



Creating Opportunities And Strengthening Communities

MISSISSIPPI

FY2014 | ANNUAL REPORT

MISSISSIPPI DEVELOPMENT AUTHORITY

MISSISSIPPI

Cover: **Leon Wilson**, a structural welder, is one of Mississippi's shipbuilding employees. The state recently ranked #2 in Total Private Sector Direct Labor Income in the U.S. Shipbuilding and Repairing Industry. Huntington Ingalls Shipbuilding, Trinity Yachts, Gulf Ship and VT Halter Marine are just a few of the state's industry leaders.

U.S. Department of Transportation MARAD Report, 2013



Area Development's annual Gold and Silver Shovel Awards recognize states for achievements in attracting high-value investment projects that will create a significant number of new jobs. The state was awarded its fourth Silver Shovel Award.



Mississippi offers manufacturers a one-stop permitting process for all environmental permits, more than 13,000 miles of combined interstate pipeline and abundant, affordable and reliable electricity.

Expansion Solutions Magazine, 2013



Area Development's fifth annual *Top States for Doing Business* survey of site consultants ranks Mississippi in the Top 10 for the fourth consecutive year.



There are 117 shipyards in the United States, spread across 26 states. According to NAICS, shipbuilding and repair provide more than 12,000 jobs in Mississippi with average earnings of \$80,876.

U.S. Department of Transportation MARAD Report, 2013



Yokohama Tire Manufacturing Mississippi was recognized for the impact it will have on Clay County and surrounding communities in *Trade & Industry Development* magazine's 9th Annual CiCi Awards.

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Norma Jean Stovall has worked at Pioneer Aerospace, a parachute systems manufacturer in Columbia, for 50 years, more than half as long as the company has been in business. Now a part of Zodiac Aerospace, Pioneer Aerospace opened in the 1930s, launching the start of Mississippi's aerospace industry.



New Creative Economy Marketing Campaign Impact | March - June 2014

170+ EVENTS ON THE CALENDAR

11.9M IMPRESSIONS REACHED VIA TRADITIONAL ADVERTISING

IMPRESSIONS REACHED VIA DIGITAL ADVERTISING **54M+**

PAGE VIEWS AT MSHOMECOMING.COM **135,000**

TOP 5 BEST TRAVEL ADS FEATURED ON SKIFT IN MARCH 2014

NEW DIGITAL SIGNUPS **2,500**

PEOPLE REACHED VIA MONTHLY EMAIL UPDATE **23K+**

NEW TOUR GUIDE REQUESTS **5,500**

51K+ LIKES, SHARES, COMMENTS, RETWEETS, REPLIES, CLICKS & FOLLOWS ON SOCIAL MEDIA

FOLLOW THE SUCCESS AT **#YOCE**

Held the last Saturday in September, the Clarke County Forestry and Wildlife Festival at Archusa Water Park near Quitman is one of many events held around the state each year.

2014: The Year Of The Creative Economy

CELEBRATING MISSISSIPPI'S CREATIVE HERITAGE

Gov. Phil Bryant proclaimed 2014 as "The Year of the Creative Economy," a statewide celebration showcasing Mississippi's musicians, artists, writers, dancers, designers, poets, sculptors, architects, chefs and more.

Mississippi is the birthplace of America's music and has produced some of the nation's greatest writers. The state's creative heritage serves as an inspiration for countless artists, entrepreneurs and innovators. The creative spirit found in Mississippi today is just as vibrant as it was in decades past.

The creative economy also fuels a business engine adding billions of dollars to the state's GDP. It's a powerful

economic force that creates thousands of jobs in Mississippi, with the financial impact equal to a dozen Nissan plants.

Just as important, the creative economy offers a high quality of living to Mississippi's residents, and it serves as a magnet that attracts millions of tourists each year.

Additionally, the creative economy inspires innovation and adds significant value to other industries in Mississippi.

Creative occupations require a significant level of originality and imagination and are not just found in the better-known creative sectors such as theaters, art galleries and advertising agencies. Local governments in Mississippi employ nearly nine percent of all creative talent, and faith-based organizations employ roughly 5.7 percent, primarily musicians.

MISSISSIPPI'S CREATIVE ECONOMY EMPLOYS MORE THAN 60,700 PEOPLE.



The Ohr-O'Keefe Museum of Art, designed by artist and architect Frank Gehry, is a tribute to Mississippi's master potter, George Ohr, the self-proclaimed "Mad Potter of Biloxi."

By understanding the creative economy as it exists today, Mississippi is better prepared to support and develop this key sector. This portion of Mississippi's economy has the potential to be a major catalyst for job creation and to position many communities for a bright and prosperous future. It will continue to be at the forefront of MDA's focus for the state's economy.

FY2014: A Year In Review



1

A LOOK AT MISSISSIPPI'S SUCCESS

From the start of construction of the new Yokohama Tire plant in West Point to major corporate expansions like Nissan and Raytheon, FY2014 was a strong year for development in Mississippi.

Q1 JULY - SEPTEMBER 2013

- Nissan announced the construction of a supplier park near its Canton plant.
- Yokohama broke ground in West Point for its future commercial truck tire manufacturing plant. **Q1**
- German manufacturer Feuer Powertrain broke ground in Tupelo for its first manufacturing facility located in the U.S., which will create 300 new jobs.

Q2 OCTOBER - DECEMBER 2013

- Mississippi's aerospace sector saw significant growth as Rolls-Royce opened a second jet engine

test stand at Stennis Space Center, and SpaceX announced it would test rocket engine components at Stennis.

- Mississippi hosted the 36th Annual Joint Meeting of the Southeast U.S. – Japan and Japan/U.S. Southeast Associations in Biloxi, where more than 450 delegates attended. **Q2**
- Automotive supplier Toyota Boshoku announced the expansion of its Mantachie operations, creating 180 new jobs.

Q3 JANUARY - MARCH 2014

- German-based vehicle parts supplier GRAMMER Inc. selected Lee County for its U.S. manufacturing facility, creating 650 jobs and investing more than \$30 million over the next five years.
- To bolster Mississippi's workforce, Gov. Bryant unveiled mississippiworks.org, a website that connects employers with job seekers, and MDA opened its new Entrepreneur Center to help small business owners thrive. **Q3**



Q1



Q2



Q3



Q4

Q4 APRIL - JUNE 2014

- Toyota manufactured its first Corolla for export at its Blue Springs plant, and Nissan added the Murano to its Canton production line, creating 500 new jobs.
- ISA TanTec announced it would locate a tannery to produce various leather goods for export in Vicksburg, creating 366 new jobs.
- McDermott International became the first major tenant in the Port of Gulfport following Hurricane Katrina. **Q4**

02

JOB CREATION & ANNOUNCEMENT TIMELINE FY2014
7,062 NEW JOBS CREATED
IN 57 CITIES & 82 COUNTIES
\$1.1 BILLION+ NEW CORPORATE INVESTMENT

58 JOBS
 07 | 02 | 2013
CalStar

Columbus (Lowndes County)
 New company

25 JOBS
 07 | 08 | 2013
G & G Steel, Inc.

Iuka (Tishomingo County)
 Expansion

In October 2013, **Rolls-Royce** officials joined MDA and other state leaders in Hancock County to celebrate the official opening of the company's second jet engine test stand in Mississippi. Located at NASA's John C. Stennis Space Center, this \$50 million corporate investment by Rolls Royce created 35 new jobs.

The latest, most advanced Rolls-Royce civil aircraft engines are tested here, including the Trent 1000 and the Trent XWB, which power the Boeing 787 Dreamliner and the Airbus 350XWB, respectively.



L to R: Anthony Woodward, General Manager, Rolls-Royce Outdoor Jet Engine Testing Facility; James M. Guyette, President and CEO of Rolls-Royce North America Inc.; Brent Christensen, Executive Director, Mississippi Development Authority; Fred Haise, former NASA astronaut; and Gary Moore, Operations Director, OE, Civil Large Engines, Rolls-Royce.



CEDRIC TRICE, an assembly team member, has worked for Toyota Motor Manufacturing Mississippi in Blue Springs for three years. The first Corolla manufactured in Mississippi for export to customers in Central and South America and the Caribbean was unveiled in April 2014.

15 JOBS

07 | 13 | 2013

Fayard Moving & Warehousing

Gulfport (Harrison County)
Expansion

35 JOBS

07 | 13 | 2013

Smith Transportation

Byhalia (Marshall County)
Expansion



Building A More Competitive Mississippi

FY14

04

As the state's lead economic development agency, MDA's coordinated efforts helped move Mississippi's economy forward as we attracted dozens of new businesses to our state and celebrated the expansions of many existing industries in FY2014.

This year's Annual Report title *"Creating Opportunities and Strengthening Communities"* is a nod to both the job opportunities MDA helped create in FY2014 and our continued focus on developing Mississippi's workforce, our state's greatest asset. MDA partners with community colleges and universities across the state to meet companies' workforce training needs.

Throughout this report, Mississippians are pictured hard at work in high-tech and highly skilled jobs. We also showcase MDA's divisions and the successes each has garnered over the last year.



The groundbreaking ceremony for Yokohama Tire Manufacturing Mississippi was held in West Point on Sept. 23, 2013. L to R: Mr. Hikomitsu Noji, President, Yokohama Tire Corporation; Gov. Phil Bryant; Mr. Tadaharu Yamamoto, President, Yokohama Tire Manufacturing Mississippi; and Brent Christensen, Executive Director, Mississippi Development Authority.

Our organization is committed to increasing the quality of life in Mississippi, whether it is through job creation, business expansion, promoting our creative culture or improving infrastructure in cities and towns.

MDA is proud to serve the state of Mississippi, and we want to share good news about the great things happening

in our state. In FY2014, we significantly increased our social media presence on Facebook, Twitter and LinkedIn. Connect with us on any of these platforms to learn about economic development wins in Mississippi.

MDA announced more than 7,060 state-assisted new jobs in Mississippi in FY2014, representing capital investments of more than \$1.1 billion. We achieved great success in FY2014, and for our efforts we earned a Silver Shovel Award from *Area Development Magazine* for the fourth consecutive year.

We are on the right path, and we will continue to hold ourselves to high standards. By working collaboratively with our partners across the state, we will continue to attract new global companies and assist our existing businesses as we build a stronger Mississippi.

