



July 12, 2012

The Carver Barn - Carthage, TN

**2011-2012
ANNUAL REPORT
&
24TH ANNUAL
BOARD OF DIRECTORS
MEETING**

P.O. Box 464 * Hartsville, TN 37074

615-374-4607 * fourlake@aol.com

www.fourlake.org

TABLE OF CONTENTS

Historical Overview	2
Four Lake Boundary/Infrastructure	3
Governing Body & Staff	4-5
Activities & Accomplishments:	
<i>PowerCom Industrial Center</i>	6-7
<i>4L/EDAC & Fam Tour</i>	8
<i>Business Incubator</i>	9-10
<i>Business Development</i>	11
<i>Workforce Development</i>	11
<i>Solid Waste Management</i>	12
<i>Other</i>	12
Fiscal Overviews:	
<i>General Fund</i>	13
<i>Capital Improvements Fund</i>	14
2011/2012 Year-End Conclusion	15

Historical Overview



The Four Lake Regional Industrial Development Authority is unique.

In 1974 the Tennessee Valley Authority announced construction of the **world's** largest nuclear power plant at Hartsville, Tennessee.

In 1975 the impacted counties - Trousdale (Hartsville) and the four contiguous counties (Macon, Smith, Sumner and Wilson) formed the Hartsville Project Coordinating Committee to work together with TVA to mitigate impacts as the project was developed.

In 1977 construction employment reached a high of 7,000 at the Trousdale County site.

In 1982 after progressive cutbacks, construction was halted with employment virtually eliminated, resulting in significant economic dislocations in the regional economy.

In 1983 a Farmer Home Administration sponsored analysis, "The Hartsville Project Impact Study" was released calling for the establishment of an industrial development authority to specifically focus on the work of attracting jobs to the area.

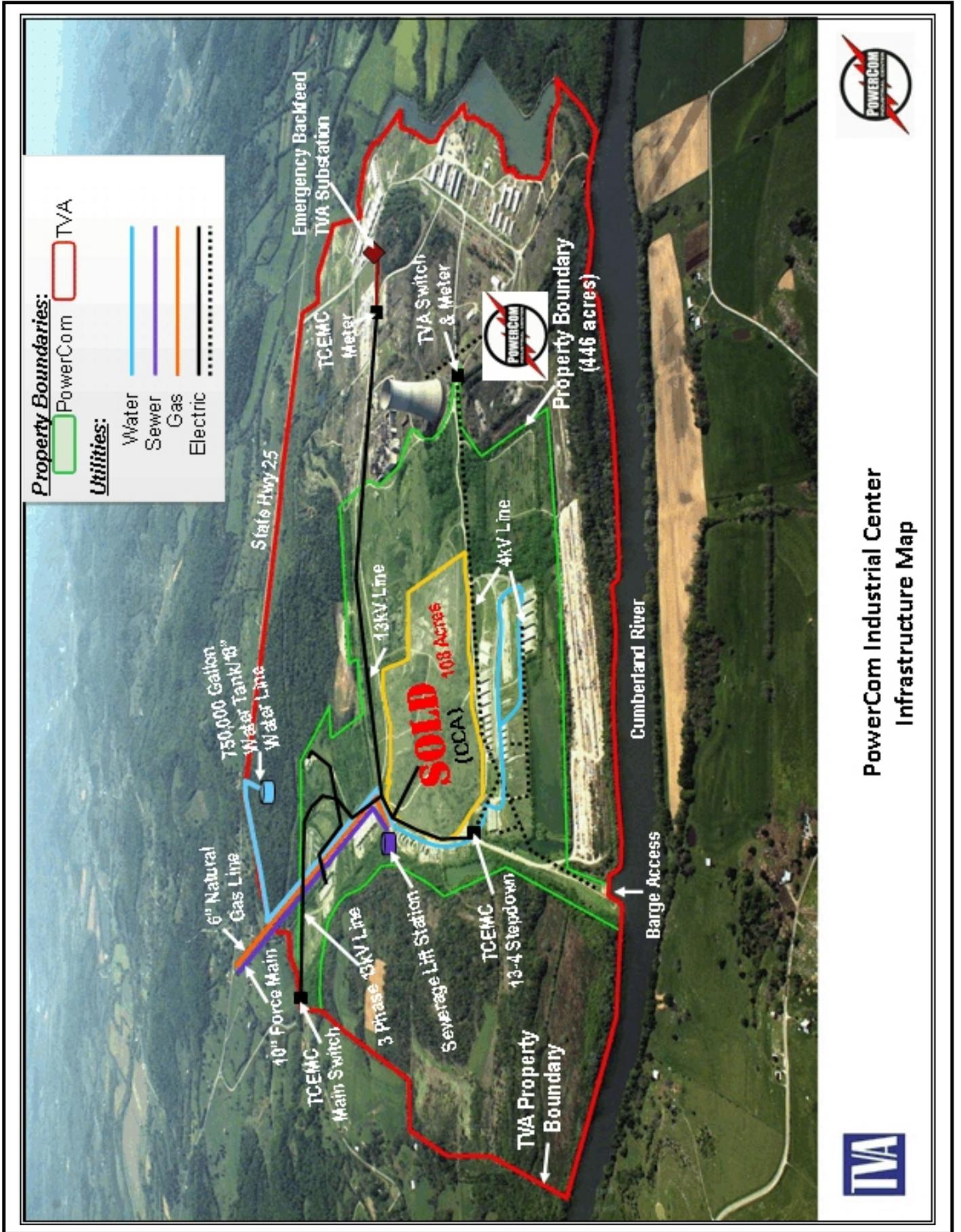
Legislation creating the Four Lake Regional Industrial Development Authority was passed by public act of the State Legislature on April 15, 1986. In addition, By-Laws were executed on May 15, 1986.

