



MISS **IS** SIPPPI

OUR MISSION

MISSISSIPPI DEVELOPMENT AUTHORITY

2016 ANNUAL REPORT

Director's Message

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The Mississippi Development Authority's core mission – recruiting new industries to the state and supporting our existing businesses – is critical to the success of our state in general, and a thriving business community is essential to the current and future citizens who live, work and play here.

We achieve our mission with people, process and product.

MDA shows a commitment to accountability through performance-based budgeting and evaluating our operations by measurable standards.

With the right tools and resources, we can work together to cultivate a favorable business climate for today's industries to locate and grow. Our economic efforts pay immediate dividends by growing our tax base and providing quality jobs for Mississippians. They also provide stability well into the future. By maintaining our core focus on economic growth, today's K-12 and



college students have opportunities close to home when they graduate or complete technical training programs.

We succeed by keeping our best and brightest in Mississippi. When they can secure employment, begin quality career pathways or start new businesses as entrepreneurs, our strong, diverse economy grows and strengthens.

While we work with site selectors and companies to recruit new investment to the state, we also focus on marketing Mississippi as a premier tourist destination to attract visitors and grow our creative economy. Tourism is a significant economic driver. It provides immense rewards, both financially and culturally.

The MDA team is dedicated to ensuring the state's economic development partners have the tools needed for sustainable growth. Governor Phil Bryant, our legislature and local elected leaders remain committed to improving the quality of life in Mississippi, while continuing to sharpen and strengthen the state's pro-business climate. As one team, we remain steadfast in this collaborative economic growth strategy.

Glenn McCullough, Jr.

Fiscal Year 2016: Year in Review

FIRST QUARTER, JULY – SEPTEMBER 2015

Officials from **DPM FRAGRANCE** announced the company is expanding through the construction of a new facility in Starkville. The project will result in a minimum financial investment of \$5 million and create 100 jobs. The new facility will be located on 25 acres of land in Cornerstone Park off state Highway 25. Construction of the building, designed to be approximately 150,000 square feet, began in late 2015. The Mississippi Development Authority, Appalachian Regional Commission and the Golden Triangle Development LINK provided support for the project.

Officials from upholstered furniture manufacturer **FUSION FURNITURE INC.** announced the company is expanding operations at its facility in Ecu. The project represents a corporate investment of \$1.6 million and will create 100 jobs, bringing employment at the Ecu location to 430. For the expansion, Fusion Furniture will construct a 100,000-square-foot addition to its existing facility.

ICE INDUSTRIES' expansion in Grenada will be the company's sixth since 2016

CALBEE NORTH AMERICA held the grand opening of its snack food manufacturing facility in Senatobia. In October 2014, the company announced it would locate in the former BMW distribution facility. The project represents a corporate investment of \$51.1 million and the creation of 254 jobs. MDA provided assistance for rail and infrastructure improvements. The city of Senatobia, Tate County and Delta Regional Authority also provided assistance for the project.

Officials from **FXI** announced the company is expanding operations at its facility in Baldwin. The project represents a corporate investment of more than \$700,000 and the creation of at least 60 jobs. FXI, a leading producer of polyurethane foams, is growing business by securing new key customers in the health care industry. The investment will add new automated equipment to accommodate the increase in production. MDA provided assistance in support of the project for the expansion of the company's storage and staging area. Prentiss County

and the city of Baldwin also provided assistance.

ICE INDUSTRIES announced the company is expanding operations in Grenada. The expansion will be the company's sixth since 2010. The project represents a corporate investment of \$15 million and will create 100 jobs, bringing the total number employed by Ice Industries Grenada to approximately 400. The company supplies parts to the appliance, automotive, furniture, heavy truck and alternative energy



Starkville-based DPM Fragrance is creating 100 new jobs with its \$5 million expansion.

Fiscal Year 2016: Year in Review

markets. For the expansion, the company will construct a second manufacturing facility in Grenada in the Business and Technology Park North. The 80,000-square-foot facility provides the company with the capacity to add unique stamping capabilities currently in short supply in the Southeast U.S. for the automotive sector. Additionally, the new facility brings the company's footprint in Grenada to 420,000 square feet, making Ice Industries Grenada the largest manufacturing center in the company's system. MDA provided assistance in support of the project for the relocation and installation of equipment, public infrastructure needs and the construction of a rail spur.

DAK AMERICAS announced the company is expanding its Hancock County operations at Port Bienville with the construction of manufacturing facilities which will produce 230 million pounds per year of Polyester Staple Fibers. The multi-million dollar investment creates 86 new full-service



Nissan also announced the production of its redesigned 2016 Nissan Titan XD pickup truck. The Nissan Titan, assembled at the Canton facility, has been in production since 2004.

jobs. The new jobs bring the number of full-service DAK employees at the site to 239. DAK's Pearl River site currently manufactures polyethylene terephthalate resins, or PET resins, which are primarily used to produce plastic bottles. MDA provided assistance in support of the project for building renovations and workforce

training. Hancock County assisted with the project, as well.

NISSAN NORTH AMERICA celebrated the production of its 3-millionth vehicle at its Canton Vehicle Assembly Plant. The 3-millionth vehicle assembled in Canton was a 2015 Nissan Murano. Nissan Canton has

grown from a regional manufacturing facility to a global one, investing \$2.9 billion in the plant since opening in 2003 and supporting more than 6,000 manufacturing jobs.

R-SQUARED PUCKETT, INC. announced the company is expanding operations in Puckett to accommodate an increase in production. For the expansion, the company constructed a 15,000-square-foot addition onto its existing facility. The project represents a \$2 million corporate investment and the creation of 50 jobs, bringing the total number employed at the facility to approximately 200. MDA provided an access road in support of the project. The town of Puckett, Rankin First and the Rankin County Board of Supervisors provided assistance, as well.

Officials from **YOKOHAMA CORPORATION OF NORTH AMERICA** gathered to celebrate the grand opening of the first phase of the company's new commercial truck tire manufacturing plant, Yokohama

*“I would encourage companies that are thinking about relocating to Mississippi to come and meet with local officials to experience the culture here and to truly understand by being on the ground that there is **ENDLESS POSSIBILITY HERE IN MISSISSIPPI.**”*

–SCOTT BECKER, NISSAN NORTH AMERICA

Tire Manufacturing Mississippi, LLC. Yokohama announced in April 2013 plans to build the facility in West Point, the

company's first in the U.S. built from the ground up. The first phase of the project represents a \$300 million corporate

investment and the creation of 500 jobs. Potential future expansions are expected to increase the company's investment and

employment, up to four times in scale in accordance with future growth.

SECOND QUARTER, OCTOBER – DECEMBER 2015

ASHLEY FURNITURE broke ground at the site of the company's stationary upholstery manufacturing and regional distribution center in Ecru. The project represents a \$6 million corporate investment, through the expansion of its manufacturing facility and transportation terminal. Once construction is complete, the new 175,192-square-foot addition will increase the company's Ecru footprint to nearly 2 million square feet under roof.

Poultry processor **KOCH FOODS** announced the company is expanding operations at facilities in Forest and Morton. The expansions, with corporate investments of approximately \$2 million in Forest and \$33 million in Morton, creates

a total of 203 jobs. Koch Foods currently employs approximately 3,200 in Scott County.

MISSISSIPPI SILICON celebrated the grand opening of the company's new silicon metal production facility in Burnsville in Tishomingo County. The new Mississippi-based facility will produce silicon metal for a broad range of industries in the United States, including the aluminum, automotive and chemical industries. The project, announced in January 2014, represents a corporate investment of \$200 million and the creation of 200 jobs.

TOWANDA METADYNE INC., manufacturer of precision high-tech materials and components, announced the

acquisition of the former Hydro Carbide facility in Gulfport. The project represents a substantial corporate investment and 20 new jobs.

Tissue paper manufacturer **SOFIDEL AMERICA** announced the company is locating operations in Hattiesburg. The project represents a corporate investment of \$120 million and the creation of 230 jobs.

ROCKFON® LLC, a subsidiary of Denmark-based ROCKWOOL® International A/S and affiliate to ROXUL® Inc., announced the location of acoustic ceiling panel manufacturing operations in Marshall County. The project represents a corporate investment of \$42 million during the next five years and the creation of at least 90

jobs. The operation will be the company's first in North America.

Officials from catfish producer and processor **CONSOLIDATED CATFISH** announced the company is expanding operations at its Isola facility. The project represents a corporate investment of \$900,000 and the creation of 12 jobs.

Officials from **FOAMCRAFT, INC.**, manufacturer of polyurethane foam products, announced the company is expanding operations in Tupelo to accommodate an increase in consumer demand. The project represents a corporate investment of \$1.34 million and creates 40 jobs.

Fiscal Year 2016: Year in Review

Officials from **TILSATEC NORTH AMERICA**, manufacturer of cut-, puncture-, and flame-resistant gloves, sleeves and garments, announced the company located manufacturing and distribution operations in Eupora. Immediately creating 19 new jobs, the project represents an initial corporate investment of \$800,000.

Officials from **BIEWER LUMBER** announced the company is locating a state-of-the-art

sawmill in Newton. The project will create 125 jobs. Construction of the new sawmill, a corporate investment of \$85 million, began in the first quarter of 2016, with mill production expected to begin in early 2017.