Brent Christensen
Executive Director

Mississippi Development Authority



10 JOBS
07 | 13 | 2013
Windsor Foods
Oakland (Yalobusha County)
Expansion



90 JOBS
07 | 15 | 2013
GENCO
Olive Branch (DeSoto County)
New Company



34 JOBS
07 | 22 | 2013
NVision Solutions Corp.
Bay St. Louis (Hancock County)
Expansion





L to R: Sharon Decker, North Carolina Secretary of Commerce; Senator Hugh Leatherman of South Carolina; Brian Kemp, Georgia Secretary of State; Governor Rick Scott of Florida; Chairman Atsutoshi Nishida of Toshiba; Governor Phil Bryant of Mississippi; Chairman William Yates of W.E. Yates Construction; Governor Bill Haslam of Tennessee; and Greg Canfield, Alabama Secretary of Commerce.

Mississippi hosted the **36th Annual Joint Meeting of the Southeast U.S. – Japan and Japan/ U.S. Southeast Associations** in November 2013 at the Beau Rivage Resort in Biloxi. The associations, collectively known as SEUS-Japan, were established in 1975. The annual joint meeting attracted more than 450 Japanese and southeastern U.S. business leaders, government officials and economic development professionals. The event promoted trade, investment, understanding and friendship between Japanese industrial members and the member states of the southeast U.S.



SCOTT MAHR, an employee at GE Aviation in Batesville, has worked for the company for 6 ½ years. GE Aviation manufactures composite components for jet engines and employs more than 450 people in its Batesville location alone. GE also has a plant in Ellisville, scheduled to employ more than 250 people.

Global Recruitment

ATTRACTING GLOBAL INVESTMENT TO MISSISSIPPI

The Global Business Division recruits domestic and overseas companies to Mississippi. Working with local economic developers throughout the state, the division helps companies identify and secure appropriate buildings, sites and locations and arrange other government services like environmental permitting, employee recruitment, screening and training.

The Global Business Division's team of business development professionals works to understand and meet the specific site selection needs of prospective businesses.

In FY2014, the division successfully recruited 13 new companies that now call Mississippi home.

SpaceX

One of these companies, **SpaceX**, a commercial spaceflight company, announced in October 2013 it would locate its rocket engine component testing program at NASA's Stennis Space Center in Hancock County. The project represents a \$1.5 million corporate investment and was their first on-site partnership with a NASA facility.

SpaceX will conduct initial testing of its Raptor methane rocket engines at the E-2 test stand at Stennis as part of its engine development program, which represents the latest in propulsion technology and will produce the largest methane/LOX engines in U.S. history. SpaceX upgraded the stand with methane capability, making it one of the most sophisticated high-pressure testing facilities in the world. MDA provided assistance in support of the project to improve the E-2 test stand.

“SpaceX is proud to bring the Raptor testing program to NASA’s Stennis Space Center and the great state of Mississippi. In partnership with NASA, SpaceX has helped create one of the most advanced engine testing facilities in the world, and we look forward to putting the stand to good use.”

Gwynne Shotwell, President and COO of SpaceX

150 JOBS

07 | 24 | 2013

Tecumseh Products Co.

Verona (Lee County)
Expansion

800 JOBS

07 | 30 | 2013

Nissan North America

Canton (Madison County)
Expansion

25 JOBS

08 | 05 | 2013

GNS Frac LLC

Greenville (Washington County)
New Project



SpaceX cut the ribbon on the company's rocket engine testing program at NASA's Stennis Space Center on April 21, 2014. L to R: Gov. Phil Bryant; U.S. Sen. Thad Cochran; Gwynne Shotwell, President and COO of SpaceX; U.S. Rep. Steven Palazzo; and Dr. Richard Gilbrecht, Director of John C. Stennis Space Center.

ISA TanTec

In May 2014, **ISA TanTec**, which has operations in Vietnam and China, announced the company is locating its first U.S. leather tannery operations in Vicksburg. The global company supplies leathers to widely recognized footwear brands like Clarks, Deckers, Merrell, New Balance, Rockport, The North Face, Timberland, Wolverine and more.



The Vicksburg tannery will be called Mississippi TanTec Leather, Inc., when complete. The project represents a corporate investment of \$10.1 million and will create 366 new jobs. MDA provided assistance in support of the project for the purchase of the building, building improvements and the construction of a wastewater pretreatment facility.

45 JOBS

08 | 06 | 2013

Enersteel

Natchez (Adams County)
Expansion

20 JOBS

09 | 04 | 2013

St. James Lighting

Columbia (Marion County)
Expansion



Global Recruitment



GRAMMER AG

Vehicle parts
supplier **GRAMMER**



Inc. broke ground in Tupelo Lee Industrial Park for the company's future U.S. headquarters and manufacturing operations site in November 2013. A leading supplier of automotive interiors and seating systems for commercial vehicles, GRAMMER Inc. is a subsidiary of Germany-based GRAMMER AG.

The project represents a total investment of \$30 million over five years and will create 650 new jobs. MDA provided assistance in support of the project for the build-out of the facility, workforce training, construction of the Phase II facility, as well as assistance to ship equipment to the site.

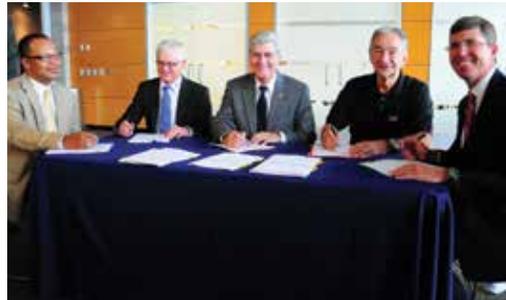
Feuer Powertrain

Officials from **Feuer Powertrain GmbH** broke ground in Tunica for the company's first U.S.



manufacturing operations in September 2013. The Germany-based company manufactures and processes ready-for-installation crankshafts.

The project represents a \$140 million corporate investment and will create 300 new jobs. MDA provided assistance in support of the project.



Gov. Phil Bryant and officials from Feuer Powertrain GmbH held an announcement and groundbreaking ceremony in Tunica at the future site of the company's first U.S. manufacturing operations.

FY2014 NEW INVESTMENT

AlumaForm	125 jobs	\$6.7 M investment
Behold Furniture	80 jobs	\$1.5 M investment
Brook & Dehart Express Logistics	35 jobs	\$2.8 M investment
CalStar	58 jobs	\$8 M investment
Customized Distribution, LLC	60 jobs	\$1 M investment
Feuer Powertrain	300 jobs	\$140 M investment
Genco	90 jobs	\$2.3 M investment
GRAMMER AG	650 jobs	\$30 M investment
ISA TanTec	366 jobs	\$10.1 M investment
Jackson Furniture	250 jobs	\$2 M investment
McDermott	100 jobs	\$125 M investment
Mississippi Forge	60 jobs	\$9 M investment
Mississippi Silicon	200 jobs	\$200 M investment
Posturecraft	103 jobs	\$1.75 M investment
SpaceX	3 jobs	\$1.5 M investment
TOTAL:	2480 jobs	\$541.65 M investment

200 JOBS

09 | 04 | 2013

UMMC School of Medicine

Jackson (Hinds County)
Expansion

30 JOBS

09 | 13 | 2013

Metso Minerals

Clarksdale (Coahoma County)
Expansion

30 JOBS

09 | 16 | 2013

Homestretch, LLC

Nettleton (Lee County)
Expansion

Asset Development



CAPITALIZING ON MISSISSIPPI'S LOCAL ADVANTAGES

The Asset Development Division helps Mississippi communities across the state capitalize on their existing local resources and create plans for the future.

The division conducts asset mapping for Mississippi communities, a process that involves assembling a team from a variety of local entities, state agencies, private companies and educational institutions to identify a community's existing assets like local restaurants and attractions, talented people, historic buildings and natural resources. The team then makes recommendations on how to use the community's resources to their maximum advantage.

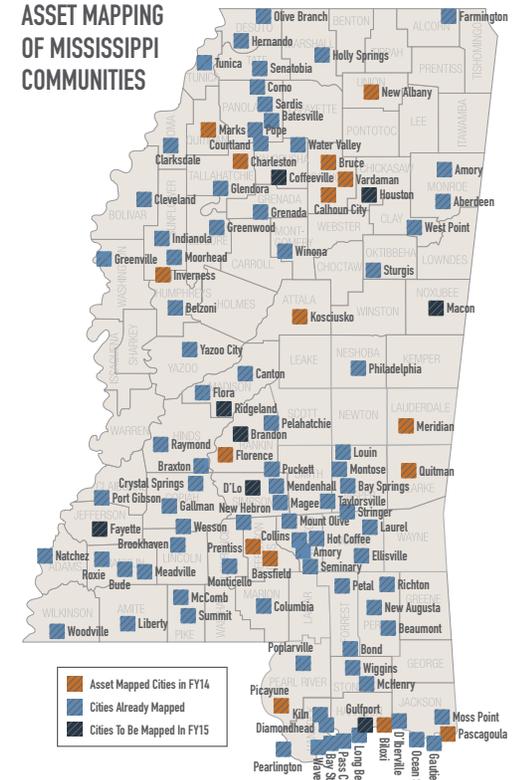
Asset Development also promotes the state's creative economy and supports the Mississippi Main Street Association and Hometown Mississippi Retirement programs.

Hometown Retirement Program

2014 marks the 20th year of the Hometown Retirement Program, and since its inception, 6,627 new retiree households have relocated to 20 certified Hometown Mississippi Retirement cities. To become certified, a city must pass a three-month evaluation period based on affordable cost of living, low taxes, low crime rate, quality medical care, recreation and educational and cultural opportunities. The Hometown Retirement Program reaches out to upcoming retirees by attending trade shows and events and through the growing Facebook page, *Mississippi Living*.

ASSET DEVELOPMENT HAS MAPPED 77 CITIES SINCE THE PROGRAM BEGAN AND WILL MAP AT LEAST 8 MORE CITIES IN FY15.

ASSET MAPPING OF MISSISSIPPI COMMUNITIES



Find out more about assets in each of these communities using the interactive website: assetmap.mississippi.org

103 JOBS
09 | 17 | 2013
Posturecraft Mattress Co.
Plantersville (Lee County)
New Company

300 JOBS
09 | 24 | 2013
Feuer Powertrain GmbH
Tunica (Tunica County)
New Company



ASSET MAPPING: CITY OF BILOXI

Asset Development assembled a team of 24 experts from local and state government, educational institutions and the private sector to asset map Biloxi in April 2014. With a population of more than 44,000, it is the largest city the division has evaluated. The process revealed existing resources that the city of Biloxi could capitalize upon. Recommendations made to city officials included a more aggressive marketing



In addition to Biloxi, 16 other communities were mapped in FY2014. TAP Alliance hosted Asset Development Division Director Joy Foy, MDA project managers and others with tours of Tishomingo, Alcorn and Prentiss counties. L to R: David Ramsey, Director of MDA's Global Recruitment Division; Lauren Buntin with North Mississippi Industrial Development Association; Trisha Webber of MDA's Existing Industry and Business Division; and Clayton Stanley, a Corinth business owner, touring the beautifully renovated train depot in Corinth.

and branding campaign for downtown, more and improved directional signage, a greater focus on assets unique to Biloxi and intensification of downtown revitalization projects.

