



FISCAL YEAR

2019

ANNUAL REPORT



NORTHROP GRUMMAN CORPORATION GLOBAL HAWK DRONE - MOSS POINT



CONTINENTAL TIRE - BOLTON

OUTLOOK POINT - MADISON



DIRECTOR'S MESSAGE



Glenn McCullough, Jr.
Executive Director
Mississippi Development Authority

Mississippians are winning, making Fiscal Year 2019 one of the best ever for our state. Thanks to teamwork, our state won 53 economic development projects, which helped put a record number of Mississippians on career paths earning higher incomes.

In Mississippi, we win with people. Governor Phil Bryant, the state Legislature and MDA's economic development partners throughout the state play as one team, creating an environment that attracts private capital investment, giving Mississippians a job with a career path to a higher quality of life.

MDA is committed to excellence, working as a team with all our partners to accelerate the growth of Mississippi's economy.

Winning with people means we will unite employers, educators and economic development partners to educate, train and develop Mississippians for the careers of the future, giving companies a workforce advantage in a highly competitive global economy.

MDA's Aspire Mississippi program aligns with our Site Development Grant Program in the leadership = community development = economic development model of local leaders developing their counties for economic development.

Governor Bryant, Lieutenant Governor Tate Reeves, House Speaker Philip Gunn, our Legislature and economic development partners have worked as one team so that all Mississippians win. We share a strong faith for future economic development wins in 2020 as we move together forward.

A handwritten signature in black ink that reads "Glenn McCullough, Jr." in a cursive script.

- Glenn McCullough, Jr.

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1
FISCAL YEAR

2019

YEAR IN
REVIEW

Q1

JULY - SEPTEMBER 2018

Franklin Corporation, one of the largest privately owned furniture manufacturers in the U.S., announced the company was expanding in Houston. The expansion, a \$2.731 million corporate investment, added a 60,000-square-foot, state-of-the-art raw materials warehouse and will create 60 new jobs.

Contract sheet metal fabricator **Hawkeye Industries** announced the company was expanding in Tupelo. The expansion accommodates increased production demand for the company's core business technologies, as well as its entrance into the high-volume laser processing of tubing market. The project is a \$3 million corporate investment that created 10 jobs.

SMW Manufacturing announced the company was expanding operations in Lafayette County to support the company's new contracts, as well as its rapid growth in North Mississippi. With experience in cold forming and machining space, SMW manufactures components for the heavy truck, automotive, mining, construction and industrial markets. The project is a \$4 million corporate investment that created 25 jobs.

ACCO Brands, one of the world's largest suppliers of branded school, office and consumer products and print finishing solutions, announced it was increasing manufacturing capacity in Booneville to begin production of paperclips. The expansion is a \$944,300 corporate investment that created 29 jobs.

Vertex Aerospace named its Madison location as the company's new corporate headquarters. A former subsidiary of L3 Technologies, Vertex is a leading provider of specialized aerospace and sustainment

and support services. The announcement represents a \$1.42 million corporate investment that created 70 new jobs.

Refrigeration manufacturing company **Master-Bilt** announced it is growing its New Albany operations to manufacture more refrigerated cabinets. The expansion added two production lines, which increased cabinet production volume by 25 percent. The project is a \$1 million corporate investment that created 30 jobs.

Crop protection company **Nufarm** announced the company was locating operations in Greenville. The company's products help farmers protect their crops against damage caused by weeds, pests and disease. The project is a \$20 million investment that created 68 jobs.

Unified Brands, commercial equipment manufacturer, announced the company was expanding in the state by relocating its operations from Byram, where it reached full capacity, to Vicksburg. In addition to the 175 jobs transferring to Vicksburg, Unified Brands also created 250 new jobs. The project is a \$9.5 million corporate investment.

Mueller Industries cut the ribbon on the company's new warehousing and distribution operations center in Fulton. The company manufactures and distributes plumbing, HVAC, refrigeration and industrial products, including tubes, fittings and valves. The company chose to expand in Fulton by adding a distribution facility adjacent to its manufacturing facility to help meet increased consumer demand. The project is a \$3.83 million corporate investment that created 60 new jobs.

Sephora, global beauty retailer, opened a new distribution operations facility in Olive Branch. The new facility is the fourth distribution center for Sephora in the U.S., providing an estimated 400 jobs in DeSoto County.

Traxys Comets Processing, Inc., located operations in Burnsville at the Yellow Creek Port. The company constructed a new facility consisting of 105,000 square feet of manufacturing space, as well as office space. There, the company produces alloying agents for the molten metal treatment of aluminum and steel. The project is a \$10 million corporate investment that created 25 jobs.

North MS Tool, Inc., expanded its operations by relocating from Booneville to Ripley. The project is a \$700,000 corporate investment

and creates 10 jobs. The company, which specializes in tool and die manufacturing for customers such as Winchester, Plumrose, American Pipe, SMW and CECA, is relocated to better serve its customers.

Hunter Engineering, a leader in wheel alignment and wheel balancing systems, tire changers, brake service equipment, alignment lifts and inspection lanes, announced the company was expanding by constructing an addition of approximately 85,000 square feet to accommodate increased manufacturing, painting and shipping operations. The expansion also included a 500-square-foot workforce training area to support continuous employee development. The project is an \$8 million corporate investment that created 60 jobs.

Q2 ***OCTOBER – DECEMBER 2018***

Tier 1 automotive supplier **Auto Parts Manufacturing Mississippi** announced the company was increasing production in Lee County. APMM produces stamped auto parts, body weld parts and plastic parts. The company's expansion accommodated increased production for the 2019 Toyota Corolla, which is produced at Toyota Mississippi in Blue Springs. APMM, which is owned by Toyota Auto Body Co., LTD, retooled its facility and invested in workforce training. The project is a \$100 million corporate investment that created 50 jobs.

Commercial kitchen equipment manufacturer **Nokomis** announced the company was expanding in De Kalb to accommodate an increase in production. Nokomis added production of kitchen equipment that was over-committed at other locations and increased the production of equipment already manufactured in De Kalb. The company also will maintain operations at its current location. The project is a \$600,000 corporate investment that created 12 jobs.