Power and automation technology group **ABB** announced the company is locating new manufacturing operations in Senatobia. ABB will establish operations in the 85,000-square-foot facility formerly occupied

by Twin Creeks Technologies. The project will create 200 new jobs by the third year of operation, with another 100 new jobs anticipated by the fifth year.

Laser-welded sheet metal and stamped automotive parts producer **HAGO AUTOMOTIVE CORP.** located operations in Iuka. The project represents a corporate investment of \$10 million and creates 80 jobs.

AMERICAN FURNITURE MANUFACTURING announced the company is expanding its presence in Mississippi by investing \$560,000. American Furniture Manufacturing is locating manufacturing operations in Amory. The project will create 140 jobs.

THIRD QUARTER, JANUARY – MARCH 2016

Officials from **ACCO BRANDS**, one of the world's largest suppliers of branded school, office and consumer products and print finishing solutions, announced a reshoring expansion project at the company's facility in Booneville. The project represents a corporate investment of more than \$159,000 and the creation of 34 jobs, which are being brought to Booneville from Manila, Philippines. The addition of the 34 jobs brings ACCO Brands' total employment in

Booneville to 613.

Frozen food manufacturer **AJINOMOTO WINDSOR**, formerly known as Windsor Foods, announced the company is expanding by adding a new production line at its facility in Oakland, in Yalobusha County. The project includes a corporate investment of more than \$20 million and the creation of 60 jobs. Ajinomoto Windsor originally located to its 140,000-square-foot facility in Oakland

in 2007. The initial investment created 250 jobs with additional job increases in 2010 and 2013. Ajinomoto Windsor currently employs 312 in Oakland.

EDISON CHOUSET OFFSHORE, an offshore energy service and supply company, announced the company is locating shipbuilding operations at the Port of Gulfport. With a \$68 million corporate investment and the creation of 1,000

full-time jobs, Edison Chouest Offshore's new Gulfport operations, Topship, LLC, will locate at the Port of Gulfport's new inland port. The company will operate at the former Huntington Ingalls Composite Facility, which was acquired by the Port in March 2015.

CONTINENTAL TIRE THE AMERICAS, LLC, manufacturer of passenger, light truck and commercial vehicle tires, is locating a commercial vehicle tire manufacturing



“We are convinced that the state of MISSISSIPPI PROVIDES THE BEST OPTIONS for Continental to grow our tire business.”

–NIKOLAI SETZER, CONTINENTAL EXECUTIVE BOARD

plant near Clinton. Coupled with the Edison Chouest investment, the Continental Tire announcement marked the single largest economic development announcement in one day in the state’s history. The project represents a corporate investment of \$1.45 billion and creates 2,500 new jobs. For the project, Continental will construct a multi-million-square-foot facility off I-20 West in Hinds County. Construction of the facility is scheduled to begin in January 2018.

Upholstered living room furniture manufacturer **DELTA FURNITURE MANUFACTURING** is expanding by locating manufacturing operations in Houlka. The company will locate in the 80,000-square-foot facility formerly occupied by Astrolounger. The project includes a corporate investment of \$432,000 and creates 100 jobs. Delta Furniture has existing manufacturing operations in Pontotoc where the company employs 180.

POST CONSUMER BRANDS, a consumer

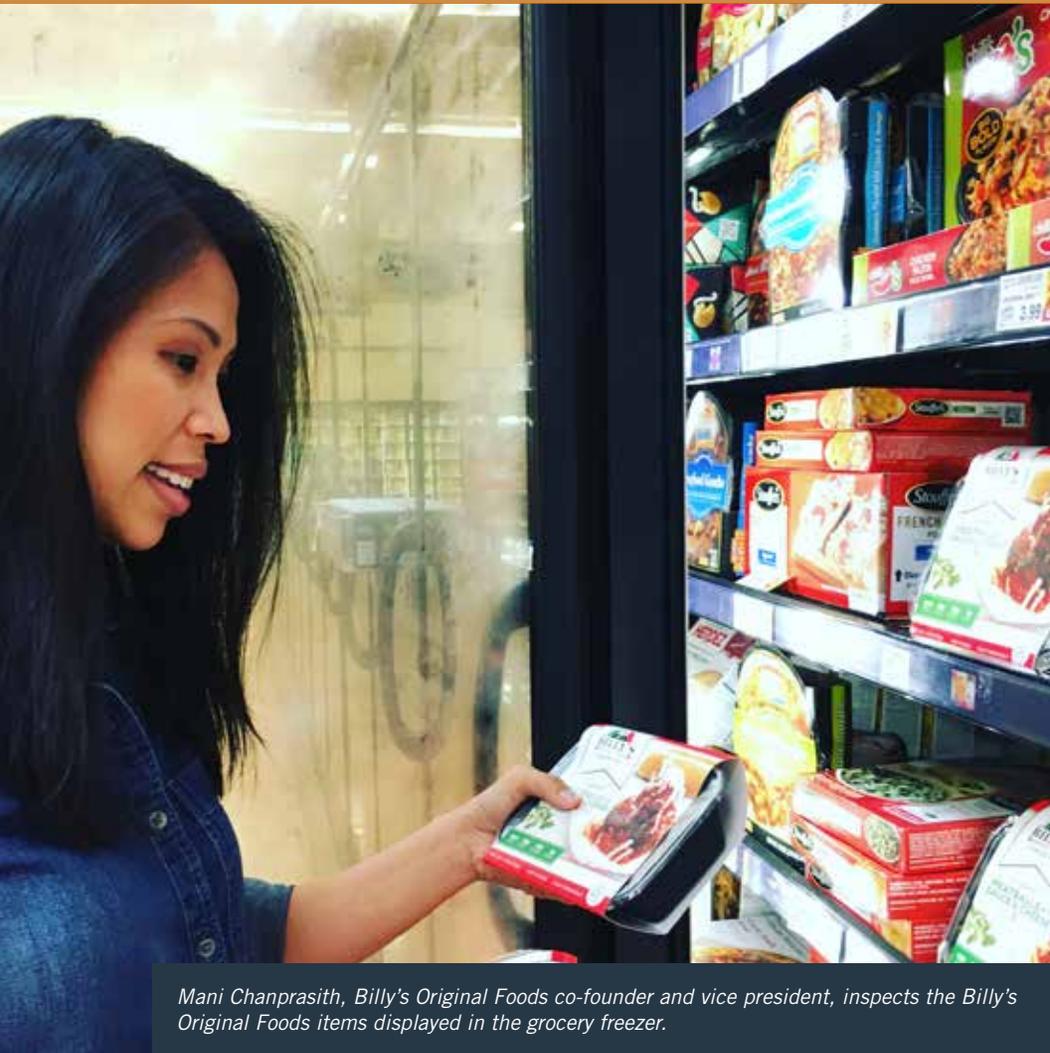
packaged goods company, located distribution operations in Byhalia. The project creates at least 32 jobs. A business unit of Post Holdings, Inc., the company located distribution operations in the 554,000-square-foot Spec Building II in the Gateway Global Logistics Center, which is located in the Chickasaw Trail Industrial Park.

SLEEPMADE, manufacturer of advanced sleep products, announced a company investment of \$1.415 million. The move creates 50 jobs by locating manufacturing and distribution operations in Lowndes County. Sleepmade is leasing 50,000 square feet of the At Home with Bassett facility, which is located on U.S. Highway 45 Alternate.

Ammunition manufacturer **NAMMO TALLEY** has been awarded a five-year, \$97.2 million contract, which creates 12 new jobs in Crawford in Lowndes County. The contract is for the production of ammunition for the Shoulder-Launched Multipurpose

Gov. Phil Bryant, right, greets Gary Chouest of Edison Chouest Offshore in February in Gulfport where the company announced it was launching Topship, LLC at the Port of Gulfport.

Fiscal Year 2016: Year in Review



Mani Chanprasith, Billy's Original Foods co-founder and vice president, inspects the Billy's Original Foods items displayed in the grocery freezer.

Assault Weapon system. Nammo Talley's Mississippi facility, situated on 640 acres, was specifically designed for the high-volume final assembly of shoulder-launched munitions, such as SMAW projectiles. The facility is also designed for high-rate pyrotechnic operations and storage.

Less than four months after announcing plans to locate in Mississippi, officials from **ROCKFON** and state and local leaders broke ground on the company's \$42 million acoustic ceiling tile manufacturing plant in Marshall County. The new facility will employ 90 workers at full capacity. ROCKFON is constructing a 130,000-square-foot addition at the existing ROXUL facility in Marshall County, which is located on more than 100 acres in the Chickasaw Trail Industrial Park.

Chemical blending and packaging company **BPI PACKAGING, LLC**, is locating operations in Olive Branch. The company plans to hire 150 people over three years. BPI Packaging of Memphis will invest \$8

million, buying a 291,000-square-foot building formerly occupied by Sherwin Williams. BPI Packaging expects to open its Mississippi operations by June.

COMFORT REVOLUTION, manufacturer of high-end sleep products, is creating 50 new jobs and investing \$1.5 million by expanding operations at its Belmont location. A leading developer and marketer of high-end, revolutionary mattresses, mattress toppers and pillows, Comfort Revolution announced in September 2012 it would locate operations in Belmont, creating 200 jobs.

Officials from **BILLY'S ORIGINAL FOODS** announced the company is creating at least 25 jobs and investing \$511,000 in food production operations in Vicksburg. Billy's Original Foods is a manufacturer of artisan, ready-to-eat frozen Italian meals and deli products. Billy's Original Foods located operations in the 5,000-square-foot facility formerly occupied by Flooring Gallery. The company expects to begin production in May.