As a result of the asset mapping, the city now has the tools to identify and recruit an appropriate mix of service and retail businesses for its downtown and improve downtown signage. The city can also take advantage of distinctive cultural assets like the new minor league baseball stadium, which is currently under construction.

Asset Development used technology to their advantage while asset mapping Biloxi. For the first time, the team reported their findings to city officials using a video recorded during the asset mapping exercise. The video replaced the printed report typically given to communities after asset mapping. The new approach speeds up the analysis and reporting process and enables the division to reduce the backlog of communities waiting to be asset mapped.



Community Services



INVESTING IN MISSISSIPPI'S COMMUNITIES

MDA's Community Services division administers federal and state economic and community development programs. The federal grants assist with public infrastructure, facilities, housing and homeless prevention. The state programs support infrastructure upgrades and economic development projects, which create jobs for Mississippians.

Homestretch, LLC, a motion furniture manufacturer in Nettleton, recently expanded, which required the addition of two assembly lines. Rural Impact

Funds in the amount of \$300,000, Appalachian Regional Commission funds in the amount of \$300,000 and Monroe County funds in the amount of \$30,929 assisted with the construction of a new access road, security fencing and a new parking area. The project created 30 new jobs for the area's workers.

General Atomics manufactures components for the Electromagnetic Aircraft Launch System and Advanced Arresting Gear programs. In January 2014, the company expanded in Lee County by relocating its Electronic Systems Division from San Diego, California to its Tupelo location. Development Infrastructure Grant



Program funds in the amount of \$269,940 assisted with building renovations and the extension of the roadway. The Community Development Foundation donated the land and funds in the amount of \$29,993 to construct a connector road. General Atomics created 50 new jobs as a result of the expansion.

Saf-T-Cart, Inc. manufactures carts, pallets and truck beds for the package gas industry. To assist with Saf-T-Cart's expansion, MDA provided Development Infrastructure Grant Program funds in the amount of \$450,000, and Coahoma County provided funds in the amount of \$45,000 to make building renovations and

<p>86 JOBS 09 25 2013 Hattiesburg Clinic Hattiesburg (Forrest County) Expansion</p>	<p>10 JOBS 09 25 2013 Urology Healthcare Properties Jackson (Hinds County) Expansion</p>	<p>92 JOBS 09 25 2013 APS Pharmacy Southaven (DeSoto County) Expansion</p>
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Community Services

construct a new warehouse/shipping facility. The company created 30 new jobs as a result of the expansion.

Emergency Solutions Grants Program:

Located in Ocean Springs, the **Community Care Network** is a faith-based organization that provides emergency and transitional housing and programs designed to teach families to live independently and maintain stable homes. CCN was awarded an ESG grant in the amount of \$100,000 during FY2014, of which \$40,000 was designated for Homeless Prevention and Rapid Rehousing. After only eight months into the ESG FY2014 funding cycle, CCN had expended all of the available funds for Rapid Rehousing and Homeless Prevention activities and have since been awarded \$45,000 in additional funds. CCN served a total of 71 clients – 45 in Rapid Rehousing and 28 in Homeless Prevention.

HOME Homeowner Rehabilitation:

Webster County was awarded a HOME Homeowner Rehabilitation grant in November 2013. One of the three homes receiving assistance did not have running water. Thanks to the funds awarded, improvements are now underway, and by fall 2014, these residents will have safe and habitable homes.

Community Development Block Grant:

Choctaw County, on behalf of the **Reform Water Users Association**, sought \$600,000 in CDBG funds, \$1,987,500 in USDA funds and \$300,000 in ARC funds to correct major deficiencies within its water system. The project includes a new 200,000 gallon ground storage tank, a 750 gpm water treatment and filtration plant and a 30,000 KW generator. With these improvements, the association will be able to better serve its 640 residential and 34 commercial customers, add new customers and keep the system running during a power outage.

FY 2014 HIGHLIGHTS

Program	Number of Awards	Total Funds Awarded
CDBG	55	\$27,806,882.00
HOME	19	\$10,540,650.00
ESG	14	\$ 1,732,259.00
CAP	25	\$25,819,736.00
RIF	6	\$ 1,123,614.00
SMLPC	32	\$ 4,740,320.00
DIP	14	\$ 5,590,654.00
TOTAL	165	\$77,354,115.00

CDBG - Community Development Block Grant
HOME - HOME Investments Partnership Grant
ESG - Emergency Solutions Grant
CAP - Capital Access Program

RIF - Rural Impact Fund
SMLPC - Small Municipalities/Limited Populations Counties Program
DIP - Development Infrastructure Program



20 JOBS

10 | 01 | 2013

Attala Steel Industries

Kosciusko (Attala County)
Expansion

10 JOBS

10 | 08 | 2013

Coburn Supply Company

Greenwood (Leflore County)
New Company

25 JOBS

10 | 08 | 2013

Shamrock Wood Industries

Hernando (DeSoto County)
Expansion

Disaster Recovery



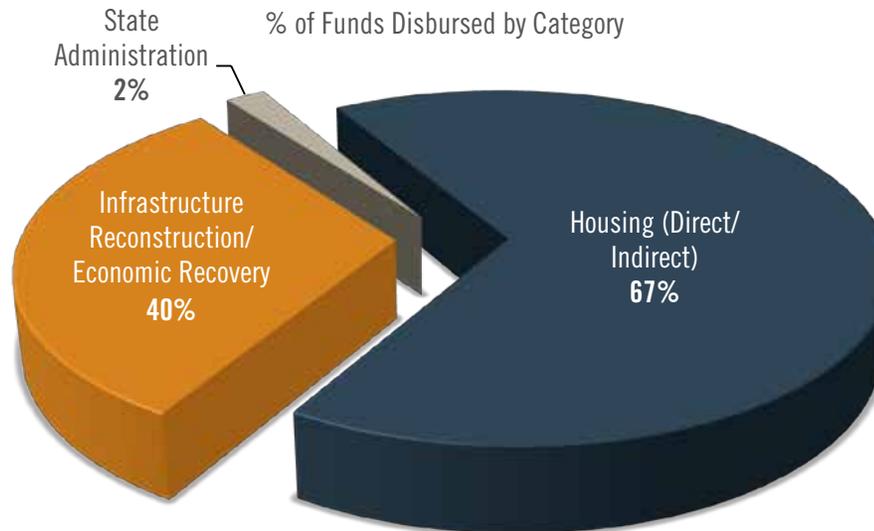
REBUILDING COMMUNITIES, INCREASING RESILIENCE

The state's Disaster Recovery Division was created in 2005 to oversee a comprehensive rebuilding plan following Hurricane Katrina. Congress appropriated more than \$5 billion in federal Community Development Block Grant funds for Katrina recovery projects in Mississippi.

MDA's Disaster Recovery Division is responsible for disbursing these funds, allocated for long-term Hurricane Katrina recovery efforts and to build more disaster resistant communities in Mississippi.

To date, the division has disbursed more than \$4.77 billion in Hurricane Katrina Recovery Community Development Block Grants to support recovery and

CDBG DISASTER RECOVERY



disaster preparation efforts in housing, public infrastructure and economic development. This total includes more than \$2 billion in grants disbursed to more than 28,000 Gulf Coast homeowners whose homes were damaged or destroyed by Hurricane Katrina.

The division has four priorities:

1. Recover single- and multi-family housing stock
2. Rebuild and strengthen public works/facilities
3. Retain and recruit jobs within the affected counties through economic development
4. Major structural investments to position the coast for long-term growth

38 JOBS

10 | 08 | 2013

Maple Land & Timber

Baldwyn (Prentiss County)
Expansion

150 JOBS

10 | 11 | 2013

Wayne Farms

Laurel (Jones County)
Expansion



Disaster Recovery



The division has completed 200 public infrastructure projects using federal disaster recovery funds administered by MDA and is currently completing the remaining 46 public infrastructure projects under the Water/Sewer, Community Revitalization, Ground Zero and GO Zone programs. These projects are underway in 49 counties affected by Hurricane Katrina and are geared toward rebuilding or strengthening public

THE DISASTER RECOVERY DIVISION HAS HELPED MORE THAN 3,600 HOUSEHOLDS WITH CRITICAL UNMET HOUSING NEEDS.

services such as water/wastewater service, fire, police, permitting and other governmental activities.

The **Neighborhood Home Program**, a housing initiative intended for low-income, senior adult Katrina

survivors, addresses some of the remaining unmet housing needs in south Mississippi counties.

The division continually assesses Mississippi's recovery status and disaster preparedness needs. With the knowledge and experience gained from administering funds to aid a long-term disaster recovery, MDA ensures the state is well-prepared for future disasters.



A Long Term Workforce Housing Program grant was used to rehabilitate the Seashore Oaks apartment complex in Biloxi. The 227 unit assisted and independent senior housing facility provides homes for senior adults on the coast.



The new fire station in Ocean Springs, which converts into an emergency operations center, was completed under the Community Development Block Grant – Katrina Community Revitalization Program. This project has been chosen for an American Crown Community Award.



Reconstruction of this home, which was structurally compromised by Hurricane Katrina, was made possible with funds from the Neighborhood Home Program.

5 JOBS

10 | 21 | 2013

Winston Medical Center

Noxapater (Winston County)
Expansion

6 JOBS

10 | 21 | 2013

The Meridian at Fondren

Jackson (Hinds County)
Expansion

60 JOBS

11 | 06 | 2013

Mississippi Forge (PVF), Inc.

Ackerman (Choctaw County)
New Company

Energy & Natural Resources



UTILIZING AND CONSERVING MISSISSIPPI'S NATURAL ASSETS

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.

Mississippi is experiencing enormous growth in the energy sector. MDA's Energy and Natural Resources Division works with state regulatory agencies and the private sector to encourage continued development of the Tuscaloosa Marine Shale play in southwest Mississippi. The oil reserves located deep underground could be the catalyst that brings thousands of jobs to the state, helping to ensure energy independence for the U.S.