SaviLinx, a contact center specializing in customer service, business process outsourcing and technical support, expanded its contact center operations in Hattiesburg. The project represents a corporate investment of approximately \$354,000, and it created 231 jobs in addition to the 260 the company had before the expansion.

Ajinomoto Foods North America announced the expansion of its Oakland operations. The company manufactures and markets high-quality specialty frozen foods for consumers, commercial restaurants and foodservice operations. The company added more freezer space, as well as a 60,000-square-foot warehouse for inventory storage. The project is a \$22 million corporate investment that created 76 jobs.

Abby Manufacturing, manufacturer of steel and aluminum products, expanded its operations in Walnut. The expansion, the company's second of 2018, is a \$1.4 million corporate investment that created 10 jobs, increasing Abby Manufacturing's employment in Tippah County to approximately 140 workers.



JACKSON CONVENTION COMPLEX - JACKSON

Biewer Sawmill-Newton, LLC announced the expansion of its state-of-the-art sawmill in Newton to increase its mill production by more than 100 million board feet per year. The project is a \$40 million corporate investment that created 45 jobs.

Emilia Resources, manufacturer of over-the-counter cosmetic and personal-care products, expanded for the second time in just over a year in De Kalb. The expansion increased Emilia Resources' manufacturing capacity and involved an investment in new equipment and a 21,000-square-foot addition to the company's existing facility. The project is a \$1 million corporate investment that created 27 jobs.

Sutter Street Manufacturing, a wholly owned subsidiary of specialty home furnishings retailer Williams-Sonoma, Inc., expanded its upholstered furniture manufacturing operations by opening a facility in Baldwin. The company produces handcrafted upholstered furniture for Williams-Sonoma, Inc., brands including Pottery Barn, Pottery Barn Kids, Pottery Barn Teen, West Elm and Williams-Sonoma Home. The project created 350 jobs.

DMC Power, manufacturer of connection systems for transmission, distribution, substation and industrial projects, expanded its manufacturing and distribution operations to Olive Branch. The expansion included converting the 168,000-square-foot Nissan distribution facility to a large-scale connector manufacturing center. The project is an \$8 million corporate investment that created 125 jobs.

Blauer Manufacturing, maker of clothing and protective wear for police officers, firefighters and public safety officials, expanded its operations in North Mississippi to accommodate an increase in product demand. Blauer moved from Lafayette County to the facility formerly occupied by Batesville Casket Company in Batesville. Blauer, which employed about 150 workers in Lafayette County, relocated the existing jobs to Batesville and created 125 additional jobs. The project is a \$2.4 million corporate investment.

Amazon announced the company was locating a consumer goods fulfillment center in Marshall County, creating 850 jobs. The company is making improvements to a 554,000-square-foot building in the Chickasaw Trail Industrial Park.

Q3 JANUARY – MARCH 2019



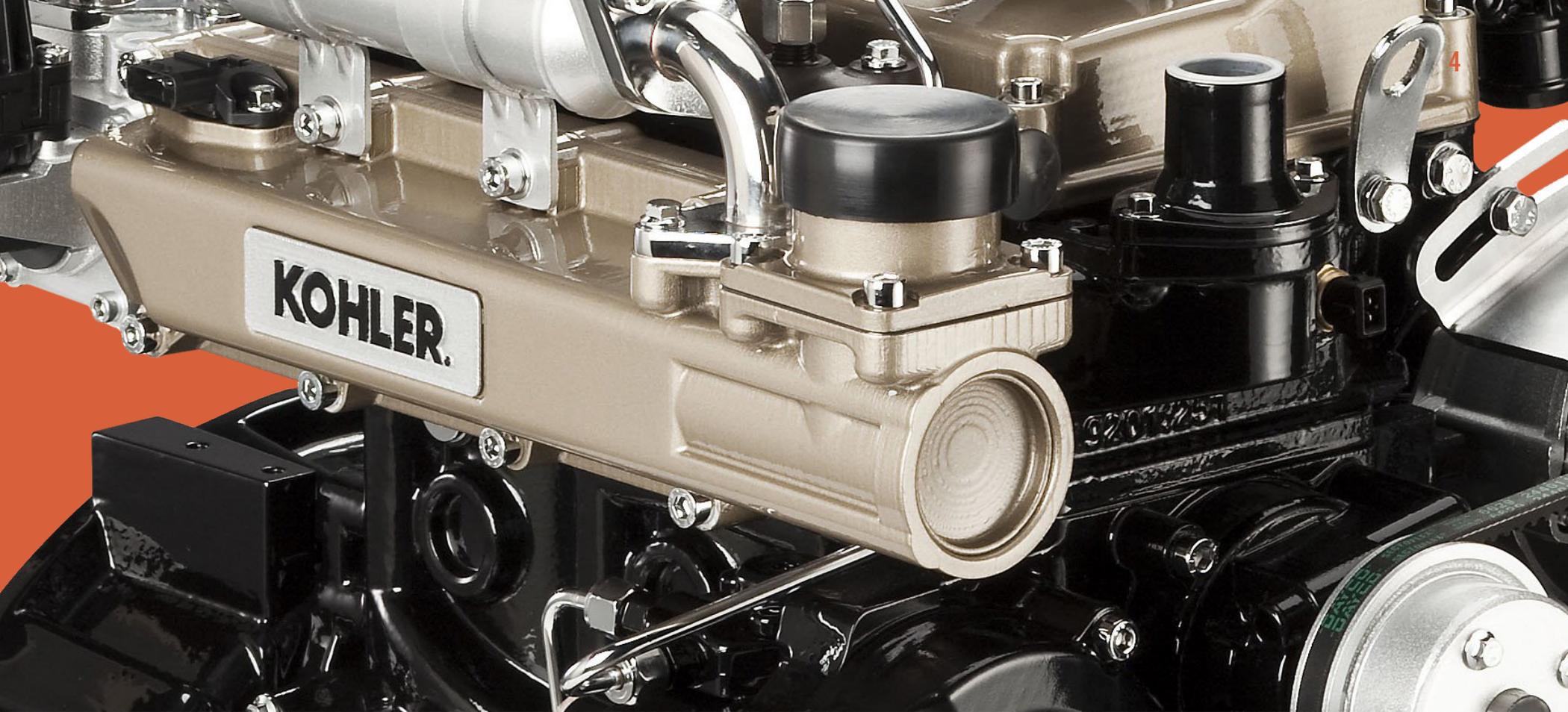
GRAND GULF NUCLEAR STATION - PORT GIBSON

Specialty foam manufacturer **Elite Comfort Solutions** announced the company was increasing production in Verona. Elite Comfort Solutions' \$1.9 million corporate investment supports the production of mattresses that are competitive in the "bed-in-a-box" market. The mattresses will be compressed and shipped from the company directly to its customers. The project created 65 jobs.