Enabling legislation (TCA 64-5-201 et seq.) states that the Authority was "created and established for the purpose of developing the resources of the region embracing the counties of Macon, Smith, Sumner, Trousdale and Wilson" More specifically, the Authority "is directed to focus its activity toward economic development and improving employment opportunities in the region"

In 1988 the Authority contracted staff and initiated a work program.

After years of contact and pleas with the then 3-member TVA Board of Directors, approximately 554 acres of the mothballed TVA nuclear site were sold to the Four Lake Authority in June 2002 for regional economic development purposes. The property (see property boundary/infrastructure map on page 3) was purchased for the appraised value of \$1.7 million with the stipulation that the Four Lake Authority make a minimum of \$1.5 million in infrastructure improvements during the first five years of ownership. These initial infrastructure improvements (water, sewer, and natural gas lines), as well as a 750,000 gallon water storage tank, were completed in 2005.

On April 27, 2007, the Four Lake Authority made the final payment of \$1,700,000 to TVA. **PowerCom Industrial Center** was no longer a vision; it had **become a reality**. In efforts to recoup hundreds of jobs lost throughout the five-county region resulting from the abandoned nuclear plant project at this site, Four Lake continues upgrading existing buildings & infrastructure for its unique industrial/manufacturing incubator program, as well as marketing small and large parcels of land. This summer of 2012 marks the completion of a long anticipated achievement: PowerCom Industrial Center will be equipped with **3-Phase** power throughout the entire site with a back-up substation located on the adjoining TVA property - resulting in the accomplishment of **Dual-Feed Power**.



**PowerCom Industrial Center
 Infrastructure Map**



Governing Body & Staff

The Four Lake Regional Industrial Development Authority's administrative attachment is with the State Department of Economic and Community Development.