“Building a SUPERIOR PRODUCT will be the expectation of our customers.”

–JAMIE HOLDER, HOL-MAC PRESIDENT

FOURTH QUARTER, APRIL – JUNE, 2016

SUNSHINE AVIATION is creating 15 jobs and investing \$50,000 in an expansion at the Grenada Municipal Airport in Grenada. The company will locate into a new 9,000-square-foot hangar constructed specifically for the expansion. Sunshine Aviation is an aircraft maintenance and refurbishment company specializing in interior and exterior work, including painting, inspections and maintenance for aircraft ranging in size from single-engine to multi-engine planes to jets and helicopters.

INSITU located operations on the campus of Mississippi State University in Starkville. The partnership between Insitu and the Federal Aviation Administration’s Center of Excellence for Unmanned Aircraft Systems, housed at MSU, will create 25 jobs. At MSU, Insitu will support a combination of engineering, software development and business development/customer service

support functions. The company is an industry-leading provider of information for superior decision making. With offices in the U.S., the U.K. and Australia, Insitu creates and supports unmanned systems and software technology, delivering end-to-end solutions for collecting, processing and delivering information. Insitu serves customers in the military, commercial and civil industries.

HOL-MAC CORPORATION is creating 40 new jobs and investing \$5 million by expanding operations in Bay Springs. The latest expansion is the result of Hol-Mac’s acquisition of a Colorado-based manufacturer of specialty truck-carried forklifts. The acquisition will also bring new business to Hol-Mac’s hydraulic cylinder plant, which will be a supplier for the forklifts. Hol-Mac serves original equipment manufacturers as a supplier of steel fabrications and hydraulic cylinders. In

addition, Hol-Mac is the manufacturer of Pac-Mac Refuse, septic and oil field equipment and Hammerhead Off-Road Armor.

Professional-grade power and hand tool manufacturer **MILWAUKEE TOOL** is creating 75 new jobs and investing \$1.5 million in an expansion at its original facility in Greenwood. The company is expanding to meet an increase in product demand. In June 2015, Milwaukee Tool expanded its Greenwood operations, investing \$16.8 million and creating 126 jobs. This latest expansion will bring employment at the facility to 583. Throughout three Mississippi locations, Milwaukee Tool employs 1,320 workers.

Industrial general contractor **BMSI INCORPORATED** announced the company is creating 100 jobs and investing \$6 million in new manufacturing operations in Burnsville. BMSI will locate in an existing 20,000-square-foot spec building at Yellow

Creek Port South with plans to expand to 30,000 square feet. The Burnsville facility will feature a state-of-the-art fabrication shop to manufacture specialty products for the Department of Defense and commercial restaurant equipment. BMSI will also offer plant support for maintenance, structural welding/fabrication and process piping.

Global company **PARKER HANNIFIN** expanded operations at its location in Holly Springs. The project reflected a \$685,000 corporate investment and created 12 new jobs. Parker Hannifin also has operations in Batesville, Olive Branch and Madison. The company employs approximately 516 workers throughout four Mississippi locations. Parker Hannifin is the world’s leading diversified manufacturer of motion and control technologies and systems, providing precision engineered solutions for a wide variety of mobile, industrial and aerospace markets.

Global Recruitment

Working with local economic developers throughout the state, MDA's Global Business Division brings jobs and investments to Mississippi by helping companies find the right sites, secure environmental permitting, recruit quality employees and establish workforce training.

Commitments of more than 4,500 jobs and more than \$1.8 billion in corporate investment are a direct result of the work performed by the Global Business Division in Fiscal Year 2016.

In February 2016, the Mississippi Legislature voted on an incentive package leading to the largest single-day economic development announcement in the state's history.

CONTINENTAL TIRE, a manufacturer of passenger, light truck and commercial vehicle tires, unveiled plans to create 2,500 jobs with the installation of a commercial vehicle tire plant in Hinds County. A two-year, multi-state site selection process led to four locations in Mississippi before

Continental ultimately settled on property near Clinton. Continental's \$1.45 billion corporate investment in the project is more than 5.5 times the incentive package offered by the state. A culmination of two years of negotiations between Continental and MDA, construction of the facility is slated to begin in January 2018.

Continental's announcement came just after Edison Chouest Offshore, an offshore energy service and supply company, announced plans to locate **TOPSHIP, LLC** at the Port of Gulfport's new inland port on Seaway Road. Based in the former Huntington Ingalls Composite Facility, the project represents a \$68 million corporate investment – more than six times the state's incentive package

EXPORT PRODUCTS AND VALUES

1	Mineral Fuel/Oil, Etc	\$3,284,137,634
2	Machinery	\$1,046,146,890
3	Optic/Med Instruments	\$987,981,550
4	Vehicles/Not Railway	\$893,623,245
5	Electrical Machinery	\$703,782,951
6	Tanning/Dye/Paint/Putty	\$675,276,583
7	Woodpulp/Etc.	\$479,830,880
8	Cotton+Yarn/Fabric	\$347,540,953
9	Paper/Paperboard	\$254,229,828
10	Plastic	\$228,471,373

– and creates 1,000 full-time jobs.

In December 2015, **BIEWER LUMBER** announced plans to expand mill production into the South, choosing the city of Newton. The project, with \$85 million in corporate

investment and 125 jobs, broke ground in April 2016. MDA provided assistance in support of the project for site preparation and rail and road improvements.

“One of the greatest values is the support of the community in each of the locations in Mississippi that Multicraft operates. And without exception, every town, every council, every board of supervisors was INCREDIBLY SUPPORTIVE of the company in every regard.”

-ANDREW MALLINSON, MULTICRAFT INTERNATIONAL

TRADE BUREAU

Mississippi exported nearly \$10.8 billion to 176 countries around the world in Calendar Year 2015. Those exports supported 53,945 direct jobs and 107,890 indirect jobs in the state, according to the International Trade Administration.

For the year, exports to Free Trade Agreement partners increased 226 percent compared to 2005. The Trade Bureau continues to support more companies exporting services to foreign countries. Although they are not tracked, service exports directly contribute to Mississippi's economy.

Based in Diamondhead, **NVISION SOLUTIONS INC.** developed expertise in ITAR (international traffic in arms regulation)-related exports of multi-channel high-density data cards, designed to filter and write large arrays of data quickly. NVision actively pursued export markets around the world by participating in several

trade missions and shows sponsored by MDA in Brazil, Germany, Canada and the United Kingdom.

MULTICRAFT INTERNATIONAL, an automotive component supplier in Pelahatchie since 1978, produces components used on more than 10 automotive brands in more than 30 current models. These components are shipped to automotive manufacturing locations here in the U.S. and in Canada, Mexico, Italy, Brazil, China, Australia, Poland and Sweden. Multicraft has participated in MDA trade missions to Italy, Brazil, UK, France and Germany.

Horn Lake-based **Shannon Lumber International** is a hardwood producer for flooring, molding, furniture and building applications. The company exports oak, cherry, poplar, ash and other species to Asia and Europe, the Baltics, Mexico, Canada, Jordan and Bangladesh. Shannon Lumber

MISSISSIPPI'S TOP 10 EXPORT COUNTRIES AND VALUES

1	Canada	2,041,852,583
2	Mexico	1,128,712,196
3	Panama	1,107,270,635
4	Guatemala	537,694,061
5	China	516,925,524
6	Honduras	377,858,964
7	Belgium	335,107,094
8	Gibraltar	334,159,685
9	Japan	314,487,353
10	Netherlands	283,121,661

is one of the most active exporters in Mississippi and has participated in multiple MDA trade missions and shows globally, including Mexico, China, Spain, Portugal, Poland and the Czech Republic.



IN THE PILOT'S SEAT

With more than 100 aerospace companies, Mississippi is home to global unmanned aircraft systems leaders like Aurora Flight Sciences, Northrop Grumman and Stark Aerospace. Mississippi's significant competitive edge in aerospace not only attracted these industries to the state but also led the Federal Aviation Administration to tap Mississippi State University as the location for its Unmanned Aerial Systems Center of Excellence. Additionally, The Boeing Company chose two Mississippi institutions to lead research and development on composites.

Mississippi is charting the course for unmanned systems. Learn More.

MISSISSIPPI UNMANNED

mississippi.org/aerospace



Existing Industry and Business

Guiding existing companies through expansions and getting new ventures launched, the Existing Industry and Business Division helps generate jobs and investment within the state.

Work performed by the Existing Industry and Business Division led to corporate and private investments of \$284,533,912 and the creation of 2,249 new jobs through business and industry expansions in Mississippi during Fiscal Year 2016. The division also is responsible for retaining 158 existing jobs during the same time period.

ABB/THOMAS & BETTS: In December of 2015, ABB, Inc., announced an expansion of operations in Senatobia. ABB is establishing its operations in the 85,000-square-foot facility formerly occupied by Twin Creeks Technologies. The project creates 300 new jobs with a minimum investment of \$7 million. Average salaries are estimated at \$43,208. ABB acquired Thomas & Betts in May 2012. Thomas & Betts has a manufacturing facility in Southaven and a distribution center in Byhalia. ABB also has

HOLLEY PERFORMANCE PRODUCTS

Monroe County
83 jobs retained

a manufacturing facility in Crystal Springs. ABB is a leader in power and automation technologies to enable utility, industry, and transport and infrastructure customers to improve their performance while lowering environmental impact.