Entergy Nuclear announced the expansion of its operations and workforce in Mississippi, creating 70 new jobs at its Grand Gulf Nuclear Station in Port Gibson and more than 250 new jobs at its Jackson-based headquarters. Since 2017, Entergy Corporation has created approximately 170 jobs at Grand Gulf. The addition of the 70 new jobs brings the nuclear station's employment to approximately 890 workers. Additionally, Entergy is upgrading equipment at Grand Gulf.

Corelle Brands LLC, a leading American manufacturer and marketer of houseware brands such as Pyrex, Snapware and Corelle, announced it would be moving a portion of its manufacturing and distribution operations to Marshall County. The project is a \$27.7 million corporate investment that will create 400 jobs by June 2020.

HomeStretch Furniture, an upholstered reclining furniture manufacturer, announced the company was expanding in Nettleton. HomeStretch's expansion accommodates an increase in consumer demand. The project involved the construction of an approximately 100,000-square-foot addition, as well as the installation of new equipment, at the company's existing location. The project is a \$500,000 corporate investment that created 71 jobs.



Baxter International, manufacturer of critical care, nutrition, renal, hospital and surgical products, announced the expansion of its operations in Cleveland. The project represents a \$49 million corporate investment that created 70 jobs.

Liquid fertilizer manufacturer **Vicksburg Plant Food** announced the expansion of its operations in Vicksburg to accommodate an increase in consumer demand and a new contract. The company's expansion included the addition of two new tanks to support its manufacturing and distribution operations. The project is a \$20 million corporate investment that created 20 jobs.

Krone, a worldwide leader in the manufacturing and distribution of hay and forage equipment, announced the relocation of its North American headquarters and parts distribution operations from Memphis to Olive Branch. The company is investing \$1.5 million and moving 45 jobs to the North Mississippi location.

Global manufacturing technology leader **ABB** announced it is expanding its advanced manufacturing operations in Senatobia. The project is a \$36 million corporate investment that is creating 50 new jobs. The company is constructing a 200,000-square-foot addition to support its growth. The expansion also will enable the company to fill 150 of the remaining 300 jobs announced in 2016.

Kevin Charles Fine Upholstery announced the company was expanding in New Albany to meet an increased demand for the company's exclusive line of furniture. The project is a \$2.54 million corporate investment that created 30 jobs.

KOHLER Engines, a leading manufacturer of industrial gasoline and diesel engines, is growing its manufacturing operations in Hattiesburg. The project marks a significant corporate investment and will create 250 jobs over the next two years as the company ramps up production at its new facility.



MISSISSIPPI GOVERNOR PHIL BRYANT
CONTINENTAL TIRE - BOLTON

Scotland-based mining equipment manufacturer **The Weir Group** announced the expansion of its Newton manufacturing facility. The company invested \$15 million in the project and created 150 new jobs as part of a total \$50 million investment plan. When the investment plan is complete, employment will reach more than 400 workers, a 60 percent increase from 2016.

Blue Ridge Foods, producer of high-quality meat products, announced the company was locating a beef warehouse and distribution facility in Greenwood. The project is a \$2 million corporate investment that created 20 jobs.

General Atomics Electromagnetic Systems announced it would increase its manufacturing capacity in Shannon to accommodate the addition of a new product line. General Atomics' expansion, the 11th in 14 years, enables the company to increase some of its most advanced defense manufacturing operations in the U.S. This project will add a new 100,000-square-foot facility to General Atomics' existing 552,000 square feet of production space in the Tupelo Lee Industrial Park South in Shannon. The project is a \$50 million corporate investment and will create 75 jobs over five years.

Q4

APRIL – JUNE 2019

Mississippi-based coffee roaster **Southern Coffee Services** announced the expansion of its operations in Lexington. Southern Coffee Services is expanding into a facility in Holmes County that will enable future growth, as well as the development and training of its workforce. The new location will serve as the company's roasting and distribution center. The project is a \$2 million corporate investment creating 55 jobs.

Engineering services company **Hyperion Technology Group, Inc.**, announced the expansion of its operations in Tupelo. The company provides custom electronic systems, such as embedded systems, signal processing, intelligent power and control systems, to government and industry consumers around the world. Hyperion moved from its 11,000-square-foot facility to a 48,000-square-foot facility to accommodate its rapid growth. The project is a \$500,000 corporate investment that created 25 jobs.

Social enterprise technology company **PeopleShores** announced the addition of 175 new jobs at its facility in Clarksdale. The company, which located to Clarksdale in January, initially created 25 jobs and plans to invest an additional \$500,000 in the operations through 2020.

In June, **Area Development** magazine awarded Mississippi a Gold Shovel – the publication's highest honor – for excellence in economic development. Its second Gold Shovel in three years, Mississippi was one of only six states to receive the coveted award. The diversity of projects in manufacturing and related sectors – from poultry processing to automotive to Amazon – surged Mississippi ahead of its competitors.



RELATIVITY - JOHN C. STENNIS SPACE CENTER, HANCOCK COUNTY

Plastic housewares manufacturer **United Solutions** announced it is increasing production in Sardis to meet the demands of two additional product lines. At its manufacturing facility, the company is investing in new equipment and building renovations. United Solutions also is purchasing a warehouse in Sardis to free up space currently being used for storage in its manufacturing facility. The project is a \$9.5 million corporate investment that will create 50 jobs.

