



MISSISSIPPI ECONOMIC
DEVELOPMENT COUNCIL, INC.
WWW.MEDC.MS

POST OFFICE BOX 3721
JACKSON, MS 39207-3721

PRST STD
U.S. POSTAGE
PAID
JACKSON, MS
PERMIT NO. 369

DEVELOPMENTS

THE MISSISSIPPI ECONOMIC DEVELOPMENT COUNCIL NEWSLETTER



SPRING 2009

www.medc.ms

Officers & Directors:

President - David P. Rumbarger
Community Development Foundation, Tupelo

President-Elect - Larry S. Barnett
Harrison County Dev. Commission, Gulfport

VP - Chamber Dev. - Barbara Smith
Community Development Foundation, Tupelo

VP - Community Dev. - Christy Knapp
Oxford-Lafayette County EDF, Oxford

VP - Economic Dev. - Chandler Russ
Mississippi Development Authority, Jackson

Secretary/Treasurer - Dianne Carson
Clinton Chamber, Clinton

Immed. Past President - George Freeland
Jackson County EDF, Pascagoula

Director - District 1 - Sonny Simmons
Panola Partnership, Inc., Batesville

Director - District 2 - Stephen Surles, Jr.
Union Co. Dev. Assoc., New Albany

Director - District 3 - Sue Stidham
EDP of Montgomery Co., Winona

Director - District 4 - David Vowell
Community Dev. Partnership, Philadelphia

Director - District 5 - Tom Troxler
RankinFirst Economic Dev. Authority, Brandon

Director - District 6 - Cliff Brumfield
Brookhaven-Lincoln Co. Chamber/IDF,
Brookhaven

Director - District 7 - Angeline Godwin
Area Dev. Partnership, Hattiesburg

Director - District 8 - John Zink
Hancock Co. Port & Harbor Comm., Bay St.
Louis

Director - At-Large - Alecia C. Crawford
Mississippi Power Co., Meridian

Director - At-Large - Beth Stevens
Greenwood-Leflore Co. Chamber, Greenwood

MDA Exec. Director (ex officio) - Gray Swoope
Mississippi Dev. Authority, Jackson

MS SEDC Director - Lyn C. Arnold
Tunica County Chamber & EDF, Tunica

Alt. MS SEDC Director - Kim Richardson
N. MS Industrial Development Association

Committee Chairpersons:
Chamber Development - Barbara Smith
Community Dev. Foundation, Tupelo

Communications - Elizabeth Fargason Stanga
Mississippi Dev. Authority, Jackson

CEDA - Christy Knapp
Oxford-Lafayette Co. EDF, Oxford

Conferences - Larry S. Barnett
Harrison County Dev. Commission, Gulfport

Legislative - Phillip D. Hardwick
Stennis Institute, MSU, Jackson

Membership - Elizabeth Taylor
Mississippi Dev. Authority, Jackson

Scholarships - Joy Foy
Mississippi Development Authority, Jackson

Staff:
Executive Director and COO - Carol Hardwick
Manager, Member Services/Admin. - Chris
Hinton

Governor Barbour Proclaims February 4 Economic Development Day



Governor Haley Barbour issued a proclamation designating February 4 as Economic Development Day in Mississippi "to pay tribute to our economic developers, chamber of commerce professionals and business and community leaders to recognize the substantial contributions they have made to economic development in Mississippi." MEDC members arrived early at the Capitol to treat legislators to a breakfast reception in the rotunda.

Members continued the celebration in the Old Supreme Court chambers where speakers included Lieutenant Governor Phil Bryant, Senate President Pro Tem Billy Hewes, House Ways and Means Chairman Percy Watson, Senate Economic Development Committee Chairman Walter Michel and Senate Tourism Chairman Lydia Chassaniol. Read the proclamation and view photos on page 6.

“Economic and community development activities are of vital importance to the economic well-being and quality of life of the people of Mississippi”

Economic Development Headlines

Starkville - Camgian Microsystems has acquired Cypress Semiconductor Corporation's design center in Starkville, and the company has relocated its corporate headquarters there. **Camgian** will hire 15 of Cypress' 22 employees.