MISSISSIPPI RANKS
**#2 IN THE WORLD FOR
OIL & GAS DEVELOPMENT**

Fraser Institute 2013

#13 IN OIL PRODUCTION
#19 IN GAS PRODUCTION

MOST IMPROVED STATE IN
ENERGY EFFICIENCY

ACEEE, 2013

#1

An abundance of interstate pipeline crossing the state makes Mississippi one of the most natural gas rich states and energy costs 20 percent below the national average, Mississippi can compete for energy-intensive industry. MDA has partnered with the Mississippi Energy Institute,

local developers and utility partners to develop targeted recruitment strategies aimed at energy-related industry.

As part of Governor Bryant's state energy plan, **Energy Works: Mississippi's Energy Roadmap**, the division works with state agencies through the State Energy Management Program to develop individualized plans to reduce energy consumption and save taxpayer dollars. Some of the results are as follows:

- Robert E. Lee Building Parking Garage Lighting Controls - \$12,000 per year saved
- Sillers Office Building Energy Management Controls - \$24,000 per year saved

ENERGY CODE TRAINING SESSIONS WERE HELD IN SOUTHAVEN, TUPELO, JACKSON, HATTIESBURG, GULFPORT AND BILOXI BETWEEN AUGUST 2013 AND JULY 2014.

180 JOBS
11 | 08 | 2013
Toyota Boshoku Mississippi
Mantachie (Itawamba County)
Expansion

150 JOBS
11 | 13 | 2013
Raytheon
Forest (Scott County)
Expansion



Existing Industry & Business

SUSTAINING GROWTH WITHIN MISSISSIPPI

“We’re constantly improving the business climate and striving to make Mississippi even more business-friendly, while continuing to meet the needs of our new and existing businesses.”

— Brent Christensen, MDA Executive Director

The Existing Industry and Business Division promotes the vitality of existing in-state industries through marketing, information and technical assistance programs.

EXPANSIONS IN FY2014 CREATED MORE THAN \$608M IN INVESTMENT 4,426 NEW JOBS & RETAINED 829 JOBS.

Nissan North American, Canton: In July, Governor Bryant announced a new supplier park and integrated logistics center would locate adjacent to the main manufacturing complex. This project created an additional 800 jobs, which included 400 new supplier jobs and an additional 400 new Nissan employees. The supplier park represents a corporate investment of more than \$50 million, and it is Nissan’s first major supplier park in North America. The new integrated logistics center will encompass approximately 1.5 million square feet.

In May 2014, Nissan announced the addition of 500 new employees to support production of the 2015 Murano crossover, which is being moved from Japan to Mississippi. The Murano will be the eighth Nissan model produced at the Canton facility. Entering its 11th year of operation in the state, the plant employs more than 6,000 Mississippians.



Nissan’s vehicle assembly plant in Canton has produced more than 2.6M vehicles since the start of production in 2003.

FY 2014 HIGHLIGHTS

Company	City	Jobs Created/ Retained	Investment
Metso	Clarksdale	40/61	\$3.4 million
Tecumseh	Verona	150/350	\$13 million



22 JOBS

11 | 13 | 2013

Systems Electro Coating

Madison (Madison County)
Expansion

60 JOBS

11 | 21 | 2013

Customized Distribution LLC

Jackson (Hinds County)
New Company

250 JOBS

11 | 25 | 2013

Jackson Furniture

Mantachie (Itawamba County) &
Myrtle (Union County) New Company



On Nov. 11, 2013, Raytheon announced 150 new jobs with the expansion of its Forest facility. Pictured above are Gov. Phil Bryant and Richard Yuse, President of Space and Airborne Systems at Raytheon.

Raytheon, Forest: In November 2013, Raytheon announced plans for a 20,000-square-foot expansion to accommodate new contracts and anticipated growth. Since 1983, Raytheon has added more than 30 programs and expanded to three shifts. The expansion will create 150 new jobs, bringing the total to 850 at the Forest facility.

Raytheon is a technology and innovation leader specializing in defense, security and civil markets

around the world. The company provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing, effects and command, control communications and intelligence systems, as well as a broad range of mission support services.

MDA provided assistance in support of the project for infrastructure and renovation needs.

REGIONAL OFFICES

Representatives from MDA's Regional Offices, which are located throughout the state, serve as liaisons for MDA on a regional level. These team members are a direct link to local economic developers and provide support to assist in the creation of economic development opportunities.

In partnership with local economic developers and the state's utility providers, the regional offices' staff conducted 562 industry visits:

- **21** Identified Project Leads
- **739** Retained Jobs
- **564** New Jobs Created
- **\$93.8M** Estimated Total Company Investments

25 JOBS
11 | 25 | 2013

BSP Filing Solutions/Finally LLC

Starkville (Oktibbeha County)
Expansion

200 JOBS
12 | 01 | 2013

Trinity Marine

Gulfport (Harrison County)
Expansion



MISSISSIPPI DEVELOPMENT AUTHORITY
FY2014
 AT A GLANCE

\$1.1+
BILLION
 FY2014 CORPORATE
 INVESTMENT

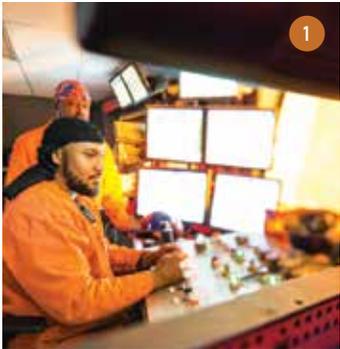
7,062
 NEW JOBS IN
FY2014

11:1
 RETURN ON TAXPAYER
 INVESTMENT
 5-YEAR AVERAGE
 2013 MS INCENTIVES REPORT

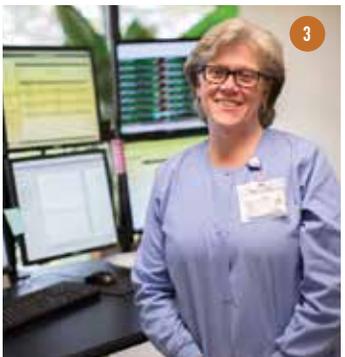


FY2014 MDA REACH BY COUNTY

In FY2014 MDA assisted with projects and programs in **all 82 Mississippi** counties including new business locations, expansion projects, grants and loans.



**WORKFORCE
 TRAINING FUNDS
 PROVIDED TRAINING
 AND SERVICES FOR**
2690
IN FY2014



**MISSISSIPPI'S EXPORTS
 GREW BY 380%**
 DURING THE PAST 10 YEARS. THE LARGEST GROWTH WAS
 WITH NAFTA, PANAMA, CAFTA-DR, PERU AND SINGAPORE.

Source: International Trade Administration, Office of Trade and Economic Analysis

1 Mississippi's workforce is contributing to the success of global leaders such as Nissan, Toyota and Northrup Grumman.

2 Working with local economic developers, MDA helps companies arrange employee recruitment, screening and training.

3 Mississippi was the first state in the nation to pass legislation requiring insurance companies to reimburse telehealth visits.

4 Mississippi's innovative spirit is the driving force behind its biotechnology and life sciences pioneers.

TOURISM IN FY2013
21.6
 MILLION VISITORS
 BRINGING IN A TOTAL OF
\$6.25 BILLION



4

MDA ASSISTED MORE THAN
125
 CITIES AND ALL 82
 COUNTIES IN THE STATE

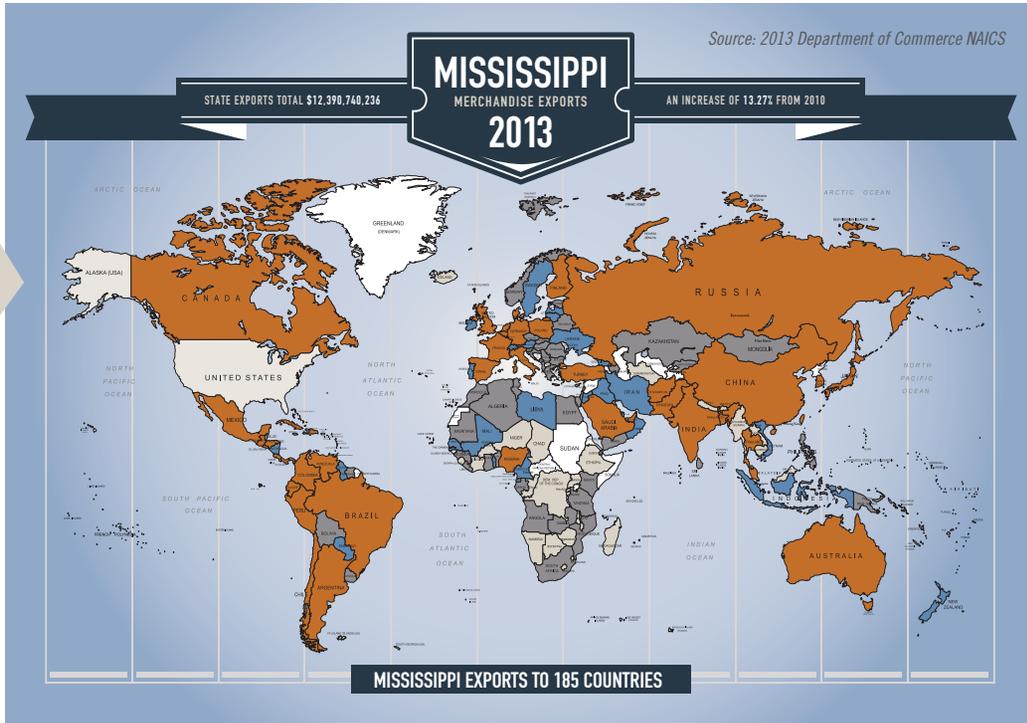
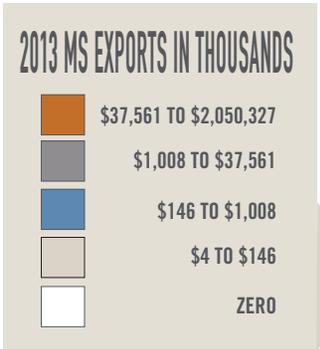
MISSISSIPPI RANKS
#2
 IN THE WORLD FOR
 OIL & GAS DEVELOPMENT
Source: Fraser Institute, 2013



5



6



7

MISSISSIPPI RANKS
#4
 FOR CHANGE IN VALUE OF
 EXPORTS FROM 2010 TO 2013
Source: U.S. Census Bureau, Foreign Trade Statistics

5 Mississippi offers access to more than 15 ports located along the Gulf Coast and other waterways.

6 Four major state universities offer ABET-accredited undergraduate degree programs in 15 different engineering fields.

7 Pioneer Aerospace, a part of Zodiac Aerospace, has manufactured parachute systems in Mississippi since the 1930s.



Existing Industry & Business



The Entrepreneur Center cut the ribbon on its new location on the first floor of the Woolfolk State Office Building in Jackson on March 27, 2014. L to R: Robin Roby and Johnny Rayford of Chef Ray's Famous; John Brandon, Director of the Entrepreneur Center at MDA; Johnnie Webb of JR Webb Pottery; Gov. Phil Bryant; Larry White of AA Calibration Services; Stephen and Deshawn Clairmont of Clairmont Designs; and Brent Christensen, Executive Director of Mississippi Development Authority.