Shipbuilder **VT Halter Marine, Inc.** announced an expansion in Pascagoula to accommodate a new contract with the U.S. Coast Guard. The \$745 million contract is for the design and construction of a Polar Security Cutter, the first U.S. Coast Guard heavy icebreaker constructed in the last four decades. VT Halter Marine's \$37.5 million corporate investment includes the rehabilitation and modernization of the company's Pascagoula shipyard. The project will create 900 jobs over the next five years.

Aerospace company **Relativity Space** announced it is expanding its rocket component production and rocket engine testing operations at NASA's John C. Stennis Space Center in Hancock County. This includes the expansion of Stennis Space Center's E4 Test Complex with a build-out of four additional upgraded test cells. Relativity Space also has secured an agreement with NASA for an exclusive lease of building 9101, a 220,000-square-foot facility with an 80-foot-high bay and strong industrial capability. This will enable the company to build its patented autonomous rocket factory in Hancock County and integrate its production and testing operations into one space. The project is a \$59 million corporate investment that will create 190 jobs, increasing employment at Relativity's Stennis Space Center site to 200 workers.

Humic Growth Solutions, producer of certified organic humate products for the agriculture industry, announced it is locating manufacturing and distribution operations in Sardis. The company is locating its newest operations in the Sardis Industrial Park, where the company plans to expand a 65,000-square-foot facility by constructing a 6,000-square-foot addition. The project is a \$7.99 million corporate investment that will create 25 jobs.

Upholstered furniture manufacturer **Behold Washington** announced the expansion of its operations in Pontotoc. The company is expanding into a facility adjacent to its main plant. The project is a \$400,000 corporate investment that will create 20 jobs.

GLOBAL RECRUITMENT

MDA's Global Recruitment Division collaborates with economic developers and regional and local officials throughout the state to recruit industry-leading companies to Mississippi. This division assists with locating sites, securing environmental permitting and establishing top-quality workforce training programs.

In FY19, the Global Recruitment Division's efforts to attract new business and industry to the state resulted in \$282 million in new corporate investment and created 1,618 new jobs for Mississippians.

SUCCESS STORIES

In December 2018, **Amazon** announced it would be locating a new consumer goods fulfillment center in Marshall County. This was the company's first business venture in Mississippi, and it will create 850 full-time jobs. Amazon is making improvements to a 554,000-square-foot building in the Chickasaw Trails Industrial Park. MDA assisted with building construction and road improvements.

Crop protection company **Nufarm** announced in August 2018 that it would locate manufacturing operations in Greenville. Nufarm will invest \$20 million in the project and create 68 jobs. The company will manufacture crop protection products for its customers throughout the Southeast. These products help farmers protect their crops against damage from weeds, pests and disease. MDA assisted with construction of a rail line.

In June 2018, **Corelle Brands, LLC**, a leading manufacturer and marketer of houseware brands, announced it would move a portion of its manufacturing and distribution operations to Marshall County. The company will manufacture its stackable high-end, compartmental Snapware products and lids for Pyrex and Corningware. The Marshall County facility also will serve as a central location for distribution of Corelle's products. The project is a \$27.7 million corporate investment and will create 400 jobs. MDA assisted with equipment relocation and installation, infrastructure improvements and workforce training.

TRADE BUREAU

PETER CHEN AND GLENN MCCULLOUGH, JR.,
TAIWAN LETTER OF INTENT SIGNING - JACKSON

The International Trade Bureau helps Mississippi companies improve their business prospects internationally. The bureau's staff provides international business training and technical export assistance and also sponsors a variety of international trade missions.

In calendar year 2018, Mississippi exported more than \$11.6 billion in goods and services to 178 countries, supporting 54,103 direct jobs and 108,206 indirect jobs.

SUCCESS STORIES

Blauer Manufacturing of Batesville produces law enforcement, public safety, EMT/EMS, firefighter and military apparel and accessories and chemical and biological HAZMAT suits. Blauer has joined MDA at trade events, taking advantage of the STEP grant by participating in business development missions to Panama, Colombia, Morocco and Israel. The efforts of the MDA Trade Office and the assistance provided through the STEP grant have enabled Blauer to identify distributors during the business development missions to these countries.

Hyperion Technology Group, Inc., of Tupelo is an engineering services company that provides technology and development support to both government and industry around the world. The efforts of the MDA Trade Office and the STEP grant have enabled Hyperion to penetrate markets such as Switzerland, Austria, United Kingdom, Ireland and Israel, resulting in new clients and sales.

MISSISSIPPI'S TOP 10 EXPORT COUNTRIES AND VALUES

| | |
|----------------|------------------|
| 1. CANADA | \$ 2.229 BILLION |
| 2. MEXICO | \$ 1.170 BILLION |
| 3. PANAMA | \$ 1.034 BILLION |
| 4. CHINA | \$ 637 MILLION |
| 5. JAPAN | \$ 525 MILLION |
| 6. BELGIUM | \$ 512 MILLION |
| 7. NETHERLANDS | \$ 492 MILLION |
| 8. HONDURAS | \$ 482 MILLION |
| 9. BRAZIL | \$ 418 MILLION |
| 10. GUATEMALA | \$ 376 MILLION |

EXISTING INDUSTRY AND BUSINESS

MDA's Existing Industry and Business Division assists Mississippi's existing companies as they grow within the state and also helps to establish start-ups. The goal of these efforts is to boost the economy by generating capital investment and jobs.

In FY19, MDA-assisted expansion economic development projects generated approximately \$767.5 million in new investments and created 4,786 jobs.

SUCCESS STORIES

In August 2018, **Unified Brands** announced its expansion in Vicksburg. The project represents a \$9.5 million capital investment and is creating 250 new jobs. The company is a leader in professional food equipment design and manufactures and services products that include cooking equipment, refrigeration systems, ventilation and utility distribution systems and meal delivery systems. MDA provided assistance for equipment relocation and workforce training.