The Authority has been governed by a twenty-one member Board of Directors since its creation and is comprised of the following:

- county mayors/executives of each of the five counties in the region;
- mayors of each county seat municipality in the region, except for Trousdale County (a Metro Government) wherein the County Executive shall appoint a citizen to serve as ex-officio member of the Board;
- mayor of any incorporated municipality in the region with a population in excess of 25,000 (Hendersonville & Mt. Juliet);
- a representative from the Industrial Development Board of each county;
- a representative of the Governor;
- a State Representative and State Senator serving said region; and,
- the representative of the U.S. Congressman serving the Four Lake region.



Chairman
Michael Nesbitt
Smith County Mayor

An Executive Committee, comprised of one Board member from each of the five member counties, has provided direct oversight for the Authority's operations. The Executive Committee meets quarterly, or more frequently if required. Members serving for the 2011-2012 fiscal year were the County Mayors/Executives of Macon, Smith, Sumner, Trousdale, and Wilson as given below. However, as of May, 2012, a change to Four Lake's Legislation was passed to reduce the size of the Board of Directors from 21 to seven. Beginning with the 2012-2013 Fiscal Year, the Four Lake Board of Directors will consist of the five Four Lake region's County Mayors/ Executives, one member appointed by the Speaker of the House (still pending), and one member appointed by the Speaker of the Senate - Stephen Chambers. Both the appointed members serve for two-year terms and must reside within the Four Lake region.



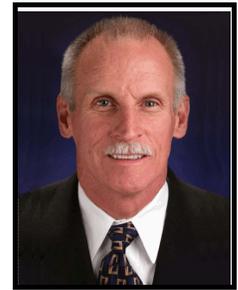
Vice-Chairman
Randall Hutto
Wilson Co. Mayor



Secretary/Treasurer
Jake West
Trousdale Co. Executive



Macon Co. Rep.
Shelvy Linville
County Mayor



Sumner Co. Rep.
Anthony Holt
County Executive

Other Board members serving for the 2011-2012 fiscal year included:

Macon County

Richard Driver, Mayor of Lafayette
J. Y. Carter, Former Mayor of Lafayette
Jon Hesson, Industrial Dev. Board

Smith County

Sabra Hodge, Mayor of Carthage
Phillip Piper, Industrial Dev. Board

Sumner County

Jo Ann Graves, Mayor of Gallatin
Scott Foster, Mayor of Hendersonville
Thomas Neal, Jr., Industrial Dev. Bd.

Trousdale County

James McDonald, Commissioner
Philip Holder, Industrial Dev. Bd.

Wilson County

Philip Craighead, Mayor of Lebanon
Ed Hagerty, Mayor of Mt. Juliet
Phil Smartt, Industrial Dev. Board

U.S. Congressional Rep.

Carroll Carman for Diane Black

Governor's Representative

Stephen Chambers

State Senator

Mae Beavers

State Representative

Mark Pody

Staff for the Authority includes:



Donna E. Arrington
Asst. Director/Pgm. Mgr.
dafourlake@aol.com



E. Don Rigsby
Executive Director
drfourlake@aol.com



Teresa L. Carman
Office Mgr./Secretary
tlcfourlake@aol.com

Affiliated professional support includes (but not limited to):



www.tvaed.com



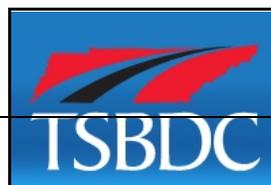
www.tn.gov/ecd



www.gnrc.org



www.ctas.tennessee.edu/



Small Bus. Dev. Ctr.
www.volstate.edu/TSBDC



www.mtida.org



www.ttchartsville.edu



www.rurdev.usda.gov

Activities & Accomplishments

POWERCOM INDUSTRIAL CENTER



The PowerCom name and logo were created for the property to reflect the industry-specific marketing plan developed to target companies with a need for a dual-feed, uninterrupted power source. The entire site now contains **3 Phase Power**, as well as a **back-up substation**. There are current plans to equip the PowerCom Industrial Center with state-of-the-art telecommunication capabilities. The availability of a large acreage site, navigable river access, a business incubator, and strategic warehousing space are also emphasized in Four Lake's marketing efforts (see available Four Lake brochure).

