures commercial and residential kitchen equipment.

Regions Bank announced the company will build a 75,000-square-foot facility in Hattiesburg, investing \$23 million and creating 91 jobs. The new operations center will merge Regions Bank associates who currently work across various locations into one facility, which will be located at the intersection of Lamar Boulevard and Lincoln Road.

New Process Steel announced the company is expanding in Columbus, a \$7.5 million corporate investment creating 50 jobs. New Process Steel is a one-of-a-kind metals solutions business focused on value-add, lean transformation, supply chain excellence, capital efficiency and environmental stewardship. New Process will construct a new rail spur and access road and expand its existing facility in Columbus.

B&D Plastics is expanding in Gautier, investing \$750,000 and creating 35 jobs. B&D Plastics is one of the largest fabricators and manufacturers of dual-laminate equipment in the U.S. Currently, the company has a 50,000-square-foot facility in Gautier. The expansion includes a 9,375-square-foot production and assembly facility and a 7,000-square-foot warehouse at its current location.

BWI Companies announced the location of distribution operations in Marion, a \$5 million investment which creates 40 jobs. BWI distributes lawn and garden products, horticultural products and turf products to retail outlets.

Renin Corporation is expanding operations in Tupelo, a \$1 million corporate investment creating 50 jobs. Renin manufactures interior barn doors, closet doors

and hardware, and will retain 53 jobs currently in Tupelo and 50 new jobs.

Northrop Grumman is adding a mix of new work to its Unmanned Systems facility in Jackson County, including sub-assembly work for the F-35 program. This \$3.7 million investment will create 60 jobs in the coming years. Moss Point is an important manufacturing center for Northrop Grumman, where Gulf Coast employees manufacture rotary- and fixed-wing autonomous systems, such as Fire Scout and Triton, and now manned platforms to support the United States and global allies.

Yalobusha General Hospital is investing \$3.8 million in the health care of the people of Yalobusha County by expanding in Water Valley and creating 32 jobs. The expansion includes interior and exterior renovations,

as well as the addition of a second floor to house a geropsychology unit to address psychology concerns of older adults.

Multicraft International announced the creation of its new division, **Multicraft Ventures, LLC**, in Pelahatchie. The project is a \$2 million corporate investment and creates 50 jobs. Ventures was formed to explore new product and market expansion opportunities to create new business ventures in the state of Mississippi.

New Process Steel officials give Gov. Phil Bryant and MDA Executive Director Glenn McCullough a tour of the company's newly expanded 100-square-foot facility in Columbus.



GLOBAL RECRUITMENT, GLOBAL DIVISION

Working with economic developers, regional and local officials throughout the state, MDA's Global Recruitment Division attracts industry-leading companies to Mississippi 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 FY 2017 generated 1,488 new jobs for Mississippians and more than \$295 million in new corporate investment.

SUCCESS STORIES

FedEx Supply Chain: FedEx Supply Chain, formerly GENCO, is a leading supply chain solution provider, specializing in product lifestyle and reverse logistics. In March 2017, the company announced the location of warehousing and distribution operations in an existing facility in Olive Branch. The project is a \$12 million corporate investment and creates 450 jobs. MDA assisted with leasehold improvements, the installation of equipment and workforce training.

Premium Waters: In September 2016, Premium Waters, Inc., announced the company would locate operations in the J. C. "Sonny" McDonald Industrial Park in Hinds County. The project involved the construction of a 210,000-square-foot facility to house water bottle manufacturing and filling operations. The Premium Waters Hinds County location is a \$25 million corporate investment and creates 42 new jobs. MDA assisted with infrastructure and site improvements.

Nelson Wholesale Service, Inc.: Nelson Wholesale Service, Inc., announced in August 2016 the location of a pet food and pet product distribution center in Columbia. Nelson Wholesale relocated distribution operations from Hammond, La., to a 100,000-square-foot facility in Marion County. The project represents a \$2 million corporate investment and creates 20 new jobs. MDA assisted with building improvements and equipment relocation.

TRADE BUREAU, GLOBAL DIVISION

Mississippi exported nearly \$10.5 billion to 176 countries in calendar year 2016. Those exports supported 60,312 direct jobs and 120,624 indirect jobs in the state, according to the International Trade Administration.

SUCCESS STORIES

Based in Belmont, **Wood Industries, Inc.**, manufactures air compressors and air tools. After participating in the company's first MDA trade mission in 2013, Wood Industries began exporting to Central America. Wood Industries has participated in trade events with MDA around the world since that time. Thanks to the efforts of the MDA Trade Office and support from the State Trade and Export Promotion, or STEP program, Wood Industries now exports to South America, the Caribbean, Canada and other markets. The company received the President's E Award for Excellence in Exporting as well as the Governor's Export Achievement Award, both in 2016.

Rutland Lumber Company of Collins provides hardwoods for the flooring, building and furniture industries. With assistance from the MDA Trade Office and the STEP grant program, the company has found success in markets such as China, Vietnam and Mexico. Participating in trade missions sponsored by the STEP program and facilitated by MDA has resulted in several new clients and expanded sales. Rutland received the 2017 Governor's Award for Export Achievement.