Bruce - Governor Haley Barbour announced today **United Chair**, owned by Haworth Inc., will add at least 125 new jobs at its Bruce, Miss. facility. The company's Bruce plant currently employs approximately 180 people.

Meridian - Governor Haley Barbour announced today that **Handy Hardware**, a member-owned hardware buying group, will open a distribution center in Meridian. The company plans to employ more than 150 people.

Tishomingo County - The owners of **G&G Steel** laid out its plans, which could eventually mean as many as 140 jobs, as Tishomingo County Board of Supervisors President Brandon Grissom announced Thursday that G&G Steel would locate in the Tri-State Commerce Park near Iuka.

...continued on page 2



DEVELOPMENTS

THE MISSISSIPPI ECONOMIC DEVELOPMENT COUNCIL NEWSLETTER

Calendar of Events

- April 8** Governor's Cup nominations deadline
- April 14** MEDC Member-To-Member Seminar, Hattiesburg, MS
"The MS State Port: What the 'Port of the Future' means for Economic Development in MS"
Don Allee, Executive Director, Port of Gulfport
- April 16** MEDC Regional Chamber Workshop
"Putting Your Chamber in Overdrive"
Oxford Convention Center, Oxford, MS
- April 24** Community Economic Dev. Awards (CEDA) nominations deadline
- April 28 - May 1** MS Association of Planning & Development Districts
Annual Conference, Beau Rivage, Biloxi, MS
- May 4-5** "The Power of a Beautiful Place"
Area Development Partnership, Hattiesburg, MS
- July 22-24** 2009 MEDC Summer Conference
Beau Rivage Resort, Biloxi, MS

MEDC Regional Chamber Workshop Oxford Conference Center



"Putting Your Chamber in Overdrive"

Thursday, April 16

8:30 - 9:00 Registration

9:00 - 3:00 - Workshop

Register before April 10

www.medc.ms or 601-352-1909

MEDC Members* - \$10 • Non-members - \$25

*(must be listed in MEDC online directory)

For more information on these and other events go to www.medc.ms

MEDC Welcomes New Members:

Bill Collins

Partner
Montgomery McGraw Collins & O’Cain, PLLC
Canton, MS

Cory Collins

Director, Pre-Construction Services
White Construction Company
Ridgeland, MS

Chad Driskell

Executive Assistant to President of External Affairs
University of Southern Mississippi
Hattiesburg, MS

Mary Helen Ferguson

President
The Ferguson Group, LLC
Madison, MS

Richard Gagne

Business Development Manager
Advanced Science & Engineering Operations
Science Application International Corporation (SAIC)
Long Beach, MS

Tony Green

Executive Director
Monroe County Chamber of Commerce
Aberdeen, MS

Melanie Hartley

Interim Director
Leake County Development Association
Carthage, MS

Larry Jones

Director, Urban Development
Gulfport, City of
Gulfport, MS

Jon Maynard

President & CEO
Greater Starkville Development Partnership
Starkville, MS

Annie McMillan

Vice President, Community Development
Area Development Partnership
Hattiesburg, MS

Letter From the Executive Director



Carol Hardwick

Even though Winter Conference is now a fond memory evidenced by stacks of notes, business cards of new contacts, handouts, and new information swirling in our heads, we have been busier than ever planning future

events and gathering important information for your use.

There are two opportunities in April for professional development and networking. One is the Member-to-Member Seminar on Tuesday, April 14, in Hattiesburg, and the other is the Regional Chamber Workshop on Thursday, April 16, in Oxford. Informative speakers have been lined up for each of these events which you will see as you read this newsletter. As the costs to attend have been kept at a minimum, I encourage you to use these events to introduce others to your professional association.

The Conference Committee, chaired by Larry Barnett, has the agenda for Summer Conference almost complete. As you make your summer plans, be sure to keep the dates of July 22-24 open to come to the beautiful Beau Rivage where you can learn, network and recharge your batteries in a relaxed atmosphere at Summer Conference.