ENTREPRENEUR CENTER

In March 2014, Gov. Phil Bryant and MDA officials held a ribbon cutting at the agency's new Entrepreneur Center located on the first floor of the Woolfolk State Office Building in Jackson. The center provides access to the information and resources to help potential entrepreneurs and existing small business owners pursue and maintain successful operations in the state. Resources are provided free-of-charge to individuals interested in starting a new business or expanding their existing operations. Services include general business assistance, business plan development, finance and accounting, as well as marketing and retail assistance.

In FY2014, the Entrepreneur Center assisted both potential and existing small business owners by hosting and/or leading 28 workshops and seminars.

80 JOBS

12 | 05 | 2013

Industrial Timber

Shannon (Lee County) & Ripley (Tippah County)
Expansion

125 JOBS

12 | 11 | 2013

Aluma-Form

Walnut (Tippah County)
New Company

110 JOBS

12 | 18 | 2013

Certain Teed Corp.

Meridian (Lauderdale County)
Expansion



TOM MEEK has worked as an Aircraft Maintenance Shop Supervisor at the Meridian Airport for 27 years and for the Meridian Airport Authority since 2011.

IN FY2014, THE ENTREPRENEUR CENTER ASSISTED 1,525 PEOPLE.

SUCCESS STORY:
Shirley Riley, Owner
Sweet Home Cookin', Water Valley, MS



Shirley Riley launched Sweet Home Cookin' in 2009 after her Sweet Potato Cake was selected as grand prize winner in a contest sponsored by *Mississippi Magazine*. Riley then developed the Sweet Potato Cake Mix and debuted it at the 2009 Mississippi Market Wholesale Show.

Recently, Riley launched a line of all-natural premium granolas under the Sweet Home Cookin' brand, following three years of research. She featured the new product at MDA's 2014 Mississippi Market Wholesale Show, and the response was overwhelming.

Riley says the Entrepreneur Center played a huge role in launching her business.

To learn more, visit www.msennetworks.org.

40 JOBS
12 | 19 | 2013
▶ **The Residence at Ridgeland** ▶
Ridgeland (Madison County)
New Company

45 JOBS
01 | 01 | 2014
▶ **Allied Locke** ▶
Philadelphia (Neshoba County)
Expansion



Existing Industry & Business

TRADE BUREAU

The International Trade Office at MDA is committed to fostering long-term growth, job creation and the globalization of the state's economy. Trade specialists provide business assistance – including educational, marketing and referral services – to small- and medium-sized companies aspiring to sell products and services outside the U.S. MDA also maintains a network of overseas offices that provide a broad range of in-market services to Mississippi firms.

68,329 DIRECT JOBS & 136,650 INDIRECT JOBS ARE SUPPORTED BY THE EXPORT ACTIVITIES OF MISSISSIPPI BUSINESSES. MISSISSIPPI EXPORTS INCREASED TO MORE THAN \$12.93B IN 2013, UP 5.06% FROM 2012.

MISSISSIPPI'S TOP 10 EXPORT MARKETS IN 2013

1 Panama	\$ 2,050,326,660	6 Brazil	\$ 475,154,073
2 Canada	\$ 2,010,247,168	7 Peru	\$ 418,959,298
3 Mexico	\$ 1,301,436,698	8 Singapore	\$ 347,983,154
4 China	\$ 669,760,820	9 Belgium	\$ 343,580,416
5 Netherlands	\$ 482,867,475	10 Colombia	\$ 313,055,418



Gov. Phil Bryant, MDA Executive Director Brent Christensen, Port of Gulfport Director Jonathan Daniels, Port of Pascagoula Director Mark McAndrews, representatives from state educational institutions and Mississippi businesses took part in a trade mission to Brazil in September 2013. One stop along the way was a visit to the Port of Valparaíso in Chile.

15 JOBS

01 | 01 | 2014

Fayard Moving & Warehousing

Gulfport (Harrison County)
Expansion

30 JOBS

01 | 01 | 2014

Multicraft

Pelahatchie (Rankin County)
Expansion

30 JOBS

01 | 01 | 2014

Saf-T-Cart

Clarksdale (Coahoma County)
Expansion



MDA's State Trade and Export Promotion program is funded by the U.S. Small Business Administration. The STEP program offers small businesses financial assistance to help defray the costs associated with exporting to new international markets.

STEP-SPONSORED TRADE MISSION SUCCESSES:

Horn Lake's **J.T. Shannon Lumber**, producer of hardwood lumber and flooring, participated in a trade exhibition to Vietnam in September 2013. The company was able to forge new business relationships and identify potential prospects in other Asian markets.

Pelahatchie's **Multicraft International**, manufacturer of electronic and electromechanical components, participated in trade missions to Brazil and Europe. The company successfully identified potential customers and commercial partners as a result of their participation in these events.

Hattiesburg's **BioSoil Enhancers**, manufacturer of products containing SumaGrow, expanded their international sales into Canada, South America and Central America by participating in missions to these markets. BioSoil reached significant agreements with potential distributors and licensees for its products.

Columbus's **Banktel**, a provider of specialty financial accounting and cash management software, broadened its potential international customer base by participating in missions to Asia and South America. The company was able to identify and build relationships with international banking institutions around the globe.



The only state-sponsored event of its kind designed to specifically promote products made in its home state, **Mississippi Market Wholesale Show** features products from Mississippi craftsmen, manufacturers, wholesalers and artisans.

- **177 Exhibitors with 228 booths**
- **68 First-time exhibitors**
- **962 Exhibitors since the Market began**
- **The Market resulted in more than \$1.32M in sales in 2014**
- **29K "Likes" on Facebook**



First Lady Deborah Bryant opened the 2014 Mississippi Market Wholesale Show and stayed to browse the Mississippi-made products.

8 JOBS
01 | 09 | 2014
GI Associates
Flowood (Rankin County)
Expansion



200 JOBS
01 | 13 | 2014
Mississippi Silicon
Burnsville (Tishomingo County)
New Company



VT Halter employee **TERRY TUCKER** has worked for the Pascagoula-based shipbuilding company for 6 months. He is pictured aboard the Marjorie C, a new ConRo vessel launched in August 2014 for Honolulu-based Pasha Hawaii.

BUSINESS RETENTION PROJECTS

Tecumseh Products Company,
Lee County, 350 jobs retained/150 jobs created

Holley Performance Products,
Monroe County, 80 jobs retained

Cappaert Manufactured Housing,
Warren County, 150 jobs retained

Hardy Wilson Hospital,
Hazlehurst, 153 jobs retained

Avectus Healthcare,
Corinth, 150 jobs retained

MILITARY SECTOR



More than 30,000 Mississippians are employed on and around the major U.S. Air Force, Navy, and National Guard installations in the state. In FY2014, the agency worked diligently with our federal Congressional delegation to retain the C-130Js at Keesler, supported our National Guard's current and future missions, and worked with several bases to enhance assets and expand operations.

50 JOBS

01 | 14 | 2014

R-Squared Puckett, Inc.

Puckett (Rankin County)
Expansion

40 JOBS

01 | 20 | 2014

Baptist Medical Center

Carthage (Leake County)
Expansion

80 JOBS

01 | 27 | 2014

General Atomics

Shannon (Lee County)
Expansion

Marketing & Communications



THE VOICE OF MISSISSIPPI OPPORTUNITY

The Marketing & Communications Division promotes investment and job creation throughout Mississippi. The division provides public relations, marketing, event planning, graphic design, website management and advertising services to each of MDA's divisions.

The division's Mission Statement is as follows: As the voice of the Mississippi Development Authority, our mission is to create, promote and support an atmosphere to help business and people prosper.

For each state-assisted project in FY2014, the public relations team worked with media and regional economic development partners as businesses announced new locations in the state and existing businesses expanded.

The division continues to develop award-winning marketing materials and to plan and host business

relationship-building events that attract site selection consultants from around the country.

In November, the division successfully planned and executed the 36th Annual Joint Meeting of the Southeast U.S. – Japan and Japan/ U.S. Southeast Associations held in Biloxi. The event, which received high praise from delegation members from the southeastern states and Japan, featured Mississippi-themed breaks, visits to tourist locations on the Mississippi Gulf Coast, blues-themed artwork by Mississippi artist Cristen Craven Barnard on signage and promotional materials and a final gala showcasing Mississippi's musical talent.

THE NISSAN MOTOR COMPANY PARTNERED WITH MDA TO HOST A SEMINAR FOR MORE THAN 190 ATTENDEES AS PART OF THE AUTOMOTIVE ENGINEERING EXPO IN YOKOHAMA, JAPAN.



L to R: Yukio Kobayashi, MDA Japan Representative; Shintaro Yashiro, Nissan Motor Co.; Yasuo Utsunomiya, Nissan Motor Co.; Naoko Kosuge, MDA Japan Office; and John Henry Jackson, MDA Trade Specialist at Mississippi's SelectUSA booth. The Marketing & Communications Division designed a Japanese-language booth for the SelectUSA event held in Tokyo, Nagoya and Osaka, Japan.

▶▶ **650 JOBS**
01 | 29 | 2014
GRAMMER Inc.
Shannon (Lee County)
New Company

▶▶ **30 JOBS**
02 | 13 | 2014
GCP Laboratories
Gulfport (Harrison County)
Expansion

▶▶



Marketing & Communications

- 1 MDA's social media presence has significantly increased in FY2014. Facebook "Likes" are up 14,000 since August 2013.
- 2 To keep agency employees informed about MDA's many events and success stories, the division publishes *Inside Authority*, a monthly internal e-newsletter.
- 3 The Marketing and Communications Division publishes *eNews*, a weekly digital newsletter, to share Mississippi's economic development successes, events and professional growth opportunities with MDA's economic development partners. Sign up to receive *eNews* at www.mississippi.org/press-room/enewsletter-signup.