MILWAUKEE ELECTRIC TOOL CORPORATION: In June 2016, Milwaukee Tool announced an expansion at its

Greenwood location. The project represents a corporate investment of \$1.5 million and the creation of 75 jobs. The latest expansion will bring employment at the facility to 583. Throughout its three Mississippi locations, Milwaukee Tool employs 1,320 employees. Milwaukee Tool is an industry-leading manufacturer and marketer of heavy-duty, portable electric power tools and accessories for professional users worldwide. MDA provided assistance in support of the project for building renovations to the current facility.

DAK AMERICAS: In August 2015, DAK Americas announced an expansion of its

US FOODS
Rankin County,
75 jobs retained, 240
jobs created

Hancock County operations at Port Bienville. Construction of manufacturing facilities will produce 230 million pounds per year of Polyester Staple Fibers. The multi-million dollar investment creates 86 new full-service jobs. The new jobs bring the number of full-service DAK employees at the site to 239. MDA assisted the project with building renovations and workforce training.

“The Milwaukee Electric Tool project represents a corporate investment of \$1.5 million and the creation of 75 jobs. This latest expansion will bring employment at the facility to 583 and the company’s total employment in Mississippi to 1,320.”

“With a high quality workforce and considerable infrastructure currently in place at our Pearl River site, DAK has a unique opportunity to grow its fiber manufacturing capabilities and MEET CUSTOMER DEMANDS.”

–JORGE YOUNG, DAK AMERICAS PRESIDENT AND CEO

THE ENTREPRENEUR CENTER

In Fiscal Year 2016, The Entrepreneur Center assisted 1,460 individuals, including Annie Beck of Gulfport.

Embracing her Southern background, Beck upholds the “made from scratch” concept to the letter.

The owner and founder of Beck’s Confections, Beck literally grew up in an oversized apron, standing on an old woven chair next to her grandmother with spatula in hand. The tutelage and family recipes she learned from her grandmother drove her to re-create her culinary delights as an adult.

In 2007, Beck opened her first restaurant, Café Bayou. The restaurant provided her the luxury to be creative in the kitchen.

“Having my own kitchen at Café Bayou gave me the freedom to create,” she said. “That’s where the idea of candy bacon came up, and it quickly became a most-wanted product.”

Nerissa Tripp with The Entrepreneur Center reviewed Beck’s business plan and explained financing options. Last summer, Tripp visited her Gulfport production facility and came away impressed.

Today, her scrumptious homemade pies, strawberry puree and Beck’s Final Touch Seasoning Blend are a mainstay in South Mississippi. Beck’s five different seasoning blends are slated to appear in nearly 4,000 Walmart, Kroger, Winn-Dixie and H.E.B. stores.

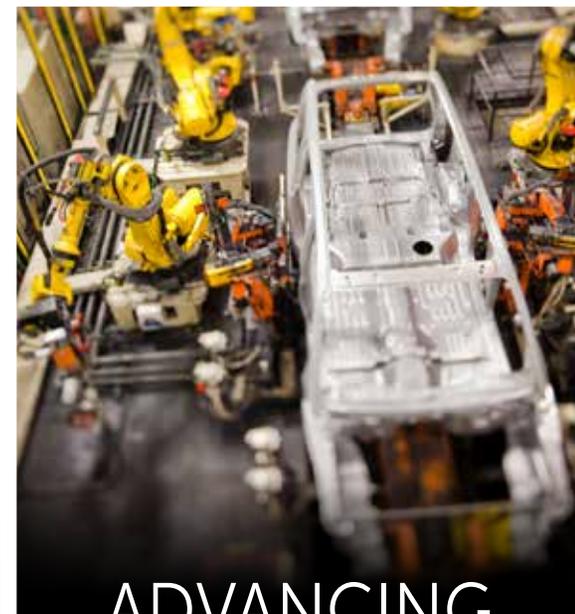
“We’ve been in Kroger for a while now, but we’re starting to move forward into Walmart, too,” said Beck. “Right now, I am just trying to work on getting the shippers lined up to get the products to the stores.”

MISSISSIPPI MARKET

The Mississippi Market Wholesale Show is the only state-sponsored event of its kind, featuring products from Mississippi craftsmen, manufacturers, wholesalers and artisans.

Highlights of the 2016 Mississippi Market:

- 211 booths with 158 exhibitors.
- 15 percent of the exhibitors were exhibiting at the Mississippi Market for the first time, reflecting 78 stores.
- A total of 2,726 orders were written, with 1,496 from new customers.
- Approximately 1,101 credentialed buyers representing 504 stores attended; 76 percent from Mississippi.
- Since 1996, 1,032 unique businesses have exhibited in the Mississippi Market.



ADVANCING BUSINESSES

From nanochemicals enabling the first synthetic organ transplant to the world’s most advanced warships, Mississippians can customize your product. Just ask Nissan, Toyota, Hybrid Plastics, Huntington Ingalls, GE Aviation or many of the other industry leading manufacturers located in the state. Mississippi has the productive workers and customized training programs, both for new and existing industries. Mississippi’s research universities have a strong reputation for partnering with industry to move innovation from concept to reality.

**The business advantages are clear.
Choose Mississippi.**

MISSISSIPPI ADVANCED

mississippi.org/advanced

mississippi development authority
MISSISSIPPI

Tourism

Through film and cultural heritage promotion, welcome centers and visitor services, Visit Mississippi strives to create economic growth and opportunity, both to incoming tourists and state residents traveling throughout the state.

TRAILS OF MISSISSIPPI

As “The Birthplace of America’s Music” and touchstone for the Civil Rights Movement, Mississippi memorializes its significant impact on essential portions of American society via commemorative markers detailing key people, places and events.

Three Blues Trail markers were erected in Fiscal Year 2016. These markers recognized contributions from Son House at Delta Blues in Rochester, N.Y.; a marker for gospel music and the blues in Cleveland, Miss.; and a marker honoring the Dickinson Family in Hernando, Miss. There are now 189 Mississippi Blues Trail markers across the United States and Europe.

Three Freedom Trail markers, honoring events

at the Mississippi State Capitol in Jackson, The Mule Train/Poor People’s March in Marks and Madison County Movement in Canton, were also erected in FY 2016.

Mississippi’s Country Music Trail saw the addition of a marker noting the accomplishments of multiple award-winning singer Faith Hill in Star.



James Meredith attends the presentation of the Freedom Trail marker commemorating the March Against Fear.

Fiscal Year tourism highlights:

(Based on the 2015 Economic Contribution Report)

- A total of more than 22.3 million visitors traveled to Mississippi in FY 2015.
- Visitor expenditures throughout the state’s 82 counties totaled \$6.17 billion.
- Travel and tourism are responsible for \$388.7 million, or 7.2 percent, in General Fund revenues.
- Tourism yields a return of \$12.93 for every \$1 spent on domestic advertising. FY 2015 Ad Effectiveness Study: for all the domestic consumer leisure travel ads, ROI was \$12.93-to-\$1. This was the first study done since FY 2012, when the ROI was \$6.46-to-\$1.
- Tourism accounts for an estimated 85,135 direct jobs in Mississippi.
- Tourism accounts for a direct annual payroll of \$1.84 billion in Mississippi.

- Tourism is Mississippi’s fifth-largest private sector employer and one of the state’s largest export industries.
- Mississippi’s welcome centers provided assistance to 2,492,290 visitors, including 68,857 international travelers.

AMERICANA CONCERT TOUR

The 2015 launch of the Americana Music Triangle is an incredible success story in the promotion of a five-state region connecting travelers to the “people, places and stories of the world’s number one music destination.” The Triangle celebrates nine diverse musical traditions: blues, jazz, country, rock, R&B/soul, gospel, Southern gospel, Cajun/zydeco and bluegrass. The itineraries, points of interest and cultural attractions included in the Triangle’s promotions celebrate and offer insight into these distinct and rooted musical traditions.

Mississippi is the only state to house a GRAMMY museum outside of Los Angeles. Choosing Mississippi as the location of the GRAMMY museum is a testament to the state's status as the "Birthplace of America's Music."



As the "Birthplace of America's Music," Mississippi sits at the heart of the Americana Music Triangle. Visit Mississippi, in partnership with Gov. Phil Bryant and the Americana Music Triangle, launched the "Americana in Mississippi" campaign in 2016, emphasizing Mississippi as a place with a peerless music legacy.

The Americana in Mississippi Concert Tour was held in March and April 2016 and included partnerships with 16 communities throughout the state. Each stop on the tour was anchored by the house band Ramblin' Steve Gardner and The Jericho Roadshow. The tour also showcased the unique performers and venues within a particular community. The road show created a circuit of live music, targeting both domestic and international travelers.

ATLANTA FOOD & WINE FESTIVAL

Visit Mississippi represented the state as

a top culinary destination in the Southeast at the 2016 Atlanta Food & Wine Festival. Participating alongside Visit Mississippi were partners from Tupelo, Oxford, Clarksdale, Cleveland, Ridgeland and Starkville, as well as Simmons Catfish and Cathead Vodka. During the four-day event, staff interacted with more than 10,000 guests, sharing information about restaurants, farm-to-table experiences, Gulf seafood, Delta catfish and Mississippi-centric libations. Partner convention and visitors bureaus have shared testimonials to the effectiveness of Mississippi's presence at the event, writing to say this consumer-facing sales mission was one of the most effective in which they have participated. Many partners have hosted visitors resulting from interaction at the May 2016 event.