The Governor's Awards for Excellence in Exporting recognize the significant export accomplishments made by Mississippi companies.

MISSISSIPPI'S TOP 10 EXPORT COUNTRIES AND VALUES

1. Canada	\$2.2 billion
2. Mexico	\$1 billion
3. Panama	\$855 million
4. China	\$564 million
5. Guatemala	\$420 million
6. Honduras	\$419 million
7. Netherlands	\$401 million
8. Belgium	\$400 million
9. Germany	\$351 million
10. Gibraltar	\$320 million

GOVERNOR'S 2016 EXCELLENCE IN EXPORTING AWARDS

Export Champions

AA Calibration Services
Agape Medical Tourism Center
Automation Designs & Solutions
J.T. Shannon Lumber Company
Lazy Magnolia Brewing Company
Multicraft International
Taylor Industries
StyleCraft Home Collection

AWARD FOR ACHIEVEMENT IN EXPORTING

Wood Industries
Flathau's Fine Foods
Kasai North America — New to Exporting
RBR Enterprise — New to Exporting
Bio Soil Enhancers, Inc. — Market Expansion
Trilogy Communications, Inc. — Market Expansion

EXISTING INDUSTRY AND BUSINESS

By assisting Mississippi's existing companies as they pursue growth opportunities and helping startups launch, MDA's Existing Industry and Business Division stimulates the economy by working to generate jobs and investment throughout the state.

MDA-assisted expansion and retention projects in Fiscal Year 2017 generated approximately \$197 million in business and industry investment, created 1,250 new jobs and retained 1,571 existing jobs.

SUCCESS STORIES

Southern Motion, Inc.: In August 2016, the Existing Industry and Business Division assisted reclining furniture manufacturer Southern Motion, Inc., with the expansion of the company's operations in Baldwin. The project, a \$20 million corporate investment, creates 600 new jobs and retains Southern Motion's existing 250 employees. Southern Motion expanded into the former Hancock Fabrics location, which includes a 785,000 square-foot facility and 64.5 acres. MDA provided assistance for building modifications.

Southern Industrial, Inc.: In August 2016, Southern Industrial, Inc., announced the expansion of its Clarksdale operations. The project is a \$1.357 million corporate

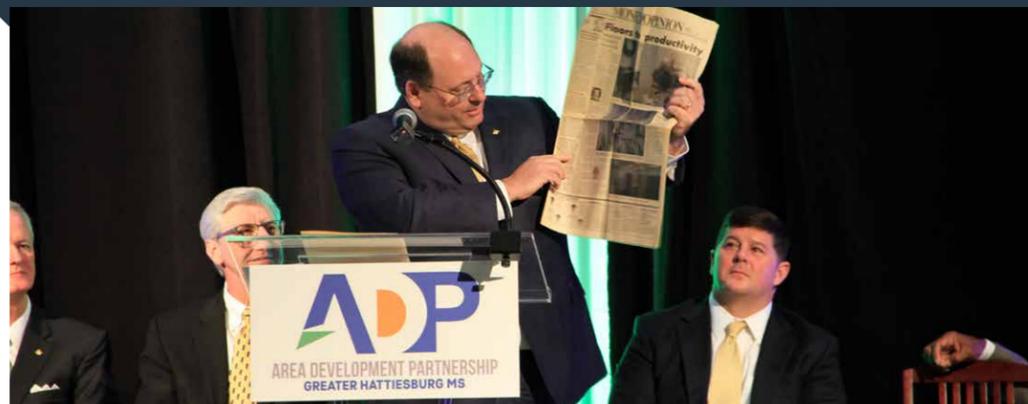
investment and creates 25 new jobs. Southern Industrial manufactures press brakes, shears and hydraulic presses and is expanding its facility to accommodate a new production line. MDA provided assistance for building construction.

Regions Bank: Fortune 500 company Regions announced an investment of \$23 million to construct a 75,000-square-foot, high-tech operations facility in Hattiesburg in April 2017. The project creates 91 new jobs and accommodates 329 employees currently housed in three separate locations in downtown Hattiesburg. MDA provided assistance for site preparation and infrastructure improvements.

EIB-ASSISTED BUSINESS RETENTION PROJECTS IN FY 2017:

Regions Bank	329
Leggett & Platt	274
Viking	400
Renin Corporation	53
BWI	53
Custom Engineered Wheels	65
Georgia Pacific	430

Local and state officials tout Regions Bank's history of success in Hattiesburg during an announcement the bank will construct a new 75,000 square-foot operation center to employ more than 400 Mississippians.



Don't
MISS
Out

LIFE MOVES PRETTY FAST.

Hang on tight and live on the edge of every moment where the fun never sets. Experience life in full focus in Mississippi.

VISIT
MISSISSIPPI VISITMISSISSIPPI.ORG/DONTMISSOUT



TOURISM

Driven by the unique cuisine, history and music of our rich cultural regions, Mississippi's \$6.3 billion tourism industry makes a consistent and positive impact on the state.

CELEBRATING THE BICENTENNIAL

MDA took a lead role as Mississippi celebrated 200 years of statehood, hosting major bicentennial events for locals and visitors, alongside local partners on the Gulf Coast, the University of Mississippi campus and in the Capital City.