We have been gathering information about the new economic stimulus package and making it accessible on the Resources page of the MEDC website. We are also keeping you informed of the successes our members are having in creating and saving jobs, as well as other economic development news.

I look forward to seeing you soon at our upcoming events. Please let me know how we may better serve you.

*Carol Hardwick
Executive Director / COO*

Headlines continued from page 1



Chandler Russ, Gray Swoope, Christine Lusteck and Justyn Dixon celebrate with Governor Haley Barbour after he signed legislation to assist in the expanding operations of Alliant Techsystems, Inc.’s luka facility.

luka - Alliant Techsystems (ATK) this week announced it will expand its luka plant and grow its work force from 176 people to 800 by 2017 with an average salary of about \$53,000.

Aberdeen - Key players responsible for bringing 55 new jobs and retaining more than 40 jobs at **Holley Performance** in Aberdeen celebrated at a reception at the facility.

Jackson - The \$65 million **Jackson Convention Complex** opened its doors Saturday, January 17 drawing around 20,000 people. The complex has

330,000 square feet of meeting spaces, exhibit halls and ballrooms.

Kemper County - Mississippi Power Company has formally filed an application with state regulators to build a \$2 billion power plant in Kemper County. The state-of-the-art plant would be the first advanced gasification generating facility with carbon-capture capabilities in Mississippi, and one of the first in the country.

Aberdeen - After months of speculation, Mayor Jim Ballard announced Thursday that **Mississippi Investment Petroleum Co.** will be building a third-generation biodiesel refinery at the Port of Aberdeen. The project, to be completed in three phases, is expected to create 32 new jobs and will bring a \$12 million capital investment to the region.

Hattiesburg - Hattiesburg Cycles is bigger than ever. Owners Larry and Faye Myatt cut the ribbon Tuesday on a \$3.5 million expansion that has doubled the size of the showroom and expanded several departments including parts and service.

[Congratulations to all involved with these successful projects. To submit your news, send a link to your news story to \[carol@medc.ms\]\(mailto:carol@medc.ms\).](#)

Working to Survive and Thrive

Mississippi is certainly not immune to these challenging economic times. The economic troubles facing much of the world are having a noticeable effect on economic development in Mississippi. In particular, this effect is seen on existing industry in our state. Weekly, the media covers stories of plant closures and job layoffs. In fact, Worker Adjustment and Retraining Notification (WARN) notices for the last two quarters of 2008 were up 96 percent from the same quarters a year earlier.



MDA is committed to working with you in your communities to respond to the market and to today’s realities, and we are actively working with existing businesses to reach out to them and support them.

We have worked with Ayrshire Electronics, ProVia Door and Camgian Microsystems to assist them in acquiring facilities owned by troubled companies and to retain or rehire the jobs at these facilities. We worked with Cooper Tire to save 1,500 jobs in Lee County and the surrounding counties. And in recent months, a number of Mississippi companies, through consolidations, have chosen to move all or a portion of their operations to the state. Just look at United Chair which announced last week it will be moving 125 jobs to its facility in Bruce, Mississippi, and Holley Performance Products, which recently moved 55 jobs from its plant in Mexico. We will continue to monitor the market and adjust accordingly to support these businesses in our state.

MDA has presented legislation that will assist and benefit Mississippi’s existing industries. The Existing Industry legislation that is currently before both houses would provide:

- Loans for existing manufacturers (who have been in business in the state for more than two years) to purchase land, buildings or equipment;
- Rebates for new jobs for existing manufacturers; and
- New jobs tax credits for businesses that have closed, then reopened under new ownership (under specific circumstances.)

In tandem with our work in supporting and growing existing industry, MDA continues to be relentless in pursuing new business. Despite these hard times, we do have significant economic development activity in the state. Right now, we are working over 20 “high priority” projects, with an estimated maximum total investment of around \$31 billion.