NATIONAL TRAVEL AND TOURISM WEEK

Visit Mississippi, the state tourism office, and individual city tourism bureaus across the

state celebrated the 33rd annual National Travel and Tourism Week in May. Communities across America celebrate each year to shine a light on the impact of travel on jobs, economic growth and personal well-being. Highlights from the most recent economic report were shared and highlighted, including numbers on total visitors, jobs, revenue and return on investment. The week-long celebration served to further strengthen the dynamic tourism industry.

Films made in Mississippi in 2015:

(14 features, 4 features filmed here in part, 1 short film)

- *Shark Lake*
- *Isolation* (in part)
- *The Race of a Lifetime*
- *I Killed My BFF*
- *The Astronaut Wives Club* (in part)
- *The Bridge*
- *Precious Cargo*
- *Preacher Man* (short/music video)
- *The Hollow*
- *Speech and Debate*
- *The Acre Beyond the Rye* (in part)
- *Strange Weather*

- *One Mississippi* (in part)
- *Transmutation: Deep Water Horizon*
- *Replicate* (Extinction Event)
- *The Neighbor*
- *Don't Kill It*
- *Soul Damaged*
- *God's Prayer*

Reality programming made in Mississippi in 2015:

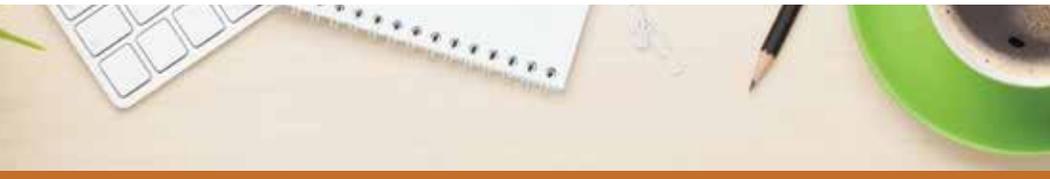
- *Bring It!*
- *Home Town*
- *A Piece of the Game*
- *Last Chance U*

Documentary programming made in Mississippi in 2015:

- *Gulf South Outdoors* (series)
- *Honey Brake Experience* (series)
- *Ducks Unlimited Television* (series)

Minority and Small Business

Connecting minority- and women-owned businesses with key industry partners from the public and private sectors, the Minority and Small Business Development Division helps identify joint venture and subcontracting openings and offers technical and financial assistance to help these businesses compete.



BUSINESS LAUNCHPOINT

PLANNING FOR YOUR SUCCESSFUL BUSINESS



mississippi.org

ADVOCACY AND DIVERSITY INITIATIVE

Each year, the Minority and Small Business Development Division tracks state procurement expenditures awarded to minority business enterprises. A special effort was launched in 2012 to present and promote minority businesses to public entities in the state of Mississippi. This year's efforts reflected a continued positive trend of increased state agency awareness and procurement spending with minority- and women-owned businesses.

The division considers this diversity effort a main priority and makes annual visits to the leadership of at least 75 percent of the state's agencies, boards and institutions of higher learning to review relevant prior year procurement spending with minorities and women. These meetings also provide a forum for an exchange of ideas and

solutions for continuous improvement. A continued, concerted effort by all parties is necessary to assist minority business enterprises in gaining access and building capacity to compete effectively in both public and commercial markets.

PROGRAM PARTNERS WITH LARGE DEFENSE CONTRACTORS

The Mississippi Procurement Technical Assistance Program partnered with two major defense contractors to educate and promote opportunities for Mississippi's small businesses. The Meridian satellite office of the Mississippi Procurement Technical Assistance Program hosted a "Doing Business with Lockheed Martin" workshop at the Mississippi State University-Meridian Kahlmus Auditorium. The seminar was designed to build relationships between Mississippi businesses and Lockheed

Martin. Company representatives were on hand to discuss sourcing opportunities and explain the process of becoming a qualified supplier or vendor. Business owners met face-to-face with the representatives as part of a matchmaking session. The Lockheed Martin personnel advised the owners on marketing and selling their services to the company. The event was well attended with more than 125 individuals participating.

Continuing the effort to build relationships with large defense contractors, the program office sponsored a live "Doing Business with Boeing" webinar. Boeing leaders and experts discussed how to develop a partnership with Boeing and its global suppliers, as well as what it takes to become a Boeing partner. Boeing representatives discussed available resources for suppliers and a strategy for forging a relationship with the numerous divisions of Boeing.



Community Development and Leadership Officer Bob Covington focuses on partnering large defense contractors with Mississippi small businesses.

Minority and Small Business

In addition to efforts with Lockheed Martin and Boeing, representatives from the Mississippi Procurement Technical Assistance Program participated in a networking reception sponsored by Northrop Grumman and the Jackson County Economic Development Foundation. The event included an overview of Northrop Grumman and supplier relations, identification of the company's current suppliers and a business-to-business networking session. Local Northrop Grumman representatives, as well as personnel from company headquarters, discussed a continued partnership with Mississippi and local small businesses.

During Fiscal year 2017, the Mississippi Procurement Technical Assistance Program will continue focusing on partnering with large defense contractors and building partnerships with Mississippi's small businesses. This initiative will continue to advance the mission of the program: to enhance national defense and the state's economic development by assisting Mississippi businesses in obtaining

contracting opportunities.

MODEL CONTRACTOR DEVELOPMENT PROGRAM

The Model Contractor Development Program was held from September to November in Gulfport at Roy Anderson Corporation. This Gulfport class, with 37 graduates, was one of the area's largest since the program began in 2007. To date, the Minority and Small Business Development Division has offered 30 Model Contractor Development Programs in 14 different cities throughout Mississippi. Approximately 813 participants have graduated from the program. Many of them have participated in the second phase of the program, which includes technical assistance and hands-on instruction.

After identifying specific needs of smaller, more rural communities throughout the state, the division began to offer a modified

version of the Model Contractor Development Program called the Business Development Workshop Series. The workshops aim to teach basic business principles while eliminating portions of the model contractor curriculum specifically related to construction. The first of the five-week program was held in Yazoo City from March to April. Twenty-five participants received a certificate of completion. The division looks to further develop and expand the business development program in the coming fiscal year.

Leflore Construction participated in the Model Contractor Development Program in 2011 and has since increased bonding capacity and grown the company. BDC Personnel completed the Model Contractor Development Program in 2011. The company has since taken advantage of MDA's guidance and resources to increase capacity.

LEFLORE CONSTRUCTION, LLC

Leflore Construction, LLC, is a small

business located in Jackson owned and operated by Marco and Kerry Leflore. The firm has operated for five years and is certified with MDA and the Mississippi Department of Transportation. Leflore Construction also holds licensing from the states of Alabama, Louisiana and Tennessee. The company specializes in commercial renovations, housing rehabilitation and new construction. Some of Leflore's past projects include the Hawkins Field Terminal Building, Mississippi Crafts Center, Midtown Housing Project and West Millsaps Housing Project. Leflore Construction has an upcoming project with the City of Jackson, which includes rehabilitating and remodeling several homes in the Capitol Street area.

In addition to completing the Model Contractor Development Program in 2011, Marco and Kerry took advantage of supplemental training MDA offered to graduates of the program. The couple completed classes on Estimating and Bidding and Quick Books. The Leflores credit MDA's programs with providing a



MODEL CONTRACTOR DEVELOPMENT PROGRAM TOPICS INCLUDE:

- Business Planning and Management
- Construction Accounting and Financial Management
- Marketing, Estimating and Bidding
- Banking and Financing for Contractors
- Bonding and Insurance
- Project Management and Field Operations
- Claims and Dispute Resolution

solid knowledge base and foundation to help them further their business. Regarding the Model Contractor Program, they said, “There was something new to be learned and gained every week.”

During 2015, Marco and Kerry sought to increase their bonding capacity. MDA staff recommended they work through the agency’s bond guaranty program. MDA’s current resource partner in the program has been instrumental, helping several clients overcome bonding issues either through the guaranty program or on the open market. As a result of working with MDA and its resources, Leflore’s bonding capacity has increased, allowing the company to bid on large jobs it was unable to bid on in the past. Leflore was able to bond projects in Mississippi and Tennessee this year.

BDC PERSONNEL

Betty Yates operates BDC Personnel in



Holly Springs. When BDC formed in 2006, the company was in the early stages of growth.

As with many start-up small businesses born out of instinct and passion, Betty admittedly neglected important processes key to business success. She struggled for many years trying to get contracts and made numerous mistakes, costing BDC money and putting the business in jeopardy.

Betty joined the Minority Power Unity Leadership Alliance and was exposed to other business owners and resources which enabled her to steer her company in the right direction. Still today, the Minority PUL Alliance has a profound impact on BDC’s operations. The Minority and Small Business Development Division is a member of the Minority PUL Alliance. Staff routinely participates and supports the program’s initiatives. During one of the Minority PUL Alliance’s monthly meetings, Betty met and began developing relationships with MDA staff. These relationships allowed her to understand the many resources available to small businesses and how to utilize those assets. MDA-sponsored trainings, classes and presentations have helped

BDC immensely. “They have been the impetus for the development of key business relationships,” Betty said, “many of which have been instrumental in the growth and development of the company.”

BDC has grown tremendously and is now working with several large Tier 1 suppliers, such as Toyota and Nissan.