The two-day Bicentennial Celebration South and Governor's Concert, held in Gulfport on March 31-April 1, featured headliners The Band Perry, Paul Thorn, Jaimoe's Jassz Band, Vasti Jackson and We Are Mississippi, an orchestral salute to the state's musical heritage including the 200-voice Mississippi Bicentennial Chorus. More than 25,000 people attended the free event, which also spotlighted the state's unique music, cuisine, culture and history.

Performers and songwriters Marty Stuart, Mac McAnally, Shannon McNally, Steve Azar and more performed at the Governor's Concert for the Bicentennial Celebration North. Held at the Gertrude C. Ford Center for the Performing Arts in Oxford on June 24, this event put Mississippi's famed storytelling at center stage in the literary capital of the state.

The official bicentennial celebration wrapped up in Jackson on Dec. 9, 2017, with the opening of the Museum of Mississippi History and the Mississippi Civil Rights Museum. Attended by local, state and national dignitaries and Civil Rights pioneers, the celebration featured free performances by Heart Society, Grammy Award®-nominated gospel performer Doug Williams and Steve Azar and the Kings Men.

In addition, many Mississippi communities received grants from the Mississippi Bicentennial Grant Program to inspire and empower local organizations throughout Mississippi to develop public programs documenting, interpreting and exploring community culture. Funds awarded for bicentennial events, administered through the Mississippi Humanities Council, totaled \$450,000.



Kimberly Perry, Mississippi native and lead singer of the GRAMMY Award®-winning The Band Perry, takes the stage at the Governor's Concert for the Mississippi Bicentennial Celebration South.



Mississippi's Bicentennial culminates with the opening of two new museums--the Museum of Mississippi History and the Mississippi Civil Rights Museum.

MISSISSIPPI TRAILS PROGRAMS

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

Visit Mississippi and the Mississippi Blues Commission unveiled four new markers on the Mississippi Blues Trail in FY 2017. New to the trail this year are the Mississippi Gulf Coast Blues & Heritage Fest in Pascagoula, the GRAMMY Museum® Mississippi in Cleveland, Moss Point Blues and Calhoun County Blues. The trail included 195 total markers at the end of the fiscal year. The Mississippi Country Music Trail currently has 30 markers.

On the Mississippi Freedom Trail, three new markers remember important people and events of the Civil Rights movement in America. New in FY 2017 are the Unita Blackwell Home in Mayersville, the Council of Federated Organizations, or COFO, Office in Jackson and the site where James Meredith was shot in Hernando, bringing the total markers to two dozen around the state.

TOURISM DATA HIGHLIGHTS

- Approximately 23 million visitors traveled to Mississippi in FY 2016.
- Visitor expenditures in the state's 82 counties totaled \$6.3 billion.

- Travel and tourism are responsible for \$395.1 million in General Fund revenues.
- Tourism accounts for an estimated 86,600 direct jobs in Mississippi.
- Tourism accounts for a direct annual payroll of \$1.86 billion in Mississippi.
- Tourism is Mississippi's fourth-largest private sector employer and one of the state's largest export industries.
- Mississippi Welcome Centers served 2,390,882 total visitors in FY 2017, including 57,658 international visitors.

LEADERSHIP IN TOURISM DEVELOPMENT

Through the Visit Mississippi division, MDA reached new audiences and provided leadership to the tourism industry in FY 2017.

Visit Mississippi sponsored the development of The Mississippi List website and brochure, a "bucket list" of 201 Mississippi food and culture hot spots in the state inspired by the bicentennial. The tourism division also was an exhibitor and sponsor of the Atlanta Food and Wine Festival in June 2017, where it represented the state alongside Visit Jackson, Visit Ridgeland, Visit Clarksdale, Visit Tupelo and Visit Oxford.

Visit Mississippi co-sponsored the International Inbound Tourism Association 2017 Summit on the Mississippi Gulf Coast, as well as the closing reception at the Travel South Showcase in Branson, Mo. The reception was a showcase designed to entice tour operators to attend the 2018 Travel South Showcase on the Mississippi Gulf Coast in March 2018.

The team also hosted journalists and tourism trade professionals from 13 countries, including Germany, UK, Ireland, Austria, France, Germany, Norway, Italy, Japan, Denmark, Sweden, the Netherlands and Belgium. Representatives also participated in receptive tour operator sales missions and Mississippi tourism product trainings for local destination marketing organizations, convention and visitors bureaus and their hotel partners on working with international visitors and markets.

MISSISSIPPI FILM OFFICE

The Mississippi Film Office kept cameras rolling throughout the state during FY 2017, from feature films to commercials and reality television. Total estimated direct spending with Mississippi vendors was nearly \$24 million, while salaries paid to Mississippi residents totaled \$5.5 million.