We just announced ATK’s decision to produce composite aircraft components at its luka plant. As a result of this expansion of operations, the company will increase its workforce at the plant to 800 employees in the next few years. In addition, Handy Hardware recently announced its plans to build a distribution center in Meridian that will employ more than 150 people.

We will continue to be fluid and adjust resources to best capitalize on opportunities to grow the state’s economy, and we will look more at creating economic wealth in a variety of ways. You will hear more from us regarding asset development— identifying and developing the assets we already have in place to better market our state and our communities – with initiatives such as Lake Development and the Mississippi Blues Trail, which exemplifies Mississippi’s creative culture. These are just a few examples of the creative, non-traditional strategies that MDA is pursuing to create prosperity in our communities.

In upcoming weeks, you will also see more communication from MDA via new technologies: Webinars, Webex meetings and through the new MDA Web site. We hope that you will take part in these opportunities for us to plan together, learn together and for each of us to sharpen our economic development skills. We want to work with you and your community to be ready, so when opportunity arises, you can bring your “A Game.”

Heidel Award Winner



Jimmy Heidel presents the Jimmy & Ray Heidel Economic Development Leadership Award to Patricia Turner, Development Specialist in the Community Services Division of the Mississippi Development Authority.

Governor’s Cup and MEDC Community Economic Development Awards

The Mississippi Development Authority, in partnership with the Office of the Governor and MEDC, recognizes private sector businesses that have had a significant impact within their local community through the Governor’s Cup Awards. These awards, one of the highest given by the Governor, are given to honor businesses for their contributions during the past calendar year, raise the general awareness about their successful efforts, and showcase their results. The Governor’s Cup nominations deadline is Wednesday, April 8.

The Community Economic Development Awards (CEDA) program is designed to recognize outstanding communities in the state of Mississippi for their efforts in advancing the economic viability of their community through economic and community development programs during the past calendar year. The CEDA nominations deadline is Friday, April 24.

Winners will be recognized at the Awards Banquet at the MEDC Summer Conference July 23 at the Beau Rivage.

Links to information and applications are on the MEDC website.

MEDC Member-to-Member Seminar

THE PORT OF GULFPORT: What the ‘Port of the Future’ Means to the Economic Development of the State



Don Allee, Executive Director & CEO

Mississippi State Port Authority, Gulfport, MS

Tuesday . April 14 . 11:30 AM - 1:00 PM . Hattiesburg Country Club

Registration \$30.00 - Includes lunch.

Register before Thursday, April 9.

Non-members welcome.



MEDC Members on the Move!

- Sara Carmichael, Jefferson (Jeff) C. Rowell, Stephen Surles, Curnis Upkins III, EDFF, Marcus Young

If you are a Member on the Move or know of one, please email carol@medc.ms or call 601-352-1909.

DEVELOPMENTS is a quarterly publication of MISSISSIPPI ECONOMIC DEVELOPMENT COUNCIL, INC. POST OFFICE BOX 3721 JACKSON, MS 39207-3721 WWW.MEDC.MS 601-352-1909 Fax 601-352-2061

Economic Development Day at the Capitol



A Proclamation

WHEREAS, economic and community development activities are of vital importance to the economic well-being and quality of life of the people of Mississippi; and WHEREAS, these activities are performed by economic developers, chamber of commerce professionals, and business and community leaders; and WHEREAS, the dedicated and hard work of these individuals created a record number of jobs in Mississippi in four of the past five years and brought national recognition to the state from national business magazines and economic development publications; and WHEREAS, the state's per capita income increased 25 percent in the past five years, which was a faster rate of growth than the national average experienced; and WHEREAS, it is in the public interest for the citizens of Mississippi to gain knowledge of and to maintain a progressive interest in the economic and community development programs of their respective communities: NOW, THEREFORE, I, Haley Barbour, Governor of the State of Mississippi, hereby proclaim February 4, 2009 as

ECONOMIC DEVELOPMENT DAY

in the State of Mississippi, and urge citizens to join with representatives of governmental agencies, the Mississippi Economic Development Council and other economic and community development organizations in activities and ceremonies designed to pay tribute to our economic developers, chamber of commerce professionals and business and community leaders to recognize the substantial contributions they have made to economic development in Mississippi.