Also in FY2014, the Marketing and Communications Division developed a new branding campaign, updating the MDA website and the agency's marketing materials with a sleek, new design to assist in attracting new business.

In April, Mississippi was the featured state in *Dossier*, a supplement of United Airlines' *Hemispheres* magazine. *Dossier* is the magazine's economic

development series that features an in-depth overview of a region, including the unique initiatives that shape its industry and commerce, as well as its influence on today's global economy. The magazine reaches approximately 2.97 million people, the majority of whom are business travelers in the U.S., as well as key markets in Asia and Europe.

- GAINED MORE THAN 14,000 PAGE LIKES**
- GAINED MORE THAN 1,200 FOLLOWERS**
- LINKEDIN GAINED MORE THAN 1,000 CONNECTIONS IN FY2014.**

45 JOBS
02 | 13 | 2014
▶▶ **Newport Home Furnishings** ▶▶
New Albany (Union County)
Expansion

30 JOBS
02 | 14 | 2014
▶▶ **Caterpillar Inc.** ▶▶
Corinth (Alcorn County)
Expansion

30 JOBS
02 | 14 | 2014
▶▶ **Gericare Pharmaceuticals** ▶▶
Gulfport (Harrison County)
Expansion

1 **MISSISSIPPI** BIOTECHNOLOGY & LIFE SCIENCES IN MISSISSIPPI

A WORLD-CLASS CLIMATE FOR BUSINESS & CUTTING-EDGE RESEARCH

Mississippi's innovative spirit is the driving force behind its biotechnology and life sciences success. For 50 years, Mississippi has been at the forefront of healthcare research and development - from the United States' first lung transplant in 1965 performed by Dr. James Hardy to the first synthetic organ transplant in 2011 at a facility made possible by Hybrid Plastics' 3DPP® knee replacement developed in Hattiesburg. Companies such as Baxter Healthcare, Cardinal Health, McKesson and Teleflex are thriving in Mississippi's thriving business climate.

Research the Mississippi advantages at mississippi.org/biotech.

MISSISSIPPI RANKS **#6** OVERALL COST OF DOING BUSINESS

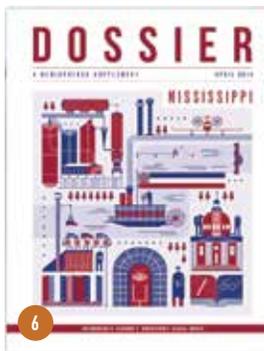
MISSISSIPPI OFFERS **HEALTHCARE** INDUSTRY ZONE TAX INCENTIVES

MISSISSIPPI RANKS **TOP 5** IN ADVANCED MANUFACTURING



5 MADE IN THE U.S. PERFECTED IN MISSISSIPPI

MISSISSIPPI



7 WHERE THE WORLD'S MOST ADVANCED MANUFACTURING TAKES FLIGHT

...AND MORE MISSIONS ON THE HORIZON

1 Mississippi brand ads appeared in top site selection publications such as *Area Development* and *Site Selection Magazine*.

2 The Mississippi Makes It video, highlighting the state as a top manufacturing location, reached 320,171 people, gained 3,390 "Likes" and was shared 1,176 times since March 2014.

3 The division organized or assisted with nearly 100 events in FY2014 such as Twitter Tuesdays, consultants' luncheons and the Mississippi New York Picnic.

4 MDA's design team was recognized again by the American Advertising Federation, garnering two Gold ADDYs and the "Judge's Choice Award" at this year's ceremony. One local ADDY winner, The Blues Roadtrip invitation, went on to win a regional Silver ADDY.

5 The *Made in the U.S., Perfected in Mississippi* reshoring campaign was unveiled at the Walmart U.S. Manufacturing Summit. The booth display went on to win Best of Show out of 50 states at the SelectUSA Summit in Washington, D.C.

6 Mississippi was featured in the April 2014 issue of *Dossier*, the economic development series of United Airlines' in-flight publication *Hemispheres*, reaching 2.97 million business travelers from around the globe.

7 The History of Aerospace in Mississippi timeline is just one of the materials the division produced for the state's target industries.

11 JOBS
02 | 20 | 2014
Whispering Pines ILF
Hattiesburg (Forrest County)
New Company

32 JOBS
02 | 20 | 2014
The Claiborne at Adelaide
Starkville (Oktober County)
New Company



Minority & Small Business

CREATING INCLUSIVE OPPORTUNITIES

MDA connects minority- and women-owned businesses with key industry partners from public and private sectors to facilitate networking that may increase opportunities for these businesses. The division also helps identify joint venture and subcontracting opportunities, as well as technical and financial assistance to help these businesses better compete for federal, state, local government and commercial contracts.

The Minority and Small Business Development Division offers programs and workshops to help increase the competitiveness of minority- and women-owned businesses.

For example, the **Model Contractor Development Program** teaches best practices to Mississippi's small contractors and businesses to improve their operations and increase bonding capacity. The division offered two programs during FY2014 that produced 90 graduates.

To date, the Minority and Small Business Development Division has hosted 27 MCDPs in 14 different cities and with a total of more than 740 graduates.

Another program titled **Understanding Mississippi's New Construction Lien Law** educates Model Contractor Development Program graduates on the new construction lien law, which the Legislature passed in April 2014 to grant lien rights to first- and second-tier subcontractors and material suppliers, as well as consulting engineers and land surveyors. The program details specific timeframes and guidelines that contractors and businesses must follow to capitalize on the benefits provided by lien rights.

MISSISSIPPI'S WOMEN-OWNED BUSINESS GROWTH RANKS 5th IN U.S.

American Express OPEN State of Women-Owned Businesses Report 2014

TOTAL NUMBER OF MODEL CONTRACTOR DEVELOPMENT PROGRAMS HOSTED TO DATE **27**

740 TOTAL MODEL CONTRACTOR DEVELOPMENT PROGRAM GRADUATES FROM 14 CITIES

Throughout FY2014, the division sponsored a number of events to equip minority- and women-owned businesses with the tools necessary to compete. An event targeting minority suppliers and vendors was held in June at the Lake Terrace Convention



28 JOBS

02 | 20 | 2014

River Region Health System

Vicksburg (Warren County)
Expansion

50 JOBS

03 | 03 | 2014

Delta Furniture Co.

Pontotoc (Pontotoc County)
Expansions

80 JOBS

03 | 14 | 2014

Koch Foods

Morton (Scott County)
Expansion



Center in Hattiesburg. The expo, titled Power Forward, was sponsored by Mississippi Power, and MDA staff played a key role in planning this well-attended event.

SUCCESS STORIES

Pansy Bradley started **Tidy Cleanup Services** in 2004 in Tupelo. A graduate of the Model Contractor Development Program, she seized a potential growth opportunity when Toyota announced the construction of a plant in nearby Blue Springs. She landed the pre-construction janitorial contract, and once the plant became operational, she became the day-to-day provider of janitorial services for Toyota. Bradley credits the Model Contractor Development Program with helping her better understand the construction industry and what it takes to succeed. Recently, Tidy Cleanup was selected to provide pre-construction janitorial services for the Yokohama project in West Point, and they expect to be a candidate to provide daily janitorial services once the plant is operational. Tidy Cleanup Services is a certified minority- and woman-owned business and currently employs 22 full-time and 8 part-time team members.

CompuSystems, a certified minority-owned business, is located in a multi-purpose regional technology center and business office complex in Greenville. The company recently partnered with a regional software development group and co-developed the popular software application, Eazyrecords.com.

CompuSystems' owner Gene Finley is a graduate of the Model Contractor Development Program and credits the program for helping his business grow. The company began as a local computer repair shop and small training firm and has grown to a diverse business enterprise. CompuSystems has consistently utilized the Delta Contract Procurement Center, located in Greenville, and other services provided by MDA. Through this relationship and the access to opportunities it provides, CompuSystems has been awarded several contracts. The company's growth has been consistent and sustainable, a principle stressed throughout the Model Contractor Development Program's curriculum.



Top: Minority and Small Business Division Director Bob Covington emceed the *Power Forward: 2014 Business, Supplier & Contractor Expo* held in Hattiesburg in June 2014.

Bottom: CNN and ABC News contributor Donna Brazile was the keynote speaker at Mississippi Power's *Power Forward Expo*. MDA Chief Marketing Officer Marlo Dorsey provided an economic update and state services overview to the 500+ attendees at the event.

80 JOBS

04 | 04 | 2014

Behold Home, Inc.

Smithville (Monroe County)
New Company

162 JOBS

04 | 22 | 2014

ACCO Brands

Booneville (Prentiss County)
Expansion

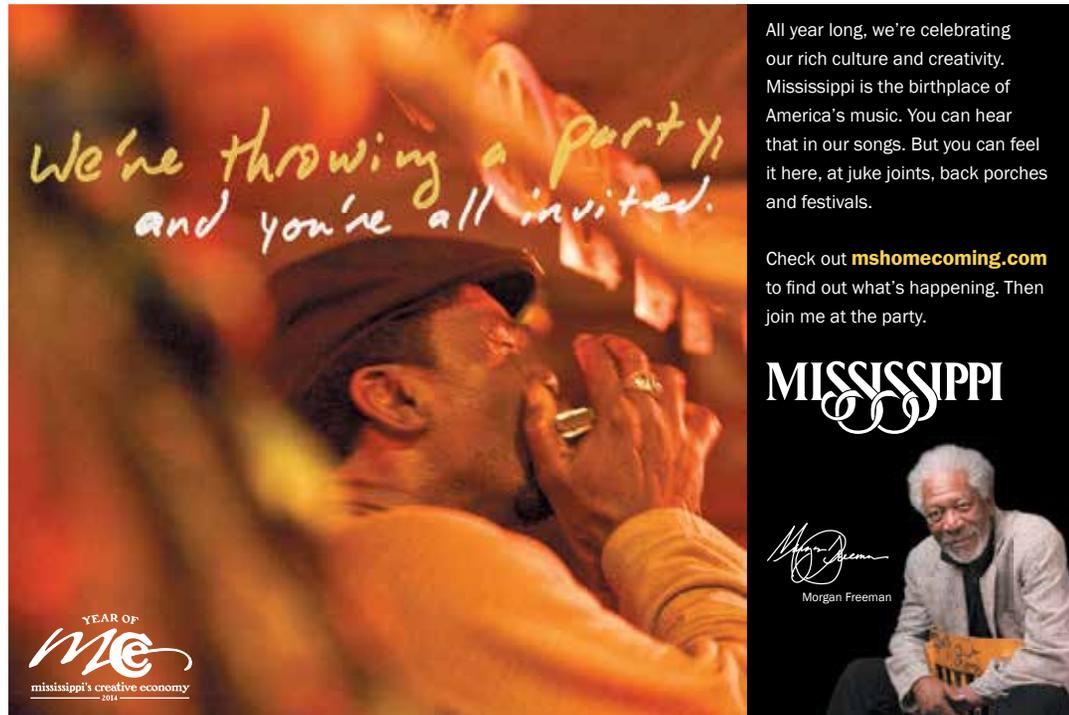


Tourism

HOSTING MISSISSIPPI'S HOMECOMING

The Creative Economy Bureau in the Tourism Division supported Year of the Creative Economy events featuring Mississippians such as Marty Stuart, Cat Cora, Mac McAnnally, Elizabeth Spencer, Jamie Lynn Spears, Andrew Bucci and the International Ballet Competition, Vasti Jackson, Robert St. John and B.B. King.