OTHER EVENTS AND EFFORTS

The Minority and Small Business Development Division continued efforts to cultivate relationships with resource partners and community groups. This year, an initiative to cultivate stronger working relationships with small rural communities and offer programs in these areas was a focus of the division. Staff regularly attended conferences and events in order to meet and network with local elected officials and citizens.

In February, the Procurement and Technical Assistance Bureau sponsored a networking

event, “Contacts to Contracts,” at the Clyde Muse Center on the Pearl campus of Hinds Community College. At the event, small businesses had the opportunity to introduce and market to representatives of some of the area’s leading companies and government agencies. Participating companies included Entergy, Jackson Municipal Airport Authority, City of Vicksburg, U.S. Army Corps of Engineers, Turner Construction, Mississippi Department of Medicaid and the Jackson Public School District.

The U.S. Department of Transportation kicked off a bonding education program in Gulfport in conjunction with the Model Contractor Development Program in the fall. The program is ongoing, and the Minority and Small Business Development Division serves as part of the stakeholders group charged with helping to ensure its success. Staff attended several bond education sessions in Gulfport throughout the year.

Disaster Recovery

To date, the Disaster Recovery Division has disbursed more than \$5.12 billion in Katrina Community Development Block Grant funds, including more than \$2 billion in grants to nearly 28,000 homeowners whose homes were damaged or destroyed.

RECOVERING AND PREPARING

MDA's Disaster Recovery Division continues to disburse the more than \$5 billion in federal disaster recovery funds channeled to the state through the U.S. Department of Housing and Urban Development. These funds are geared toward long-term Hurricane Katrina recovery efforts, as well as recovery efforts from later storms affecting the state and necessary preparations for future disasters.

The division has three overall recovery and preparedness priorities:

- Recovering housing stock – single-family and multi-family
- Rebuilding and strengthening public works/facilities

- Economic development – programs designed to retain and recruit jobs within the impacted counties

Two hundred forty-five public infrastructure projects receiving MDA-administered federal disaster recovery assistance have been completed. Sixty-seven of the 95 economic development projects receiving federal disaster recovery assistance through MDA are also complete.

Currently, the division is completing the remaining 17 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 being applied to projects throughout 49 counties affected

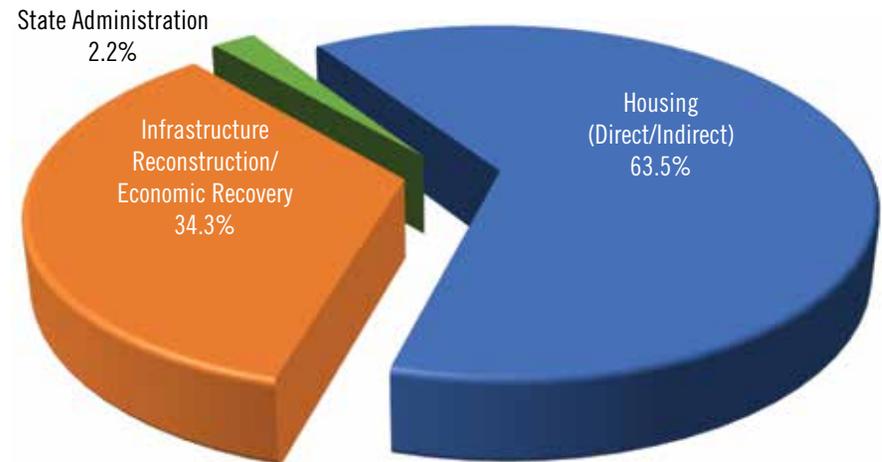
by Hurricane Katrina.

The Neighborhood Home Program, a final housing initiative tailored toward low-income, elderly Katrina victims, addressed unmet housing needs cases in the South Mississippi counties most acutely affected by Katrina and most susceptible to future storms. The Disaster Recovery Division has

helped more than 4,645 households of the most critical disaster recovery unmet needs cases through this program.

The economic recovery programs administered by disaster recovery are focused primarily on providing public infrastructure to for-profit companies creating low-to-moderate-income jobs.

CDBG DISASTER RECOVERY % of Funds Disbursed by Category



“The addition of the gantry cranes represents an important milestone toward the completion of the restoration project at the Port of Gulfport. The cranes will benefit the port’s tenants for years to come and **HELP ATTRACT NEW BUSINESSES AND GENERATE NEW INVESTMENT.”**

–GOV. PHIL BRYANT

To date, 7,655 jobs have been created or retained in conjunction with these projects. Of these jobs, 4,577 are held by low-to-moderate-income individuals.

The Disaster Recovery Division continually reviews Mississippi’s recovery status and assesses the state’s evolving recovery and disaster mitigation needs.



With state, port, union and local officials looking on, Father Ryan McCoy of St. John the Evangelist Catholic Church in Gulfport blesses the gantry cranes at the Port of Gulfport.



NEW GLOBAL HEAVYWEIGHT

Mississippi’s Port of Gulfport now competes in the heavyweight division with the addition of three new “post-Panamax” gantry cranes capable of handling the workload of even the largest vessels able to use the Panama Canal. The port also owns two mobile harbor cranes, each with a 100-ton capacity. Mississippi boasts a total of 15 ports, including two deepwater ports located on the Gulf of Mexico. The state’s affordable shipping costs, combined with convenient access to rail and truck terminals, give your business a competitive advantage.

Make Mississippi your home port.

MISSISSIPPI SHIPPING

mississippi.org

mississippi development authority
MISSISSIPPI

Energy and Natural Resources

The Energy and Natural Resources Division works with state policymakers and other partners to develop and advance a comprehensive energy policy, ensuring energy sector growth in Mississippi.

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 division also oversees the state's Mineral Lease Program, which is designed to lease the state's interest in oil and gas resources on state-owned property.

NATURAL RESOURCES

Many companies gather data on state-owned minerals through a 3D seismic survey. In FY 2015, MDA issued one seismic permit for an on-shore development of 664 acres. Since the permit involved a state park, the Energy and Natural Resources Division coordinated the issuance of the seismic permit with the Department of Wildlife, Fisheries and Parks.

All proceeds from the permit, as well as any lease bonuses, rental fees and royalty income, are allocated to Mississippi's Educational Trust Fund (97.5 percent), Gulf and Wildlife Protection Fund (2 percent) and the administration of the Mineral Lease Program (0.5 percent).

The division also continues to promote the state's natural resources at the North American Prospect Exchange, which is the world's largest upstream exploration and production expo. The exchange provides a marketplace for the buying, selling and trading of oil and gas prospects. The program showcases the state of Mississippi and educates the attendees of our willingness to work with the energy industry and our state-owned minerals, particularly offshore.

ENERGY EFFICIENCY

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 2016, MDA approved nine Energy Efficiency Revolving Loans totaling \$2,253,033.

Through the Energy Efficiency Lease Program, public facilities and private, non-profit hospitals can finance the purchase of energy-efficient equipment and installation of energy-saving improvements. In FY 2016, MDA approved three Energy Efficiency Leases totaling more than \$12.5 million.

The Energy Infrastructure Loan Fund gives local units of government a tool to finance the cost of installing energy infrastructure at large economic development project sites.

The Alternative Fuel Vehicles Loan Fund

provides financing to assist public school districts and municipalities with the purchase of alternative fuel school buses and motor vehicles, the conversion of school buses and motor vehicles to use alternative fuels or to purchase alternative fuel system equipment and facilities. In FY 2016, MDA approved one Alternative Fuel Vehicle Loan totaling \$22,500.

Technical Energy Audits and Assessments help Mississippi businesses, state agencies, schools and local governments identify inefficiencies in equipment and building design and determine areas for potential energy savings.

The Energy and Natural Resources Division works to promote energy efficiency across state government through the State Energy Management Program. Increased energy efficiency in Mississippi's public buildings reduces taxpayer burdens and frees up funds better spent on infrastructure, public safety and education.

Asset Development

Revamped to enrich the economic development environment in each of the participating counties, the Asset Development Division has initiated a new strategy while maintaining important commitments to the Main Street and Hometown Retirement programs.

The Asset Development Division transitioned from asset mapping and working with communities requesting help to a more targeted market. This new concept, the MDA Ambassadors Program, was designed to work with select audiences over a more extended and dedicated time period.

Partnering with the state's three major utility companies, a total of nine participating counties – three counties in each of the utility service areas – were selected to participate. Local economic development directors were asked to assemble an economic development team to commit

to a year of service to improve economic development capacity.

The counties participating in the pilot program included Alcorn, Grenada and Neshoba in the TVA service area; Rankin, Tunica and Warren in the Entergy service area; and Jones, Lauderdale and Pearl River from the Mississippi Power service area.

Forums held for the program included sessions showcasing the economic development support furnished by the service providers and a basic economic development 101 overview, as well as community development and planning.

Each community was given the assignment to create an economic development project they could accomplish within a one-year time frame. The projects include community development improvements, workforce development initiatives and industrial development focuses. Eight of the nine counties are on track with their projects.

MISSISSIPPI MAIN STREET ASSOCIATION

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

Mississippi Main Street Association has 52 designated Main Street communities, five network members and several association members focused on Main Street development.

So far in 2016, Main Street cities have generated 35 net new businesses and 114 net new jobs. The 2016 accomplishments also include 12 business expansions, 28 building façade updates and 102 residential units added in downtown areas. Since 1993, Main Street activities account for more than \$5 billion in public and private investments in Main Street areas.