FEATURE FILMS

- Kill 'Em All
- Thrasher Road
- Missing Daughter
- Deadly Affair
- Atone
- It's Time
- Malicious
- Purgatory Road
- Although I Deserve to Die
- Demons
- Wolverine 2 (partial)
- Mississippi River Sharks
- The Teacher
- Blood Country
- Urban Country

TELEVISION PRODUCTIONS

- Bring It! (Season 4)
- Last Chance U (Season 2)
- Home Town (Season 1)

DISASTER RECOVERY

More than 12 years after Hurricane Katrina hit the Mississippi Gulf Coast, MDA's Disaster Recovery Division has disbursed more than \$5.25 billion in federal disaster recovery funds from the U.S. Department of Housing and Urban Development. These funds are dedicated for 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

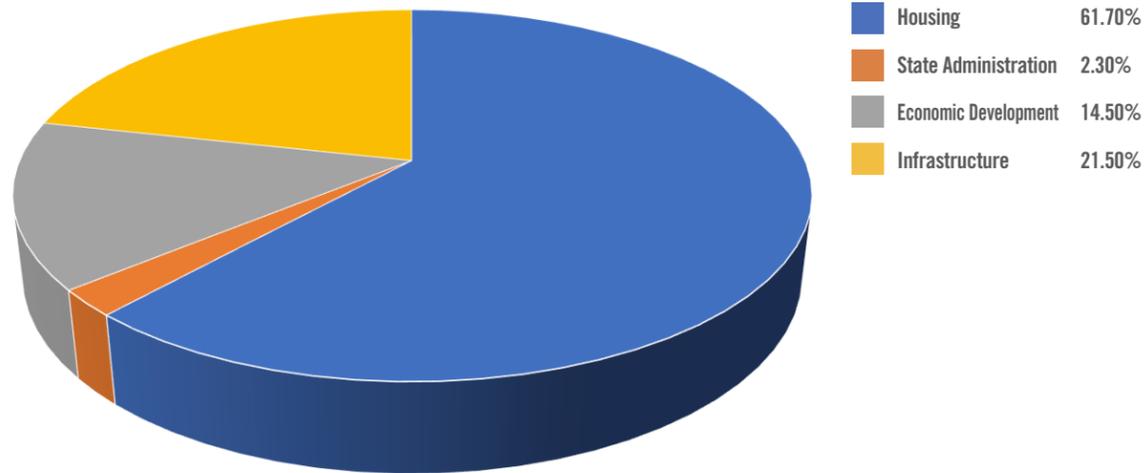
In the state's efforts to restore the housing stock in the counties affected by Hurricane Katrina, MDA provided more than \$2 billion in grants to more than 27,000 homeowners whose homes were damaged or destroyed by the storm.

Two hundred fifty-seven public infrastructure projects receiving MDA-administered federal disaster recovery assistance are complete. The division is working to complete the remaining 15 public infrastructure projects under its Gulf Coast Regional Infrastructure, Community Revitalization, Ground Zero and GO Zone programs. Geared toward rebuilding or strengthening public services such as water/wastewater service, fire, police, permitting and other governmental activities, these

initiatives are applied to projects throughout 49 counties affected by Hurricane Katrina.

The economic recovery programs administered by the Disaster Recovery Division focus on providing public infrastructure to for-profit companies which create job opportunities for low- to moderate-income residents. To date, 72 of the 92 economic development projects receiving federal disaster recovery assistance through MDA are complete. These projects account for 6,330 new jobs and 1,539 retained jobs. Low- to moderate-income individuals hold 61 percent, or 4,800, of these jobs.

FUNDS DISBURSED BY CATEGORY (%)



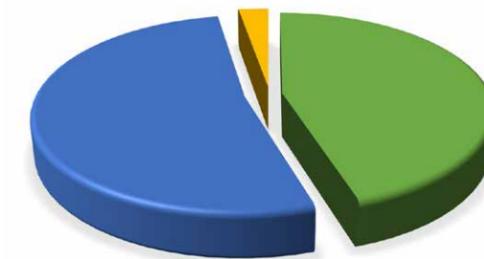
ENERGY AND NATURAL RESOURCES

MDA's Energy and Natural Resources Division focuses on several areas: energy projects and policy development, energy efficiency, energy education, workforce development and energy data and security. The division oversees energy management programs, provides technical assistance to businesses and units of government and promotes Mississippi as a prime location for energy-related business.

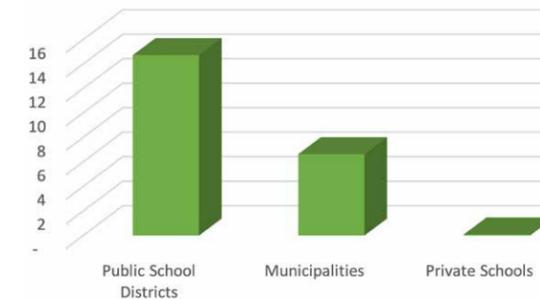
The Energy Efficiency Revolving Loan Fund provides low-interest financing to assist for-profit businesses, state and local government entities and non-profit organizations. The fund is designed to assist with the implementation of projects to make energy-conserving capital improvements, increase the efficiency of industrial processes or utilize alternative energy resources with the goal of improving energy efficiency and saving energy costs. In FY 2017, MDA approved two Energy Efficiency Revolving Loans totaling \$583,500, resulting in an annual savings of \$57,786.