MEDC Regional Chamber Workshop "Putting Your Chamber in Overdrive" Oxford Conference Center . Oxford, MS

THURSDAY, APRIL 16 8:30 - 9:00 Registration 9:00 - 3:00 - Workshop Oxford Conference Center, Highway 7 & Sisk Avenue



AGENDA

"START YOUR ENGINES PLEASE" Registration and networking

"MEMBERSHIP SALES - NAVIGATING THE SPEED BUMPS" - Shane Moody, CCE, IOM, President and CEO, Destin Area Chamber of Commerce, Destin, FL

The economy has changed the shape of chambers across the country. That means sales pitches need to change. Let's get past the doom and gloom. Hear about the ways to change your approach and make members realize there aren't any potholes in the road.

"LEAVE THE DRIVING TO US - AMBASSADOR PROGRAMS" - Rosie Vassallo, Executive Director, Madison The City Chamber of Commerce, Madison, MS

Make your members an active force in your chamber by creating a successful Ambassador Program.

"RETAIL - CRANK IT UP!" - Deborah Reynolds, IOM, President, Petal Area Chamber of Commerce, Petal, MS

Learn how to be ready to take the checkered flag with retail.

"PUTTING IT IN HIGH GEAR" - John Brandon, Senior Associate Manager, Mississippi Development Authority, Jackson, MS

There are a number of programs available for you to use to add value to your chamber's membership.

"ZOOM ZOOM - FILLING UP WITH PREMIUM" Carol Hardwick, Executive Director, Mississippi Economic Development Council, Jackson, MS

Your professional association - MEDC - can help you do your job well. Q & A and door prizes

REGISTRATION

MEDC Individual Members\$10 (must be listed in the MEDC online directory at www.medc.ms) Non-members.....\$25

REGISTER BY APRIL 10

Registration form and online credit card payments at www.medc.ms

LODGING AVAILABLE AT

Downtown Oxford Inn & Suites 400 North Lamar Boulevard Oxford, MS 38655 662-234-3031

Standard King and Double Rooms \$70.00 before April 1

New Members (continued):

- Melissa Mixon, Christopher Pace, April Parsons, Richard Simon, Larkin Simpson, Jack Thomas, Sean Thompson, Michael Volk, Bryan Wardlaw, Allison Windham



Carol Hardwick meets with Mika Harai of JETRO. A link to her Japanese-language article is on the MEDC website.

MEDC 2009 Winter Conference

While the economy was on everyone's mind at the MEDC Winter Conference in Jackson, it didn't slow down attendance or sponsorships for the annual event.

Over 300 attendees registered for the event, about the same as last year, and sponsorships didn't fall off as a result of the slow economy. Entergy returned as sponsor for the reception, and the awards luncheon had a first-time corporate sponsor, Cellular South.

Other firsts for the conference, dubbed "Innovation Destination," included the introduction of MDA's info roundtables, in a "speed dating" format, and the MEDC discussion roundtables, with lively in-depth discussions on a variety of pertinent topics.

"Not only were the speakers and topics innovative," said Larry Barnett, conference chairman, "but the format was unique and cutting edge."

While the formats and topics were widely acclaimed by the attendees, many rated the conference's value primarily in one word: networking.

According to Sid McMillan, vice-president of industrial development for JESCO, Inc., "You can subscribe to all the business publications in the world, but there's no better way to do business than networking." McMillan added that JESCO, an industrial contractor, builds all over the southeast, and "the people on the front end of this process are in this room."

Tonia Williams, economic development representative for the U.S. Department of Commerce Economic Development Administration, agreed. "The main thing is the networking opportunity. While I get recertification points and learn about trends in economic development, ultimately the networking is most beneficial."