In December 2018, **Williams-Sonoma, Inc.**, announced it would expand its upholstered furniture manufacturing operations, Sutter Street Manufacturing, to Baldwin. The company will hire 350 employees to produce handcrafted upholstered furniture for Williams-Sonoma brands, including Pottery Barn, Pottery Barn Kids, Pottery Barn Teen, West Elm and Williams-Sonoma Home. MDA provided assistance for improvements and workforce training.

VT Halter Marine, Inc., announced in May 2019 that it would expand its operations in Pascagoula to accommodate a new contract with the U.S. Coast Guard. The company will design and construct a Polar Security Cutter, which will be the first heavy icebreaker constructed for the Coast Guard in the last 40 years. VT Halter Marine will invest \$37.5 million in the project and create 900 jobs. MDA assisted with the construction of a dry dock and workforce training.

MISSISSIPPI NEW & EXPANDING INDUSTRIES FY19



MORE THAN
\$707.7 MILLION
PRIVATE CAPITAL INVESTMENT



5,604
JOBS





VISIT MISSISSIPPI

DOUBLE DECKER ARTS FESTIVAL - OXFORD

Mississippi boasts tourism assets that attract visitors from around the world. These include the state's unique cultural, culinary, historical, musical and natural resources, as well as an abundance of outdoor recreational opportunities. In FY2019, these assets contributed \$6.6 billion to the state's tourism industry.

FY19 TOURISM HIGHLIGHTS

- A total of **24.6 million** visitors traveled to Mississippi in FY19.
- Visitor expenditures throughout Mississippi's 82 counties totaled **\$6.6 billion**.
- Travel and tourism were responsible for **\$410 million in General Fund revenues**.
- Tourism accounted for an estimated **91,400 direct jobs** in Mississippi.
- Tourism accounted for a **direct annual payroll of \$2 billion**.
- Tourism remained Mississippi's **fourth-largest private-sector employer** and one of the state's largest export industries.
- In FY19, Visit Mississippi Welcome Centers served more than **1.92 million** visitors, of which more than **46,500** were international travelers.

MISSISSIPPI TRAILS PROGRAMS

Mississippi's Trails Programs have become highlights of the state's tourism industry. Traveling visitors from around the world following in the footsteps of some of the most notable individuals in history, including musicians, authors and key figures from the Civil Rights era. The state's four cultural trail networks are the Mississippi Blues Trail, Mississippi Freedom Trail, Mississippi Country Music Trail and the newest program, the Mississippi Writers Trail. The Writers Trail celebrates the state's distinguished and talented authors. These trails tell authentic stories that depict the ways in which Mississippi has influenced the world.

In FY19, Visit Mississippi and the Mississippi Blues Commission unveiled five new blues markers, bringing the total to 205 markers placed throughout the state.

Additionally, the Mississippi Writers Trail placed its inaugural marker in Jackson. The Writers Trail is an initiative of the Mississippi Arts Commission, in partnership with the Community Foundation for Mississippi, Mississippi Book Festival, Mississippi Humanities Council, Visit Mississippi, Mississippi Department of Archives and History and the Mississippi Library Commission. The Mississippi Writers Trail kicked off during the 2018 Book Festival with mock unveilings of markers for Eudora Welty and Jesmyn Ward. Eudora Welty's marker was placed at the author's home, Welty House and Garden, in Jackson in September 2018.

The Mississippi Writers Trail also received the first Director's Grant from the National Endowment of the Humanities and a grant from the Mississippi Delta National Heritage Area.

TOURISM DEVELOPMENT

In FY19, Visit Mississippi continued its campaign to promote cycling by recognizing the significant bicycle tourism opportunities throughout the state. For the past four years, Visit Mississippi has attended the National Bicycle Tourism Conference where team members have promoted Mississippi's bicycle trails and events.

Visit Mississippi, along with partners from Coastal Mississippi, Visit Jackson, Visit Oxford and Visit Hattiesburg, returned to Atlanta for the Atlanta Food and Wine Festival. Each organization chose chefs from their community that exemplify the reason Mississippi is one of the top culinary destinations in the Southeast. The chefs participated in the festival's opening reception, taught a class and prepared food and drinks for the Tasting Tents. Festival attendees voted Beau Rivage Chef Kristian Wade and his Landmass Burger as the "Best of the Fest" award winner.

MISSISSIPPI FILM OFFICE

Film and television productions continued the momentum of FY18 with the production of the third season of HGTV's hit show "Home Town" (Laurel), independent documentary "Little Brother of War" (Choctaw) and the genre feature film "Hallowed Ground," which is produced by Hattiesburg filmmaker Miles Doleac.

In April 2019, the Mississippi State Legislature amended the Mississippi Motion Picture Incentive Program, re-instating the 25 percent rebate on non-resident payroll. Inquiries and filmed productions have steadily increased throughout the state, including the filming of a portion of NBC Universal's new series "Bluff City Law" and the only official documentary about William Faulkner, "The Past is Never Dead" (both filmed in Oxford), Tate Taylor's comedy-drama "Breaking News in Yuba County" and partial photography for "Fantasy Island" (Natchez), the fourth season of HGTV's "Home Town" and another feature from Miles Doleac, "The Dinner Party" (Hattiesburg). Several productions are currently scouting locations in the state to prepare for production in FY20.

ENERGY AND NATURAL RESOURCES

The mission of MDA's Energy and Natural Resources Division is to strengthen Mississippi's energy economy by focusing on four key areas: promoting the state as a top location for energy-related businesses, energy efficiency, energy workforce development and energy security.