Through the Energy Efficiency Lease Program, public and private facilities and non-profit hospitals may finance the purchase of energy-efficiency equipment and installation of energy-saving improvements. In FY 2017, MDA approved four Energy Efficiency Leases totaling nearly \$11.2 million dollars. The division approved four performance contracts valued at \$9.7 million, which will save more than \$1 million annually in energy and operating costs for three schools and one municipality.

ENERGY EFFICIENCY INVESTMENTS



ENERGY EFFICIENCY INVESTMENTS BY ENTITY TYPE (MILLION DOLLARS)



The division closed a three-year project in FY 2017 funded through the U.S. Department of Energy which provided additional capacity and technical assistance to the Mississippi Public Service Commission in the implementation of Rule 29, Conservation and Energy Efficiency Programs for Mississippi. For the calendar year 2016, 21 electric and natural gas utilities in Mississippi reported nearly \$5.9 million in estimated financial energy savings.

The Energy and Natural Resources Division works to promote energy efficiency across state government through the State Energy Management Program. The division aggregated energy consumption data from 77 agencies by compiling more than 1,500 monthly utility bills and data from smart meters.

PARAMETER	UNITS	FY 2016
Electricity usage	Kilowatt hours (kwh)	1,053,502,600
Natural gas usage	Hundred cubic feet (ccf)	26,960,200
Annual energy cost	U.S. dollars	\$93,602,000

Mississippi was one of five states selected by the National Governors Association to host a statewide retreat on enhancing energy efficiency in public buildings through lead-by-example efforts. This retreat was attended by nearly 40 individuals from various agencies.

ASSET DEVELOPMENT

The Asset Development Division assists communities in enriching their economic development environments through its Ambassadors Program while maintaining important commitments to the Main Street and Hometown Retirement programs.

The Asset Development Division continues to focus on the division's successful community development program, the Ambassadors Program. By partnering with the state's three major utility companies — Entergy, Mississippi Power and Tennessee Valley Authority — three counties from each utility's district are chosen annually to participate. Each county has a team composed of up to five participants who attend intensive informational forums in three major arenas pertinent to economic development: Economic Development 101, Workforce Development and Community Development.



Participants of the 2017 MDA Ambassadors Program took on community, workforce and industrial development projects on behalf of their hometowns.

THE 2017 MDA AMBASSADORS CLASS

ENTERGY SERVICE AREA	TVA SERVICE AREA	MISSISSIPPI POWER SERVICE AREA
Pike	Monroe	Clark
Tate	Prentiss	Marion
Washington	Winston	Stone

MISSISSIPPI MAIN STREET ASSOCIATION

Since 2006, the Asset Development Division has worked closely with the Mississippi Main Street Association.

The Mississippi Main Street Association has 50 designated Main Street communities, five Downtown Network members and several association members focused on Main Street development.

One of these communities is Gulfport, which the Asset Development Division mapped for growth and community improvement assets in 2014. By implementing some recommendations from the 2014 assessment, Gulfport's downtown is thriving, winning the Main Street Association's National Innovation on Main Street Award for the city's Fishbone Alley "Urban Living Room" project.

HOMETOWN MISSISSIPPI RETIREMENT SUCCESS STORY

To date, approximately 8,600 retirees have moved to the state as a direct result of the Hometown Mississippi Retirement program.

Hometown Mississippi Retirement declared June 5-9 as Retirement Week in Mississippi. The "You've Arrived" campaign was created to inform potential retirees of the benefits of retirement in the state's 13 Certified Retirement Cities. Representatives from MDA's retirement program targeted visitors near or at retirement age at eight Mississippi Welcome Centers during the peak summer travel season.

The city of Tupelo was featured in the November/December 2017 issue of *Where to Retire* magazine. The working relationship with the company has resulted in the Certified Retirement Communities program receiving several features in the magazine.

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 2017, MDA provided more than \$1.25 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.