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

Asset Development

HOMETOWN MISSISSIPPI RETIREMENT

A core emphasis of the Hometown Mississippi Retirement program is the implementation of workshops focused on the interests of retirees.

Workshops were held and included partnerships with other groups, both public and private. Eight of the 14 Certified Retirement City program directors attended one or both of the learning platforms. The Hometown Mississippi Retirement state program manager conducted site visits to each of the 14 Certified Retirement Cities. Local program directors attended several welcome center events.

A delegation of six local Hometown Mississippi Retirement directors from around the state promoted Mississippi to

potential retirees at two out-of-state trade shows. A retirement exhibit was displayed at the Mississippi Governor's Conference on Tourism in Vicksburg.

The Hometown Mississippi Retirement program was well represented during the American Association of Retirement Communities annual meeting. Seven local Hometown Mississippi Retirement program directors from around the state attended the learning and networking event. Hometown Mississippi Retirement had a 100 percent participation rate in the co-op advertisement in the national publication "Where to Retire." Hometown Mississippi Retirement highlighted each of the 14 Certified Retirement Cities in a two-page spread in the publication, which reaches more than 400,000 readers.

The most recent data indicates 135 retirees from around the country recently moved into Mississippi.



Workforce Development

Mississippi's workforce is a top reason companies choose to locate or expand operations in the state. MDA's Workforce Bureau helps companies maintain their competitive edge by linking them with quality trained employees.

In 2016, MDA provided more than \$1.75 million in Workforce Training funds to assist the state's community colleges, universities and WIN Job Centers. Critical hiring and training-related needs of businesses not met through programs available at those institutions were met by the investments.

To further complement the state's existing workforce system, the Mississippi Legislature passed and Gov. Phil Bryant signed into law the Mississippi Works Fund. The \$50 million fund originates from a deviation of the Unemployment Insurance Tax businesses pay and is designed to provide both existing businesses and new businesses with the resources to guarantee them a highly skilled workforce. Mississippi's 15 community colleges will be the primary training providers.

Workforce Training funds have been designated to assist the following:

MISSISSIPPI COMMUNITY COLLEGES

- Nissan – Canton
- Milwaukee Tool – Greenwood
- Stark Aerospace – Columbus
- Weyerhaeuser – Philadelphia
- Mars Incorporated – Greenville
- Hol-Mac – Bay Springs
- MISA – Forest

WIN JOB CENTERS

- Sport Trail Manufacturing – Bay St. Louis
- ABB - Senatobia
- MAP of Easton – Clarksdale
- Intuitive Surgical Manufacturing – Southaven
- Foley Products – Prentiss
- Crown Beverage Company – Batesville
- Upchurch Industrial Plumbing – Greenwood



The signing of the Mississippi Works Fund bill into law commits money to enhance workforce training throughout the state.

Community Services

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

STEEL DYNAMICS, INCORPORATED, is the fifth-largest producer of carbon steel products in the United States. The company is located at the Lowndes County Industrial Park in Columbus. Steel Dynamics received \$500,000 in Development Infrastructure Grant Program funds for water extension, sewer extension and construction of a new access road to their new paint shop. The county invested \$2,339,560 into the project. Steel Dynamics invested approximately \$100,000,000 into building and equipment and created 40 new jobs in Lowndes County.

BIEWER LUMBER is a third-generation, family owned group of companies committed to the environment and sound forest practices. The Biewer Lumber's Family of Companies includes sawmills, logistics, and lumber treatment facilities. The company located their new sawmill in the Newton Industrial Park in Newton, creating 124

jobs. Community Development Block Grant funds in the amount of \$2 million were used to construct a new perimeter access road and to repair and extend an existing rail

spur at the site. Local funds in the amount of \$253,194 were used for the access road. A company investment of \$85 million was used for purchasing equipment and building the sawmill.

The **METADYNE** group of companies

are manufacturers of precision parts specializing in cemented tungsten carbide, tungsten alloys and molybdenum products. As a leader in the innovative processing of tungsten carbide powders, the company has developed cost-effective solutions, allowing it to provide customers with high

COMMUNITY SERVICES DIVISION PROGRAM HIGHLIGHTS FY2016

Program	Number of Awards	Total Funds Awarded
Community Development Block Grant	43	\$19,815,780
Appalachian Regional Commission	27	\$796,525
Neighborhood Stabilization Program	1	\$2,025,000
Capital Improvements Revolving Loan Program	17	\$5,650,195
Development Infrastructure Grant Program	9	\$2,977,436
Freight Rail Service Projects Revolving Loan Program	1	\$1,000,000
Rural Impact Fund Grant Program	1	\$150,000
Small Municipalities and Limited Population Counties Grant Program	29	\$3,857,727

*“Governor Bryant’s level of **COMMITMENT AND DETERMINATION** to ensure jobs stay in Mississippi and continue to be added are instrumental to the success Milwaukee Tool is experiencing in Mississippi. We are thankful to be able to add good jobs where they are needed.”*

–JACK BILOTTA, GREENWOOD PLANT MANAGER, MILWAUKEE TOOL

quality, competitively priced products. Industries served include mining, oil/gas drilling, construction, lumber, woodworking, general wear and metal cutting/removal. Development Infrastructure Grant Program funds in the amount of \$48,200 were used toward site improvements for the parking area of the company. The county committed to a local match of \$4,820. Metadyne Gulfport, LLC, created 20 new jobs and invested approximately \$3 million into the project.

ICE INDUSTRIES is a metal stamping, welding and assembly facility in Grenada. The company received a new contract for additional manufacturing work requiring the existing facility be upgraded. Ice Industries requested the board of supervisors to implement a series of improvements at the county-owned building. As a result of the project, Ice Industries created 50 new jobs at the plant facility and spent approximately \$1.8 million in construction and equipment

upgrades, enhancements and retrofits. Community Development Block Grant funds in the amount of \$900,000 and local matching funds in the amount of \$100,240 were used for the project.

MILWAUKEE TOOL is an industry-leading manufacturer of heavy-duty power tools, accessories and hand tools for professional users worldwide. The company expanded its operations by upgrading its newest facility in Greenwood. The renovation added approximately 50 jobs, with current employment at 508 employees. Community Development Block Grant funds in the amount of \$1 million were used to renovate restrooms, a first aid room, and break rooms. A new mezzanine, second floor office area and front entrance were added as well. Local funds in the amount of \$100,000 were used for building renovations. A company investment of \$1 million was used for renovations and purchasing equipment.



MDA provided assistance for building renovations for Milwaukee Tool’s expansion at its Greenwood facility.

Marketing and Communications

The Mississippi Development Authority is committed to promoting the state's assets both nationally and internationally. MDA's Marketing and Communications Division promotes the agency's job recruitment, retention and expansion efforts by supporting each of MDA's divisions.

Public relations, marketing, branding, social media, event planning, graphic design, website management and advertising are housed under the Marketing and Communications umbrella to promote the advancement of state capabilities and resources.

The Marketing and Communications Division began Fiscal Year 2016 with the successful promotion of the 10-year anniversary of Hurricane Katrina, aptly held on the Mississippi Gulf Coast. The state proudly hosted former President George W. Bush and produced a 10-year anniversary publication. The event recognized not only the anniversary of the landfall of the nation's largest natural disaster, but also the brave first responders who answered the call to protect and serve Mississippians affected by the storm. The event served as a reminder of Mississippi's resilience in the face of catastrophe.

Marketing and Communications also coordinated several other notable events on behalf of the state. For the first time, the division coordinated with the Global

and Trade divisions to lead a delegation of Mississippi companies and economic developers in promoting Mississippi at the world's largest trade show. Held in Hannover, Germany, Hannover Messe attracts more than 200,000 visitors and decision makers and 2,500 journalists, with more than 30 percent of attendees from abroad. As the official partner country for 2016, the United



MDA and local trade partners promoted Mississippi at the Mississippi exhibitor booth at the 2016 Farnborough Air Show.

States formally kicked off the event with a joint welcome by President Barack Obama and German Chancellor Angela Merkel.

Also for the first time, MDA partnered with Mississippi State University to exhibit the state's capabilities in unmanned aerial systems at the Association for Unmanned Vehicle Systems International's Xponential 2016 Event. At Xponential, state, business and corporate leaders showcase their abilities to the largest global community of leaders in drones, robotics and unmanned systems. Marketing and Communications facilitated Mississippi's exhibitor booth.



MDA Executive Director Glenn McCullough, Jr. and members of the MDA Marketing and Communications Division assisted in the successful groundbreaking of Continental Tire's newest manufacturing facility in Hinds County.

MISSISSIPPI.ORG

447,167 visitors

158,399 new users

20.3% increase ↑

40,079 international users

144.3% increase ↑

SOCIAL MEDIA



65,232

5.5% increase ↑



11,062

130% increase ↑



2,825

12.4% increase ↑

Marketing and Communications also facilitated Mississippi's exhibitor booth at the 2016 Farnborough Air Show. Led by U.S. Sens. Thad Cochran and Roger Wicker, MDA's Global and Trade Divisions and local partners promoted Mississippi to major defense and aerospace companies across the globe. The Farnborough event represented a total of \$124 billion of confirmed aerospace orders and 1,500 exhibitors for 2016, making it one of the premier aerospace events for economic development.

Other events Marketing and Communications conducted or assisted with include the 2016 Governor's Export Summit for Excellence in Exporting, five successful One Mississippi events, a Continental town hall meeting and groundbreaking ceremony and many other conferences, meetings and press announcements around the state.