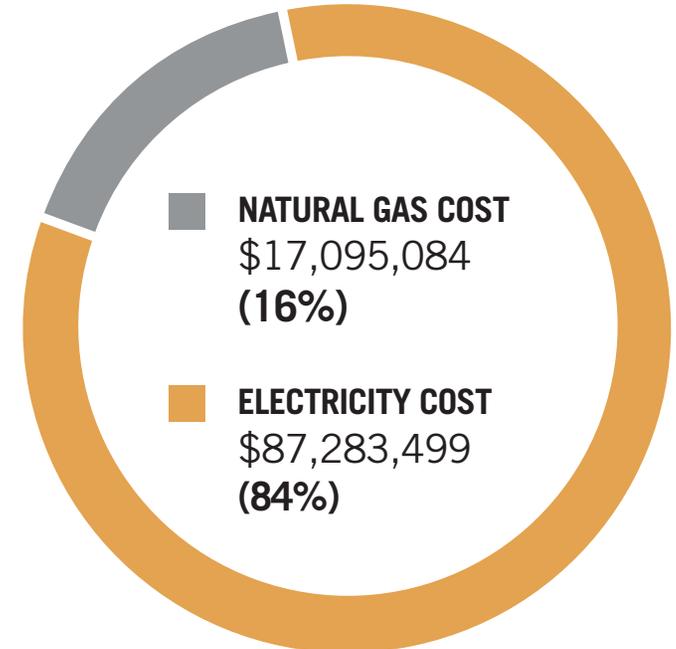
ENRD has programs such as the Energy Efficiency Revolving Loan Fund and the Energy Efficiency Lease Program that provide low-interest financing to businesses, state and local government entities and non-profit organizations that invest in capital improvements to increase the efficiency of their operations or use alternative energy resources. In FY19, ENRD pre-qualified 10 energy

services companies that can engage in energy efficiency contracts with local, state and federal government entities in Mississippi. The largest of these projects kicked off in April 2019 with a \$32.7 million guaranteed energy savings performance contract at Keesler Air Force Base. The project will help the base advance energy resiliency, security and renewable energy while reducing deferred maintenance and energy costs. ENRD launched a new grant program, Mississippi Industrial Energy Efficiency Program, to support energy improvements for manufacturers across the state. Seven MIEEP grants were awarded for a total of \$324,921, which leveraged another \$585,160 in private-sector investment. These grants will improve the working conditions for more than 1,800

manufacturing employees and cover more than 1.4 million square feet of working space.

Under the State Energy Management Program, ENRD is responsible for reporting energy consumption of all state agencies to the Mississippi State Legislature. The division aggregated energy data from 77 agencies by compiling more than 18,000 utility bills into our energy management platform.

RATIO OF TOTAL FY2019 STATE ENERGY EXPENDITURES



| ANNUAL STATE AGENCY ENERGY CONSUMPTION AND COST | |
|---|---------------|
| PARAMETER / (UNITS) | FY2019 |
| TOTAL ANNUAL COST (U.S. DOLLARS) | \$104,378,600 |
| ELECTRICITY USAGE/ KILOWATT HOURS (KWHR) | 1,123,348,777 |
| AVERAGE COST FOR KWHR | \$0.0777 |
| NATURAL GAS USAGE/ HUNDRED CUBIC FEET (CCF) | 31,364,91 |
| AVERAGE COST PER CCF | \$0.545 |
| TOTAL SQUARE FEET (FT2) | 71,773,896 |
| AVERAGE COST PER SQUARE FOOT (\$/FT2) | \$1.45 |





WORKFORCE DEVELOPMENT

HINDS COMMUNITY COLLEGE - RAYMOND

Mississippi's customized, highly skilled workforce plays a key role in attracting companies to invest in the state through new locations or expansions. MDA's team approach, combined with the state's impressive training network, helps businesses achieve immediate and long-term success.

In FY19, MDA provided more than \$4.8 million through the Mississippi Works Fund to assist the state's community colleges, universities and WIN Job Centers with workforce training. These investments help meet critical hiring and training needs of today's industries that are not met through regular workforce training programs.

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

In FY19, MDA provided \$4,802,620 in Mississippi Works funds. Examples of projects include:

- South Mississippi Planning & Development District – SaviLinx
- Hinds Community College – Unified Brands
- Three Rivers Planning & Development District – Sutter Street WSI
- Three Rivers Planning & Development District – General Atomics
- South Delta Planning & Development District – PeopleShores
- Pearl River Community College – Kohler
- Three Rivers Planning & Development District – Hearthside Food
- Mississippi Community College Board – Career Tech Scholars Program
- Itawamba Community College – Legacy Boats

COMMUNITY SERVICES



NATCHEZ TRACE - MADISON

COMMUNITY SERVICES DIVISION PROGRAM HIGHLIGHTS

| PROGRAM | NUMBER OF AWARDS | TOTAL FUNDS AWARDED |
|----------|------------------|---------------------|
| ARC | 19 | \$9,414,282 |
| CDBG | 67 | \$29,574,292 |
| DIP | 7 | \$8,332,300 |
| RIF | 2 | \$255,028 |
| NSP | 0 | 0 |
| SMLPC | 46 | \$5,233,247 |
| CAP LOAN | 18 | \$12,851,358 |
| RAIL | 1 | \$1,400,000 |

MDA's Community Services Division administers financial and technical assistance programs that help sustain and prepare communities for growth. Through grant and loan programs, Community Services provides funding that improves quality of life, supports current economic development projects and builds capacity for future economic development projects.

SUCCESS STORIES

Hunter Engineering is a leader in wheel alignment and wheel balancing systems, tire changers, brake service equipment, alignment lifts and inspection lanes. In October 2018, the company announced an expansion of its Durant operations. With the assistance of \$1,200,000 in Community Development Block Grant funds, the city of Durant was able to add approximately 85,000 square feet onto the company's facility to accommodate increased manufacturing, painting and shipping operations. The project marks a corporate investment of \$8 million and will create 60 new full-time jobs.

Biewer Sawmill-Newton LLC, announced in November 2018 the company was expanding its sawmill in Newton. The expansion involves an investment in new equipment and an addition to its existing facility. The company opened its Newton facility, which is officially known as Biewer Sawmill-Newton LLC, in 2016, expanding the company's mill production into the South. The company also operates four sawmills in the Midwest, as well as three lumber treating/distribution centers. To assist with the expansion, the city of Newton received \$582,000 in CDBG funds for an access road to alleviate lumber truck traffic. The expansion marks a corporate investment of nearly \$40 million and will create 45 full-time jobs.