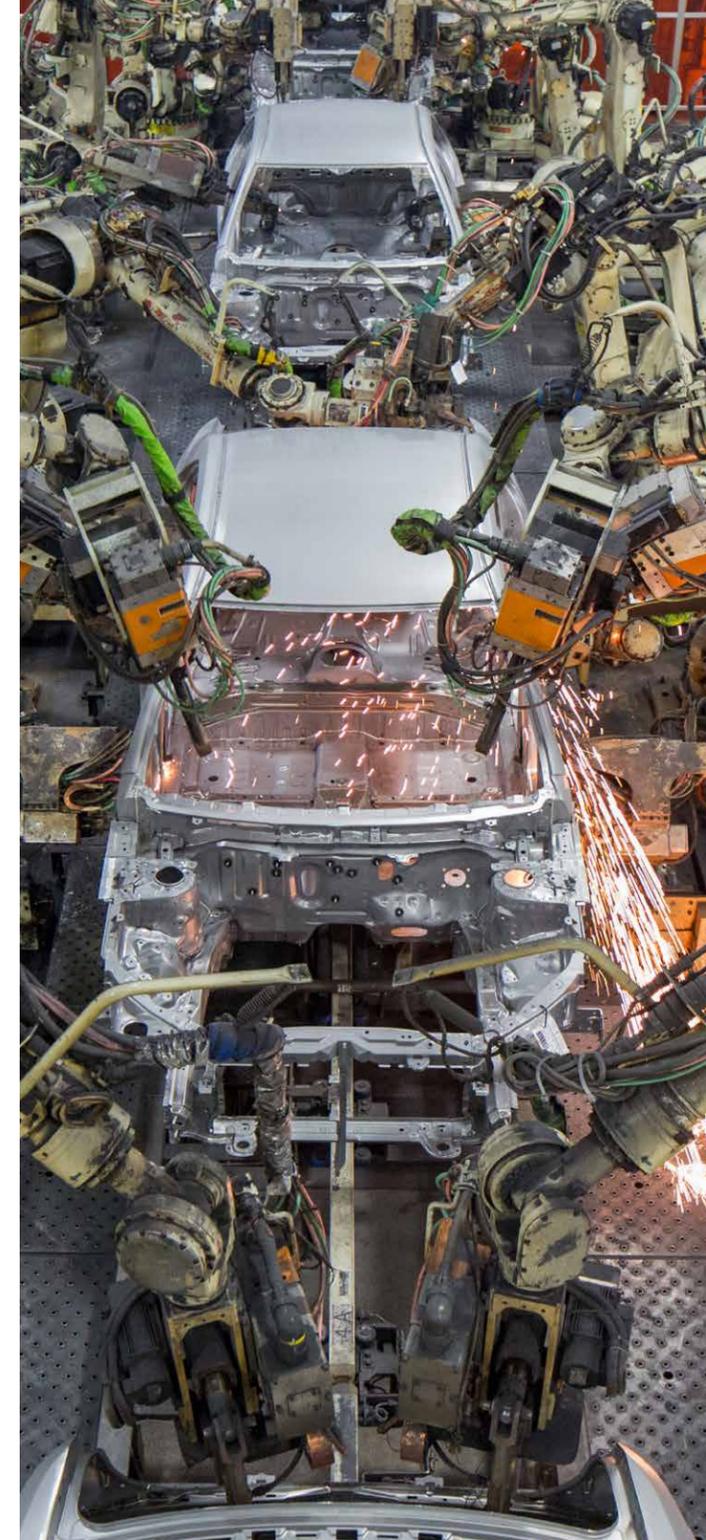
These funds are made possible in part by the Mississippi Works Fund, signed into law by Gov. Phil Bryant in 2016. The fund allocates \$50 million over 10 years for workforce training. The legislation also prepares more Mississippians for in-demand careers. Seventy-five percent of the funds are allocated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

In 2017, MDA provided \$589,000 in Workforce Training Funds to assist the following:

- Three Rivers Planning and Development District – Intuitive Surgical
- South Delta Planning and Development District – Robinson Electric
- East Central Community College - Winston Plywood
- Northwest Mississippi Community College – Crown Beverage Company
- East Central Community College – Biewer Lumber
- South Mississippi Planning and Development District – Nelson Wholesale
- Mississippi Delta Community College – USG and others
- Three Rivers Planning and Development District - View
- Itawamba Community College – F.L. Crane and others
- Northwest Community College – Sephora
- Three Rivers Planning and Development District – AmerisourceBergen

In 2017, MDA provided \$669,751 in Mississippi Works Funds to assist the following:

- Three Rivers Planning and Development District – Furniture Academy
- Mississippi State University – Engineering Programs
- Mississippi Gulf Coast Community College – Northrup Grumman





TAKE FLIGHT

www.mississippi.org/aerospace

The aerospace industry is taking flight in Mississippi. Competitive operating costs, minimal tax burden, easy access to U.S. and international markets and proximity to critical military installations make the decision to locate in the state an easy one. Some of the world's leaders in aerospace, such as Stark Aerospace, GE Aviation and Lockheed Martin benefit from the state's business advantages. Learn how Mississippi can help you take flight.

MISSISSIPPI
AEROSPACE



MARKETING AND COMMUNICATIONS

The Mississippi Development Authority's Marketing and Communications Division promotes the state's business and tourism assets domestically and internationally. These marketing efforts assist with the agency's job recruitment, retention and expansion strategy and attract visitors to the state, helping grow the state's tourism industry.

Public relations, marketing, branding, social media, event planning, graphic design, website management and advertising collaborate under the Marketing and Communications banner to promote the state's capabilities and resources.

In FY 2017, the division represented Mississippi at two of the world's largest aerospace events, the Farnborough Airshow in the United Kingdom and the Paris Air Show in France. MDA led a delegation of economic development professionals and corporate partners to the week-long event to promote the state's abundant aerospace capabilities, including the growing sector of unmanned systems.

The unmanned maritime systems sector moved forward with the creation of the Governor's Ocean Task Force, announced at an event on the Mississippi Gulf Coast in June 2017. The event was supported by the division's Public Relations Bureau. Speakers at the event included Gov. Phil Bryant, Sen. Roger Wicker and Navy Rear Adm. Tim Gallaudet. The Task Force will provide recommendations of how the state can facilitate the necessary workforce training to support the unmanned maritime systems industry.



Gov. Phil Bryant announces the creation of the Ocean Task Force during a ceremonial executive order signing in Gulfport.

The division supported two major bicentennial events during FY 2017, including the two-day Mississippi Bicentennial Celebration South and Governor's Concert in Gulfport, which drew an estimated crowd of 25,000. The Bicentennial Celebration North, held June 24 in Oxford, featured performances by Marty Stuart, Mac McAnally and many other Mississippi artists.