"The info from experts in various fields is priceless," she said. "You can find solutions to problems just by talking. This conference reenergizes you to continue the good fight."

Mika Hirai, director of general research for JETRO, the Japan External Trade Organization in Houston, said Mississippi is one of "the most energetic states to encourage Japanese companies to invest" in their state.

"I'm trying to collect more information for Japanese to invest in the state," she said. "There are so many business chances here for Japanese companies."

As part of her job at JETRO, Mika writes an article for the JETRO Daily News. "I gathered helpful information from the sessions. Every topic is helpful," she said.

Among the "innovative" speakers were Joel Bomgar, founder and CEO of the Bomgar Corporation in Ridgeland, and Rick Moore, president of Eyevox, MadGENIUS, Inc, The Screen Engine and Imagination Education, Inc., in Ridgeland.

Attendees at the conference came from numerous states as well as Germany and China.

Winter Conference Photos



Thank you to the 2009 Winter Conference SPONSORS

EVENT SPONSORS:

- Cellular South
- Entergy Mississippi
- Mississippi Development Authority

ECONOMIC DEVELOPMENT DAY SPONSORS:

- AT&T
- Columbus-Lowndes Development LINK
- Government Consultants, Inc.
- Greater Jackson Alliance
- Harrison County Development Commission
- Mid-Delta Empowerment Zone Alliance, Inc.
- Mississippi Band of Choctaw Indians
- Tennessee Valley Authority

PREMIER SPONSORS:

- Atmos Energy
- Burns Cooley Dennis, Inc.
- Chamber Plus / Greater Jackson Chamber Partnership
- Coahoma County Tourism Commission
- Electric Power Associations of Mississippi
- Marketing Alliance, Inc
- MDEQ - Brownfields Program
- Mendrop-Wages, LLC
- Mississippi Economic Council

Bob Harris Presents Information on New 990 at Winter Conference

Bob Harris' presentation, "Wearing Multiple Hats in Small Organizations," at the MEDC Winter Conference left no doubt why he is one of the foremost authorities in the country when it comes to managing nonprofit organizations.

Although he talked about many hats, his discussion of the new IRS 990 form (Return of Organization Exempt From Income Tax) drew one participant to say, "Learning about that new form was worth attending this conference." Harris pointed out that the mission statement of some nonprofits gets blurred or given little attention in the rush of day-to-day activities, but that there are two questions on the form asking about the organization's mission and activities. "Your mission is what you tell the IRS," he pointed out.

Harris also presented his list of mandatory documents, primary operating documents and secondary documents. Mandatory documents include Articles of Incorporation, Bylaws and tax documents.



Bob Harris at the MEDC Winter Conference

Because of Harris's commitment to sharing tips and templates, he's been dubbed the "Martha Stewart" of association management. His templates and other valuable information for chamber professionals and economic/community developers can be found on the Internet at www.rchcae.com.

Winter Conference Photos (continued)



2009 Winter Conference SPONSORS (continued)

PREMIER SPONSORS (continued):

- Mississippi Power Company
- Mississippi Manufacturers Association
- Neel-Schaffer, Inc.
- RankinFirst EDA
- Rich Perspectives, LLC
- Sage Fundraising Solutions
- Southwest Mississippi Partnership
- U.S. Network, Inc.
- Yates Construction / JESCO, Inc.

CORPORATE SPONSORS

- AT&T
- Area Development Partnership
- CN Railway
- Jackson County EDF
- JBHM Architects
- JH&H Architects Planners Interiors, P.A.
- Mississippi World Trade Center
- Norfolk Southern Corporation
- North Mississippi IDA
- Stephens, Inc.
- Waggoner Engineering, Inc.
- Worsham Brothers, Inc.

GENERAL SPONSORS:

- Community Development Partnership
- Itawamba County Development Council
- Madison The City Chamber of Commerce
- Mississippi Business Finance Corporation
- Oxford-Lafayette County EDF, Inc.
- Panola Partnership
- Tunica County Chamber & EDF
- Union County Development Association