Mississippi Development Authority social media channels saw a boost in 2016. Facebook "likes" totaled 65,232, up 5.5

percent from 2015. LinkedIn connections were up 12.4 percent for a total of 2,825. One of the largest and most notable increases was in Twitter, with more than 11,062 followers — an increase of 130 percent.

MDA's website, www.mississippi.org, had a banner year, as well. The website had more than 447,167 visitors in FY 2016. Of those visitors, 158,399 were new users, an increase of 20.3 percent from FY 2015. The average session duration increased 3 percent. More than 40,079 international users visited the site, an increase of 144.3 percent.

Marketing and Communications also garnered two PRISM Awards from the Public Relations Association of Mississippi. The team won the PRISM award in the Integrated Social Media Programs category for their entry "Sharing Mississippi Workforce Success Stories through Video." The entry was also selected as Best of Show of all award entries submitted.

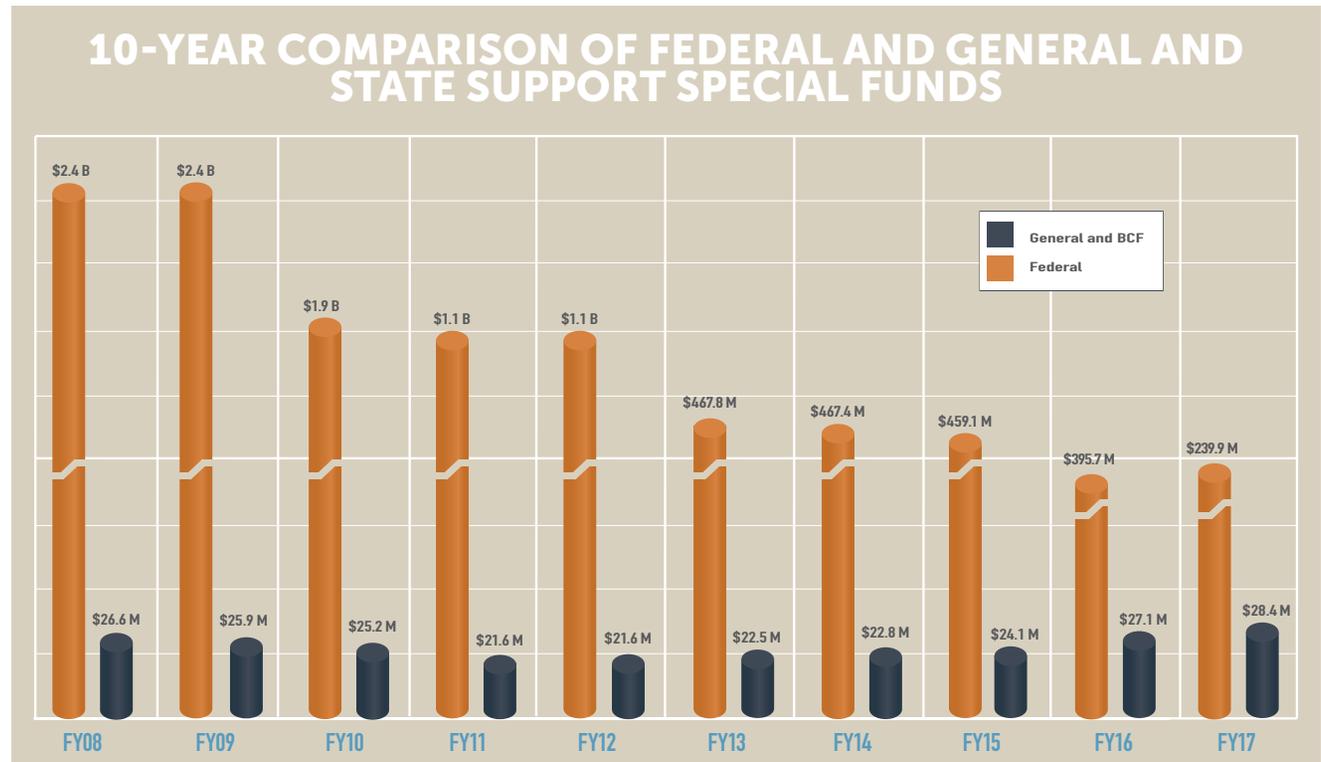


Dr. Theodor Niehaus of Festo shows the latest automation technology to Glenn McCullough, Jr., executive director of MDA, during the world's largest trade show in Hannover, Germany.

Financial Resources

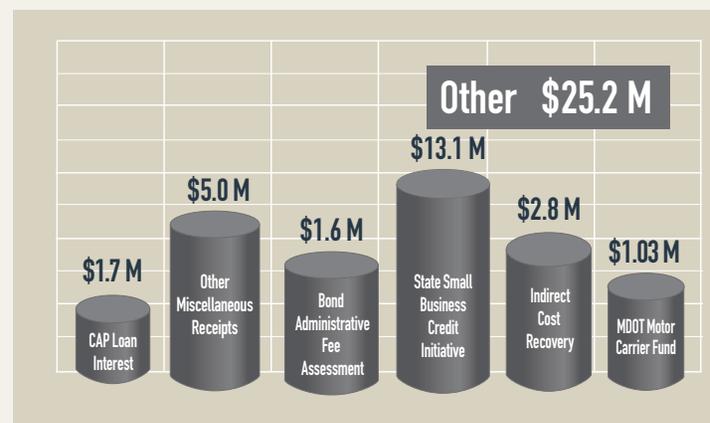
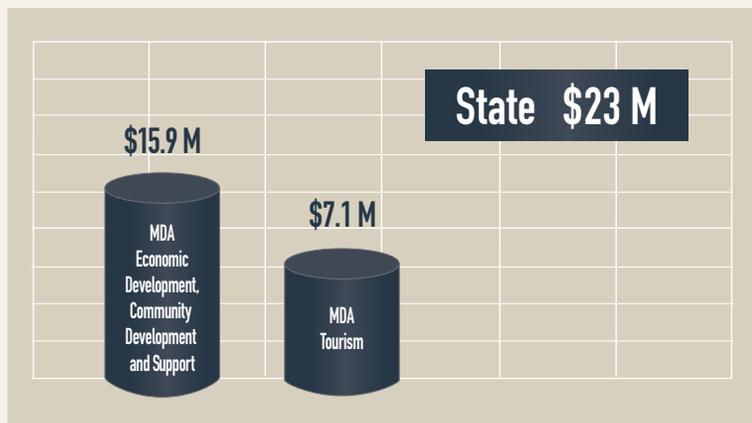
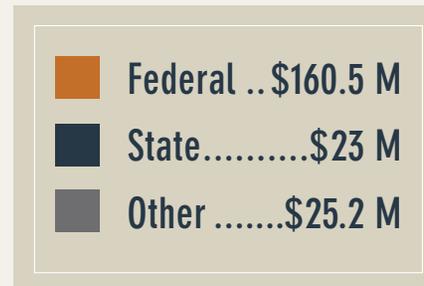
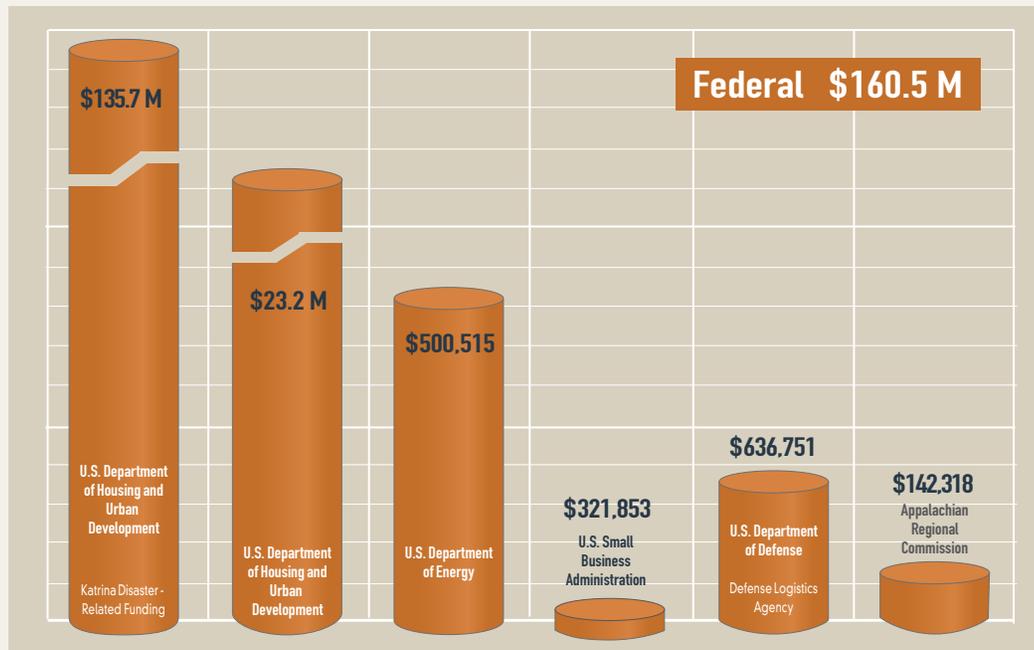
MDA's Financial Resources Division provides technical assistance for the various business incentive programs available in Mississippi and administers many of the financing and incentive programs that Mississippi offers new and expanding businesses in the state.

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.



Source of Funding

**Total FY2016
Income
\$208.7 Million**





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Produced by the MDA Marketing and Communications Team