An important tool promoting the state's business and tourism assets is the agency's use of social media, including Facebook, Twitter, LinkedIn and Instagram.

<p>mississippi development authority</p> <p>MISSISSIPPI</p> <p>MISSISSIPPI.ORG</p> <p>321,273 VISITORS</p> <p>228,942 NEW VISITORS</p> <p>106,642 INT. VISITORS</p> <p>f 33,318 LIKES</p> <p>t 20,629 FOLLOWERS</p> <p>i 211 FOLLOWERS</p> <p>in 3,073 FOLLOWERS</p>	<p>VISIT MISSISSIPPI</p> <p>VISITMISSISSIPPI.ORG</p> <p>769,721 VISITORS</p> <p>608,779 NEW VISITORS</p> <p>24,989 INT. VISITORS</p> <p>f 140,971 LIKES</p> <p>t 28,102 FOLLOWERS</p> <p>i 13,489 FOLLOWERS</p> <p>p 4,042 FOLLOWERS</p>
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Promoting the state's tourism assets is an important part of the MDA Marketing and Communications Division's mission. In FY 2017, the team kicked off the "Like a Local" campaign with Visit Mississippi. This campaign included a series of videos showcasing local attractions and communities in different regions of the state. This campaign received an American Advertising Federation ADDY Award in February 2017.

COMMUNITY SERVICES

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

SUCCESS STORIES

Emilia Resources, LLC, is a wholly owned subsidiary of Emilia Cosmetics, a global, full-service manufacturer and distributor of branded and private-brand health and beauty products. The company expanded operations by upgrading its manufacturing facility in DeKalb. The renovation added approximately 30 jobs, with current employment totaling 130. Rural Impact Funds in the amount of \$100,000 were used for building rehabilitation and investments in new equipment, allowing for growth in manufacturing capacity.

Niagara Bottling, LLC, is the nation's largest private-label beverage supplier. The company located operations in an existing building in the Chickasaw Trail Industrial Park in Marshall County. A \$400,000 grant to the county from the Mississippi Development Infrastructure Program enabled water improvements at the facility. A Mississippi Development Infrastructure Program award was combined with a \$200,000 Appalachian Regional Commission grant. The company committed to create 38 new full-time jobs and invest \$78 million in land, building, machinery and infrastructure improvements.

Mueller Industries is a global manufacturer and distributor of premium copper tube and pipe for plumbing, air conditioning, refrigeration, medical gas and other applications. The company expanded existing operations in Itawamba County, becoming the company's largest facility in North America. Community Development Block Grant funds in the amount of \$538,000 were used for publicly owned site preparation and infrastructure improvements. The company committed to invest \$8 million in the construction of a warehouse and create 25 new full-time jobs, with 51 percent being made available for low- to moderate-income individuals.

COMMUNITY SERVICES DIVISION PROGRAM HIGHLIGHTS FY 2017

PROGRAM	AWARDS	TOTAL FUNDS AWARDED
Community Development Block Grant	54	\$24,019,433
Capital Improvements Revolving Loan Fund Program	8	\$3,645,636
Rural Impact Fund Program	3	\$249,927
Small Municipalities and Limited Population Counties Grant Program	18	\$2,525,577
Mississippi Development Infrastructure Program	9	\$3,524,000

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 helps identify joint venture and subcontracting openings and offers technical and financial assistance to help these businesses successfully compete for federal, state, local government and commercial contracts.

The division offers programs, workshops and conferences throughout the state to increase the competitiveness of minority- and women-owned businesses. The Model Contractor Development Program teaches best practices to small contractors and businesses in Mississippi to improve their operations and increase bonding capacity. In FY 2017, workshops were held in Jackson and Gulfport with eight to 10 weeks of instruction. To date, 851 participants from more than 15 cities in the state have graduated from this program.

Additional events and workshops in FY 2017 sponsored by the division include:

- Understanding Government Procurement Codes, held in Greenville
- ABCs of Contracting with Columbus Air Force Base, held in Meridian
- Small Business Contracting Seminar, held in Vicksburg
- Mississippi Lien Law workshop, held in Biloxi
- Contractor License Readiness workshop, held in Columbus

All events sponsored or held by the Minority Small Business Development Division are focused on enhancing economic development throughout the state. By providing technical and financial assistance to disadvantaged business enterprises, MDA helps these businesses successfully compete for contracts.

GOVERNMENT PROCUREMENT OPPORTUNITIES CONFERENCE

MDA's 2017 Government Procurement Opportunities Conference and Trade Fair was held May 16 at the Mississippi Coast Coliseum and Convention Center in Biloxi. The event promoted the creation of partnerships and strategic alliances to make Mississippi businesses more competitive. More than 400 people and 86 exhibitors participated in the conference, including state and federal government agencies and defense contractors.

SUCCESS STORIES

Painting Plus, LLC, in Jackson is owned and operated by Tonya Ham and her father, M.C. Miller. In January 2017, the father-daughter duo started their business, which is a newly certified Disadvantaged Business Enterprise. The firm also is certified as a Minority-Owned Business and a client of the Mississippi Procurement Technical Assistance Program. Painting Plus, LLC, offers services such as painting and wall covering, drywall, flooring and other interior finishing work.