Competition for visitors is fierce, and it is imperative that the Tourism Division positions itself in a way that calls visitors to action. State tourism agencies around the nation are moving from long-form departmental names (i.e. Mississippi Development Authority Division of Tourism) to concise, action-oriented names.



The Year of the Creative Economy's marketing campaign invited visitors to a year-long statewide party called Mississippi Homecoming. One of the print ads from that campaign, pictured above, features Mississippi musician Terry "Harmonica" Bean and award-winning actor Morgan Freeman.

366 JOBS

05 | 12 | 2014

ISA TanTec

Vicksburg (Warren County)
New Company

6 JOBS

05 | 14 | 2014

Kemira

Aberdeen (Monroe County)
Expansion

30 JOBS

05 | 14 | 2014

HM Richards

Tupelo (Lee County)
Expansion



MDA's Tourism Division officially changed its name to Visit Mississippi in fiscal year 2015.

The new name more effectively identifies the division's mission to promote tourism in Mississippi and attract visitors from around the world. The new moniker is consumer-friendly and accompanies a new logo and revamped website. The name also reflects the division's website address www.visitmississippi.org, which has well-established brand recognition.

These changes are positioning Visit Mississippi to more effectively compete for visitors in the 21st century global marketplace.

The **Year of the Creative Economy** led to strategic partnerships with the Mississippi Economic Council, Mississippi Scenic By-Ways and Mississippi Main Street, all of which have highlighted the creative economy at their state-wide gatherings. To promote the Year of the Creative Economy, the Tourism Division's consumer marketing campaign focused on



The Preserve Golf Club in Van Cleave is rated the #2 Best Course You Can Play in Mississippi for 2013 by *GolfWeek*.

inviting visitors to the state and native Mississippians home to celebrate the state's cultural offerings. Marty Stuart, Bobby Rush, Cassandra Wilson, Robert St. John and others invited potential visitors to come experience Mississippi Homecoming.

In October 2013, Visit Mississippi hosted six familiarization tours in conjunction with the 2014

\$6.25B TOURISM'S FY2013 FINANCIAL IMPACT

21.6M VISITORS TRAVELED TO MISSISSIPPI IN FY2013

THE TOURISM INDUSTRY ADDED \$406.8M IN TAX REVENUE TO THE GENERAL FUND

84,345 DIRECT JOBS FROM TOURISM

DIRECT ANNUAL PAYROLL FROM TOURISM **\$1.85B**

VISITORS TO THE STATE'S 13 WELCOME CENTERS IN FY2013 **2.3M+**

INTERNATIONAL VISITORS TO WELCOME CENTERS **64,690**

#4 LARGEST PRIVATE SECTOR EMPLOYER AND ONE OF THE LARGEST EXPORT INDUSTRIES

25 JOBS

05 | 14 | 2014

Tallahatchie Co. Hospital

Charleston (Tallahatchie County)
Expansion

104 JOBS

05 | 14 | 2014

Elevance

Natchez (Adams County)
Expansion



Tourism



Society of American Travel Writers Convention held in Biloxi. The conference, which had roughly 400 participants, was a valuable opportunity for the state to join locations such as Germany, New Zealand and Iceland as hosts for the annual event. Approximately 75 conference attendees, including professional travel journalists from across the U.S. and Canada, were part of tours that showcased the state's diverse tourism product via themed itineraries: Culinary/Literary, History, Natchez Trace Parkway, Golf, Music and Outdoor Adventure. Visit Mississippi worked with its tourism partners around the state to coordinate the itineraries, including tourism offices in Clarksdale, Cleveland, Columbus, Greenwood, the Gulf Coast, Hattiesburg, Jackson, Meridian, Natchez, Oxford, Ridgeland, Tunica, Tupelo, Vicksburg and Yazoo City. The tours offered an opportunity for the travel journalists to gather information, secure interviews and shoot photography for a variety of

writing assignments with major publications, as well as to plan follow-up trips to Mississippi for future assignments.

In January, Team Mississippi, a group comprised of Visit Mississippi staff members and tourism partners from around the state, traveled to Nashville, Tennessee, to meet with roughly 350 pre-qualified tour operators at the American Bus Association Marketplace. This venue offered the Visit Mississippi team an opportunity to conduct a year's worth of sales meetings in one week. Tour operators also visited the "Mississippi Juke Joint" booth to learn more about the state's tourist attractions and what makes Mississippi a great travel destination.

In the first week of May, the state of Mississippi joined the nation in celebration of the **31st Annual National Travel and Tourism Week**. The annual initiative highlights the industry's economic



The Society of American Travel Writers Conference held in Biloxi, brought professional travel journalists from across the U.S. and Canada to the state. Pictured above are a few of the journalists on tour in Natchez.

100 JOBS
05 | 19 | 2014
▶▶ **McDermott International** ▶▶
Gulfport (Harrison County)
New Company

50 JOBS
05 | 27 | 2014
▶▶ **Thomas and Betts Corp.** ▶▶
Byhalia (Marshall County)
Expansion

30 JOBS
05 | 28 | 2014
▶▶ **NauticStar** ▶▶
Amory (Monroe County)
New Company



FREEDOM TRAIL MARKERS

Two markers were placed on the Freedom Trail in FY2014, bringing the total number of markers on the Freedom Trail to 15.



William Chapel

Ruleville November 16, 2013

C. C. Bryant

McComb January 20, 2014

COUNTRY MUSIC TRAIL MARKERS

Two Country Music Trail markers were placed in FY2014, bringing the total number of markers on the Country Music Trail to 25.

Bobbie Gentry

Greenwood November 14, 2013

Hank Cochran

Isola January 28, 2014

BLUES TRAIL MARKERS

Eight Blues Trail markers were placed in FY2014, bringing the total number of markers on the Blues Trail to 178.

Greasy St./Front St.

Ruleville July 23, 2013

Napolian Strickland

Como October 12, 2013

Enlightenment of W.C. Handy

Cleveland December 5, 2013

Grenada Blues

Grenada February 24, 2014

Charley Patton Birthplace

Bolton February 25, 2014

Mississippi Sheiks

Bolton February 25, 2014

Hollywood Café

Tunica March 1, 2014

Meridian Rhythm & Blues and Soul

Meridian June 26, 2014

In addition to the Freedom Trail, Blues Trail and Country Music Trail, the Tourism Division also promotes the Culinary and AgriTourism Trails attracting visitors to the state each year.

Tourism

impact and draws attention to the diverse offerings of tourism products across Mississippi. The state's 13 Welcome Centers and tourism partners around the state hosted activities to commemorate the occasion. Welcome Centers held a number of promotions, such as giveaways, displays from area attractions, food samples and more throughout the week. On Wednesday, May 7, each Welcome Center hosted **Tourist Appreciation Day**. Activities varied but included the following: Meet & Greet events with local tourism officials, live entertainment, pottery demonstrations, homemade treats and specialty item giveaways.

TOURISM ACCOUNTS FOR A DIRECT ANNUAL PAYROLL OF \$1.85 BILLION IN MISSISSIPPI.



The Neshoba County Fair is known locally as Mississippi's Giant House Party. The fair hosts more than 600 cabins and 200 RV campers each year.

500 JOBS

05 | 29 | 2014

Nissan North America

Canton (Madison County)
Expansion

83 JOBS

05 | 29 | 2014

Tower International

Meridian (Lauderdale County)
Expansion

56 JOBS

06 | 10 | 2014

TelehealthONE

(Madison County)
New Company



MISSISSIPPI FILM OFFICE CAPTURING THE MISSISSIPPI LOCATION

The Mississippi Legislature significantly enhanced the Mississippi Motion Picture Incentive Program during the 2014 session.

While the overall cost of the program remained level at \$20 million, the legislative changes make Mississippi more competitive in recruiting film projects to the state.

For the second straight year, film activity in the state increased. FY2014 projects included the following:

Documentaries:

Religious Freedom, Five V Men Live, The Primary Election

Commercials:

Toyota, Sanderson Farms, Gold Tip

Reality Television:

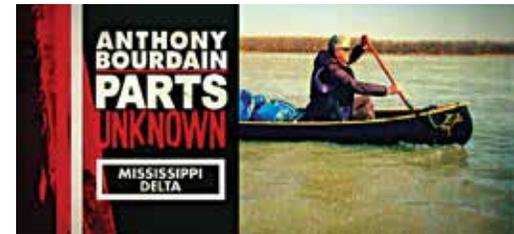
Swamp Hunters, Bring It!, Anthony Bourdain's Parts Unknown, Local News

Television Series/Pilots:

Quarry, cable pilot (DeSoto, Marshall & Tunica Co.)
Gulf South Outdoors (statewide)
Ducks Unlimited (statewide)

Feature Films:

The Sound and The Fury (Carroll Co.)
Get on Up (Adams, Jefferson, Hinds & Madison Co.)
Midnight Special (Pearl River, Pike & Harrison Co.)
Mississippi Grind (Tunica & Harrison Co.)
Big Bad (Hinds & Madison Co.)
Loose (Harrison & Jackson Co.)
Forgiveness (Canton)
Forced Move (Oxford)
A Gift Horse (Hinds Co.)



Top: Anthony Bourdain filmed season three, episode six of his Emmy® winning *Parts Unknown* in the Mississippi Delta.

Middle: The film industry brings jobs and revenue to communities throughout the state.

Left: Mississippi native Tate Taylor directed the Universal Studios' James Brown biopic *Get on Up* on location in Jackson and Natchez.