ADDITIONAL COMPANIES RECEIVING ASSISTANCE THROUGH THE COMMUNITY SERVICES DIVISION

Ajinomoto Foods North America, Inc., CAP Loan

Yalobusha County, **\$4,209,165**

Amazon Services, LLC, DIP Grant

Marshall County, **\$4,000,000**

Homestretch Furniture, CDBG

Monroe County, **\$1,420,000**



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 assists with 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 the resources necessary to increase the competitiveness of Mississippi's minority- and women-owned businesses. The Model Contractor Development Program teaches best practices to contractors and businesses throughout Mississippi to help them improve their operations and increase bonding capacity. In FY19, MCDP workshops were held in Gulfport and Columbus. Eighteen participants graduated from the Gulfport workshop, and 12 graduated from the Columbus workshop. Since the MCDP began in 2007, 938 individuals have graduated from the program, which has been held in 17 cities throughout Mississippi.

Additional workshops and events held or sponsored by MSBDD in FY19 included:

- 2019 Government Procurement Opportunities Conference
- 2019 Biennial Procurement Opportunities Conference
- Contractor License Readiness Workshop Series

Contractor License Readiness Workshops

In FY19, MSBDD kicked off its Contractor License Readiness Workshop series in partnership with Irby Construction, Associated Builders and Contractors and the Mississippi State Board of Contractors. The workshops are designed to prepare the state's small and emerging contractors to successfully obtain a Certificate of Responsibility through the Board of Contractors.

The workshops provide insight into the application and testing process, eligibility requirements and test structure. Participants learn specifics about topics such as business and management law, residential, commercial and NASCLA exams. The workshops also provide practice test questions to further assist participants in obtaining their Certificate of Responsibility.

Two Contract License Readiness Workshops were held in FY19, with 36 individuals participating in the first one and 19 participating in the second.

THE ENTREPRENEUR CENTER

The Entrepreneur Center at MDA is a bureau within the agency's Minority & Small Business Division. For entrepreneurs seeking resources to start a new venture or for a seasoned business owner wishing to expand, the Entrepreneur Center is the one-stop shop.

In FY19, the Entrepreneur Center conducted 48 workshops/seminars. Approximately half were held in the metro Jackson area, one-fourth in North Mississippi and one-fourth in South Mississippi. The Entrepreneur Center also served 851 individuals in FY19 by providing consultations, technical assistance or help with new projects.

Additionally, the Entrepreneur Center conducted a Spring and Fall webinar series. Ten webinars were held during FY19 that included presentations on social media, MDA's minority certification program, the legal side of entrepreneurship and business management.

SUCCESS STORIES

With the help of the Entrepreneur Center, **Mississippi Cold Drip Coffee and Tea Company** has tripled its production space in the past year and received FDA approval. Additionally, the Jackson-based company has expanded into several New England states and is now active on Amazon. Mississippi Cold Drip also expanded its product line by adding eight additional coffee flavors in FY19.

Patti Cakes founder and CEO Patti Igo has been working with the Entrepreneur Center to expand her product line, which includes low-carb, sugar-free, gluten-free and diabetic-friendly pancake, waffle and cake mixes. Patti Cakes also located two private investors, which has aided the company's expansion into Whole Foods stores in Jackson and Memphis.

SUCCESS STORIES

INNOVATIVE PERFORMANCE CONSTRUCTION, LLC

A client of the Mississippi Procurement Technical Assistance Program's Central Office, Innovative Performance Construction, LLC, is a thriving, woman-owned, 8 (a) and HUBZone-certified general construction company based in Byram. Owned and managed by Vera Hall, IPC has been awarded contracts with various government entities, including the Department of the Army, Department of the Interior, Department of Housing and Urban Development, the city of Jackson and the city of Meridian Housing Authority.

During the 2019 Government Procurement Opportunities Conference in Jackson, IPC was awarded a PTAC Small Business Award in recognition of its efforts to grow as a small business and its continued success.

DOWNTOWN - JACKSON



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.

Six counties from across the state participated in Aspire Mississippi, the Asset Development Division's community development program.

Aspire is an application-based training program for local economic development directors and teams made up of diverse and broad-based stakeholders. The FY19 participating teams were from Covington, Lawrence, Leake, Panola, Sharkey and Walthall counties. Team members attended five sessions over the course of nine months, with leadership training provided in five key categories: Knowing Your Data, Project Mapping, Community Development, Economic Development and Workforce Development.

One of the requirements of the program is that each team choose a community project, make substantial progress on it over the duration of Aspire Mississippi, make the program sustainable and devise a method to measure its success. The projects included increasing tourism, improving the appearance of a town square and renovating an arena. Three counties focused on programs to provide lessons in soft skills and workforce training to high school students who are unlikely to attend a four-year college.



ASPIRE MISSISSIPPI TEAM MEETING - JACKSON



ASPIRE MISSISSIPPI TEAM MEETING - JACKSON

ASSET MAPPING

In FY19, the Asset Mapping program was revitalized and reformatted to increase impact and provide measurables for tracking success, with more emphasis placed on project implementation. Four locations were engaged under the new process: Richland, Canton, Greene County and a community in west Jackson. Once diverse core teams for each community were established, engagement meetings and initial mapping activities began. Greene County completed all phases of the asset mapping process, resulting in a standing-room-only community forum that was attended by citizens, elected officials and stakeholders, such as those in utilities and higher education.

HOMETOWN MISSISSIPPI RETIREMENT SUCCESS STORY

Clinton is one of 13 certified Hometown Mississippi Retirement communities whose program is managed locally by the Clinton Chamber of Commerce. A vibrant suburb of Jackson with the motto “You Belong Here,” Clinton has the only Therapeutic Recreation Department of any municipality in the state that focuses exclusively on senior adults and individuals with special needs. Residents aged 50 and older enjoy a multitude of activities such as crafts, dance and fitness, games and social gatherings.

RIPPLE EFFECTS MAPPING

A qualitative evaluation process called Ripple Effects Mapping now tracks the impacts occurring in communities across the state that are using Asset Development’s three main programs: Aspire Mississippi, Hometown Mississippi Retirement and Asset Mapping. The city of Columbia is the first community to participate in this effort to document the impact of the Marion County Aspire team’s work with their entrepreneurship project over the past two years. Once data is gathered from community groups and analyzed, impact reports are shared with key MDA stakeholders and the local communities.