Ham and Miller participated in the Model Contractor Development Program and the Business Development Workshop in Yazoo City in 2016. Ham says these programs were instrumental in helping the company grow and compete for contracts. Painting Plus, LLC, has completed projects throughout Mississippi and Louisiana, providing services for Alcorn State University, Hinds Community College and Naval Air Station Meridian. As a small business, the firm looks to be a positive influence within its community. Painting Plus, LLC, gives back by employing people within its community.

Jackson-based **Griffin Group Construction** is owned and operated by Anthony Griffin, Sr., a licensed residential general contractor interested in expanding the services of his company to include asbestos removal. A graduate of the Model Contractor Development Program, Griffin recognizes the value the training has given his growing company.

"I've been a residential contractor for more than 10 years," he said, "and I was not even aware of the opportunities that were available to me before I participated in this class, not to mention all of the assistance I could have gotten to build my company."

- Anthony Griffin, Sr.
Griffin Group Construction

FINANCIAL RESOURCES

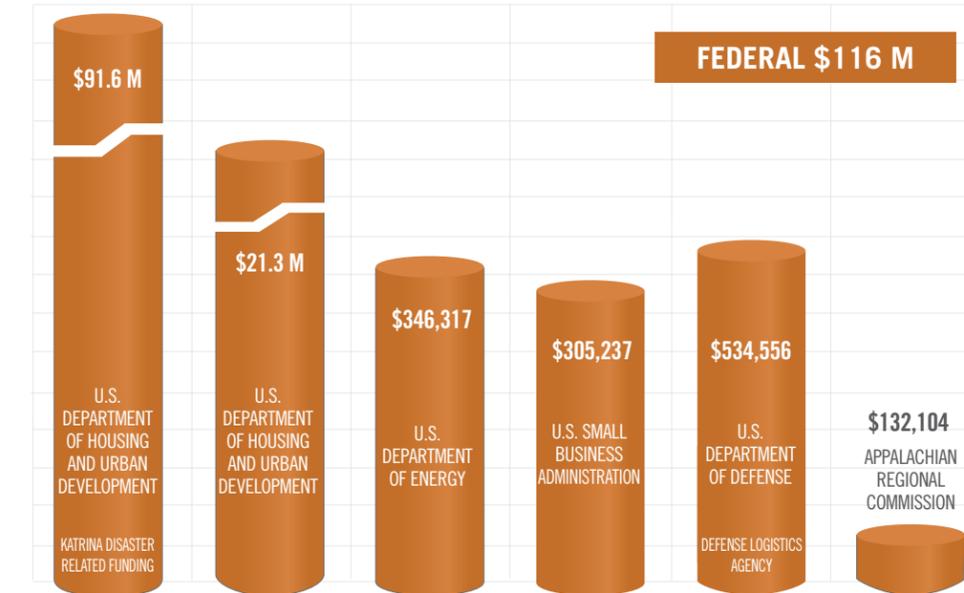
MDA's Financial Resources Division provides technical assistance for the various business incentive programs available in Mississippi, and administers many of the financing and incentive programs Mississippi offers new and expanding businesses in the state.

The division provides guidance to agency staff and other economic development professionals, as well as to 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 investment. 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

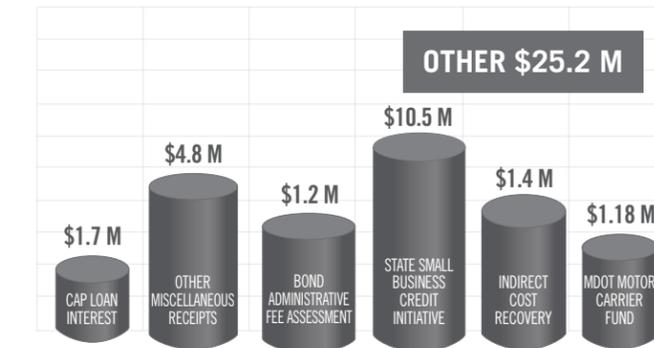
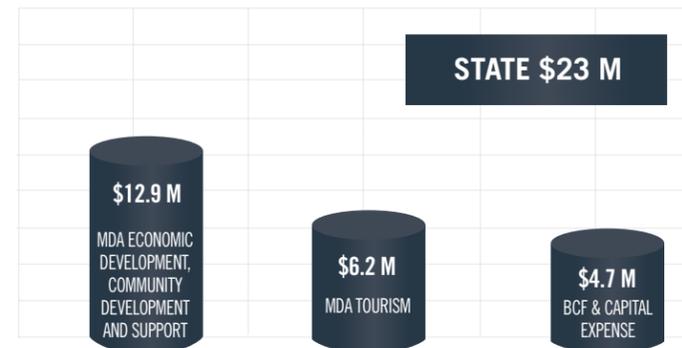


SOURCE OF FUNDING



TOTAL FY 2018 INCOME

\$160.7 MILLION





mississippi development authority

MISSISSIPPI

mississippi.org



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Produced by the MDA Marketing and Communications Division