30 JOBS
06 | 14 | 2014

Ashley

Ripley (Tippah County)
Expansion

25 JOBS
06 | 14 | 2014

Barefoot Carriers

Ripley (Tippah County)
Expansion



Workforce Development

EQUIPPING MISSISSIPPIANS TO SEIZE OPPORTUNITY

Mississippi's workforce is its greatest asset. Companies often cite the skilled workers found here as a top reason for choosing to locate or expand operations in the state. While staffing costs represent the largest expense for businesses, quality-trained employees yield a high return on investment in terms of innovation and process improvements, helping businesses maintain their competitive edge.

MDA works with WIN Job Centers, state universities and community colleges to ensure that Mississippians have access to job training opportunities, and companies can

staff a skilled workforce. The Workforce Development Division distributed more than \$1 million in workforce training funds in FY2014 to these entities to meet critical hiring and training-related needs of businesses not previously met through programs available at those institutions. These funds supported programs like the **Mississippi Corridor Consortium's Job PASS**, a pre-hire physical assessment for job applicants seeking employment in fields that require physical and manual labor such as manufacturing and production. Many businesses credited the program with a sharp increase in the quality of new employees and retention.

In the Delta region, the division helped implement **Manufacturing Technology Training**, a skill-building program covering topics ranging from quality management to industrial math. Other subjects included blueprint reading and precision measurement, OSHA safety, forklift operation, workplace ethics and computer application – all needs identified by local businesses. Sixty individuals successfully completed this pre-employment training.

Workforce Development also partnered with the Central Mississippi Planning and Development District to promote **Mississippi Careers of Tomorrow**. MCOT reimburses businesses for the cost of training new employees in a wide variety of professional and technical occupations. MDA connected more than 50 Mississippi businesses to MCOT in FY2014.

To assist with the response of over 1,200 individuals affected by the closure of Harrah's Casino in Tunica, the division worked with several other entities, including the Mississippi Department of Employment Security to draft a plan of action. The Delta Workforce Investment Area and Mississippi Department of Employment Security applied for a National Emergency Grant to aid in building the capacity of Manufacturing Basic Skills and Logistics/Warehousing Basic Skills training programs, as well as to provide support services to ensure those affected by the closure are retrained and able to secure new jobs.



29 JOBS

06 | 14 | 2014

Hardy Wilson Hospital

Hazlehurst (Copiah County)
Expansion

7 JOBS

06 | 14 | 2014

MEC

Greenville (Washington County)
Expansion

10 JOBS

06 | 14 | 2014

Qinetiq

Long Beach (Harrison County)
Expansion

WORKFORCE TRAINING FUNDS HAVE BEEN DESIGNATED TO ASSIST THE FOLLOWING:

- **Mississippi Community Colleges**

- Yokohama Tire Manufacturing Mississippi – West Point
- Rolls-Royce – Stennis Space Center
- Faurecia Automotive Seating – Cleveland
- Huntington Ingalls Industries – Pascagoula
- GE Aviation – Ellisville

- **WIN Job Centers**

- GRAMMER, Inc. – Tupelo
- Posturecraft – Plantersville
- Metso – Clarksdale
- Schulz Xtruded Products – Tunica
- Roxul – Byhalia

WORKFORCE TRAINING FUNDS PROVIDED TRAINING AND SERVICES TO 2,690 INDIVIDUALS IN FY2014.

To connect Mississippi workers to employers, the **Governor's Office with Mississippi Department of Employment Security** launched www.mississippiworks.org, which allows job seekers to match their qualifications to job openings. Jobs are posted to this site by employers, and the job opening numbers are displayed in real time.

Deirdre McInnis has worked for Bomgar for 6 ½ years. Now a global company, Bomgar started in Jackson and specializes in remote technical support.



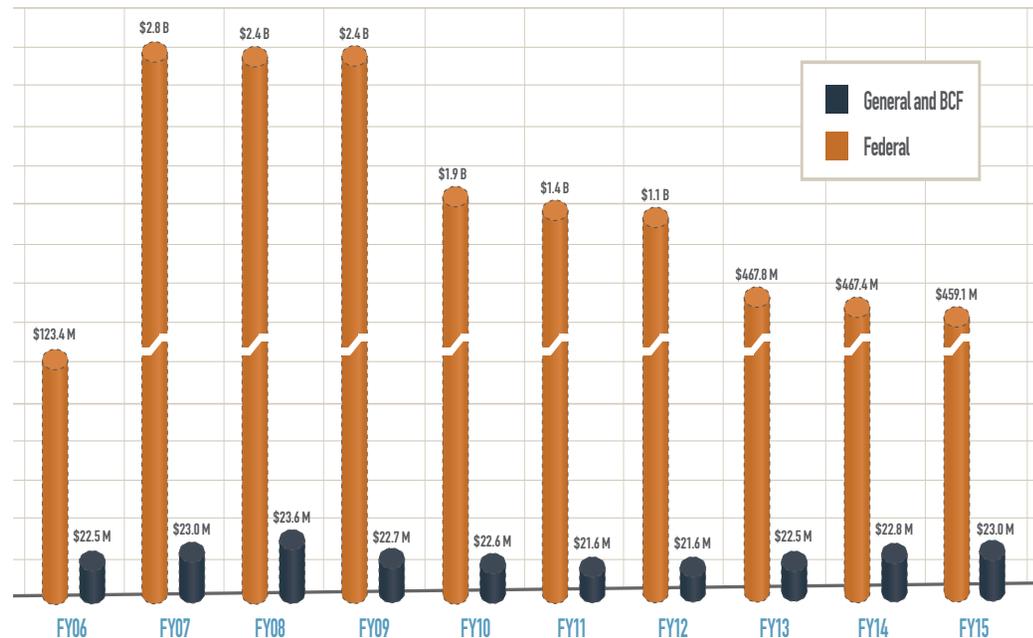
2014: Financial Summary

MDA's Financial Resources Division provides technical assistance regarding the various business incentive programs available in Mississippi and offers financing and incentive options to both new and existing 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, relating to the statutory tax incentives Mississippi offers businesses that create jobs and make financial investments in the state. Financial Resources also administers a variety of economic development loan, grant and incentive programs that are essential to maintaining Mississippi's competitiveness in attracting new jobs and investment. The programs also play a key role in helping the state's current employers continue to succeed and grow their operations.



10-YEAR COMPARISON OF FEDERAL AND GENERAL AND BCF APPROPRIATIONS



100 JOBS

06 | 14 | 2014

Smitty's Supply Co./Cam2

Vicksburg (Warren County)
Expansion

25 JOBS

06 | 24 | 2014

Ayrshire Electronics

Cornith (Alcorn County)
Expansion

35 JOBS

06 | 30 | 2014

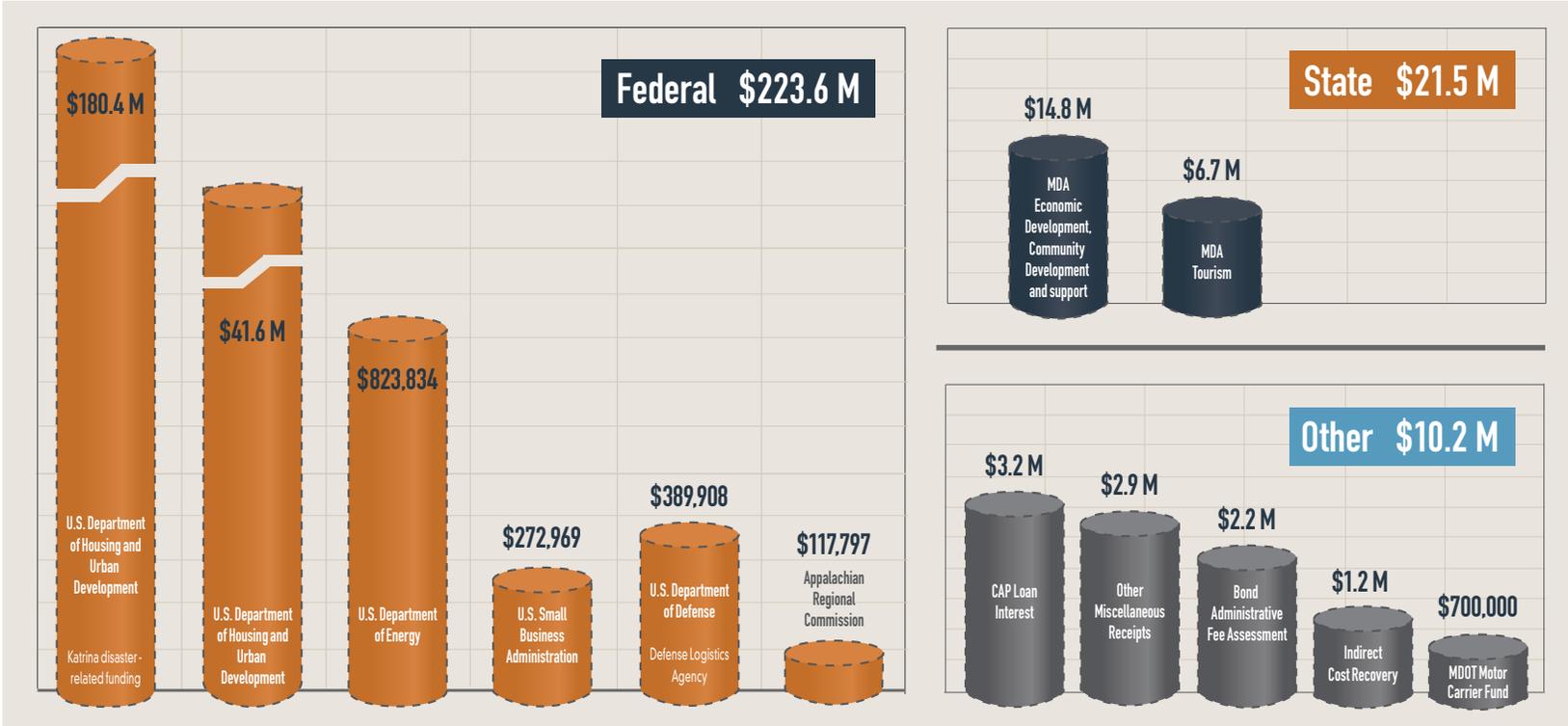
Brooks & Dehart Furniture Xpress

(Pontotoc County)
New Company

MDA Sources Of Funding



Total FY2014 Income **\$255.3 Million**



20 JOBS
 06 | 30 | 2014
Eaton Custom Seating
 Pontotoc (Pontotoc County)
 Expansion

and more on the horizon...



**MDA PROGRAMS ARE ESSENTIAL
TO MAINTAINING MISSISSIPPI'S
COMPETITIVENESS.**



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Produced by the MDA Marketing and Communications Team