DISASTER RECOVERY

GULFPORT BEACH - GULFPORT

Since Hurricane Katrina devastated the Mississippi Gulf Coast in 2005, MDA's Disaster Recovery Division has dispersed more than \$5.41 billion in federal disaster funds. The money was awarded to the state by Congress, flowing through the U.S. Department of Housing and Urban Development. These funds are dedicated to long-term recovery efforts relating to 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 and investment 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.

Currently, 261 public infrastructure projects receiving MDA-administered federal disaster recovery assistance are complete. These projects were undertaken throughout the 49 counties declared as major disaster areas following Hurricane Katrina. The purpose

of the projects is rebuilding or strengthening public services, such as water/wastewater service, fire, police, permitting and other governmental activities. The division has 10 open public infrastructure projects under its Community Revitalization Program, with an additional three projects in the pre-development stages.

The Division's economic recovery programs grant funds to local governments to provide infrastructure to for-profit companies that create jobs for low- to moderate-income residents. To date, 84 of 91 economic development projects receiving federal disaster recovery assistance through MDA are complete. These projects account for 7,662 new jobs and 1,554 retained jobs. Of these jobs, 5,832 (63.3 percent) are held by low- to moderate-income individuals.

MARKETING AND COMMUNICATIONS

The Mississippi Development Authority's Marketing and Communications Division promotes the state's businesses and tourism destinations to domestic and international audiences. The primary mission is to assist with the agency's job recruitment, retention and expansion strategy, attract visitors to the state and help grow Mississippi's tourism industry.

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

In 2019, Mississippi received its second Gold Shovel Award from Area Development magazine. Like it did the first Gold Shovel Award in 2017, the Marketing and Communications Division heavily promoted this honor – Area Development's top award – because it represents a substantial economic development achievement.

In 2019, the Marketing and Communications Division moved in-house almost all of the video and still-image gathering capabilities. The six-figure savings achieved allowed the rebranding of the economic development and tourism websites, modernizing each with more interactive tools designed to make it easier for site selectors and tourists to find a particular resource, data point or attraction.

The Marketing and Communications Division has expanded the use of digital targeting via social media platforms, whose reach continues to grow. This technology allows MDA to reach people where they are – on their phones – more efficiently and effectively than traditional print or broadcast media buys. This method will be used more and more, because it provides real-time feedback, allowing the modification of a campaign as it is happening – and most importantly, it works.



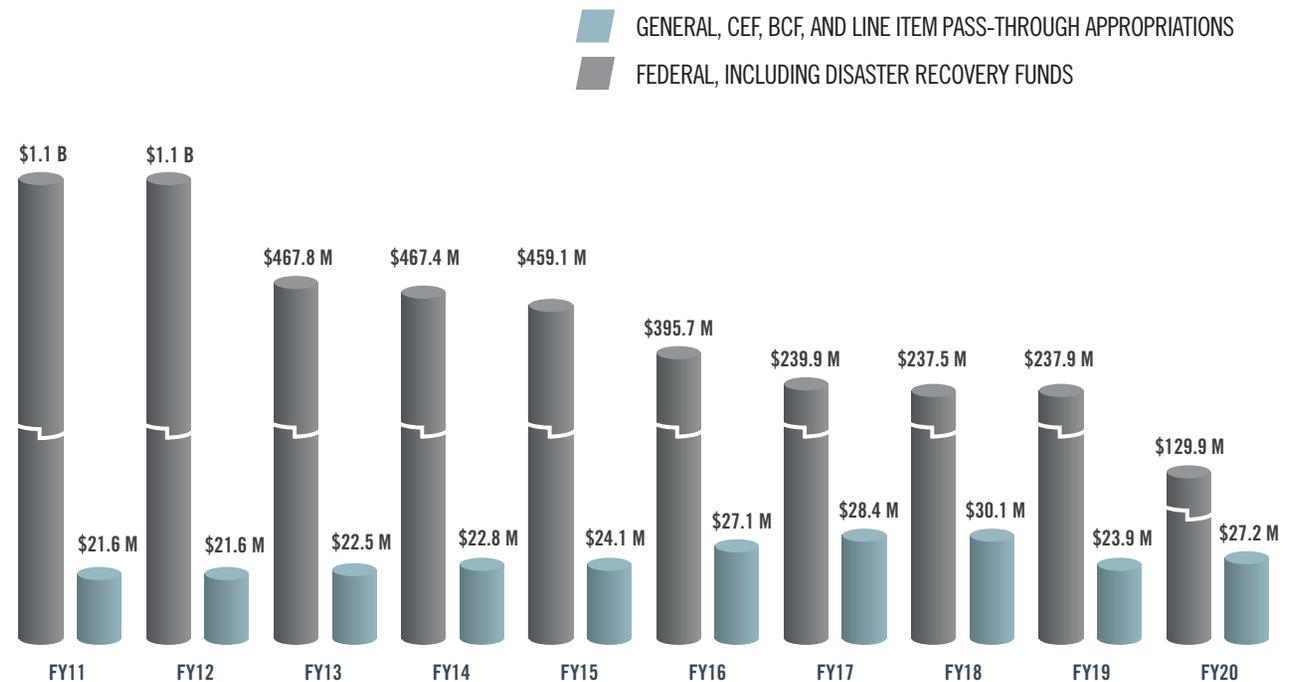
MUSEUM OF MISSISSIPPI HISTORY - JACKSON

FINANCIAL RESOURCES

MDA's Financial Resources Division provides technical assistance for various business incentive programs available 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 / STATE SUPPORT SPECIAL FUNDS



mississippi development authority

MISSISSIPPI

A graphic consisting of three interlocking rings, rendered in white, positioned below the word "MISSISSIPPI". The rings are arranged in a horizontal line, with each ring overlapping the one to its left and right, creating a continuous chain-like structure.

mississippi development authority

MISSISSIPPI

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Produced by the MDA Marketing and Communications Division