Two independent, nationally-recognized site certifications have been achieved for the PowerCom site - a Target-Industry Specific Site with TVA/McCallum-Sweeney Consulting in 2004, as well as a Deal Ready Site through MTIDA/Lockwood Greene in 2005. Achieving the State's new **Select TN Certified Sites** program is currently in progress.

Occupants of Four Lake's 54,000 sf Spec. Building - V&C Manufacturing (producer of commercial adhesives) and Christy's (distribution center from California) - completed a Lease/Purchase Agreement, as well as a Right of First Refusal for adjoining 5.35 acres, in March, 2011. Move-in occurred in January, 2012 with a new concrete floor, bathrooms, and specialized office improvements. Currently V&C Mfg/Christy's leases a total of 70,000 sf within the Site.



Corrections Corporation of America (CCA), the nation's largest provider of corrections management services to federal, state, and local governments, announced its intent on February 22, 2008 to construct Trousdale Corrections Center (on a 108 acre site) in the PowerCom Industrial Center.

CCA's site-prep construction efforts began in April, 2008. Presently, the project's facility construction is "on hold", due to the Nation's economic downturn and budget restraints in each state. Once completed, the facility has a planned capacity of 2,040 medium-security beds, employing a minimum of 350 personnel in security, facility management, accounting, nursing, human resources, business management, quality assurance, teaching and education administration. The workforce will have full benefit packages; 85% of the total employment will be drawn from the Four Lake region.

Complete “face-lift” plans of all buildings within the PowerCom site are always underway. Exterior rehab (AB Harper Construction & Rieger Painting) of the TN Spring & Metal building was completed in June, 2012.



Before



After



Also occurring in May & June, 2012 was an extensive site clean-up effort including substantial bulldozer work, bush-hogging, and general clearing (Lewis Lawn Care). An electronic-controlled security gate (Baird’s Custom Fence), through a TVA/Special Opportunities Grant, was approved for installment in May, 2012. Indications of less “sight-seer” traffic and the benefits of the installation of this security gate have already been noticed and cited by our incubator tenants. The new access gate is located between Village 1 & Village 2.



4L/EDAC

On May 25, 2012 the inaugural meeting of the new **Four Lake/ Economic Development Advisory Council (EDAC)** was held and hosted by JECDB Director, G. C. Hixson at his office in Lebanon. Noteworthy concerns, advice, comments, questions and suggestions were voiced by the Four Lake region's economic developers and organizational professionals to aid Four Lake in methods to better serve the economic development efforts of each community in the region.



FAM TOUR

Another new event of note was the first Fam (Familiarization) Tour held on June 15, 2012 to "familiarize" invitees of economic development goals and the role of Four Lake, as well as to tour the PowerCom site. State recruiting specialists/ECD staff; TVA Target Industry Specialists; local, state, and national political dignitaries serving the Four Lake region, as well as other interested parties aiding in the Four Lake economic development efforts, attended this first-time event.



June 15, 2012
9:00 a.m. - 12:00 Noon

Please join us for our

"FAM" TOUR

Familiarize yourself with the role of the Four Lake Regional Industrial Development Authority and tour the PowerCom Industrial Center.

The "Familiarization Tour" will begin at

Trousdale Bank & Trust
(back entrance/2nd floor meeting room)
127 McMurry Blvd.
Hartsville, TN 37074



RSVP by 06/08/12
fourlake@edac.com or
615-374-4607

ITINERARY

9:00	Welcome & Intro -> Mayor Nashif, Chairman
9:15	Presentation -> Don Rigby, Ex. Director
10:00	Site Tour (by bus)
11:20	Lunch (please RSVP for catering purposes)
12:00	Closing Remarks -> Mayor Nashif & -> Don Rigby



BUSINESS INCUBATOR



The Business Incubator Program, owned and operated by the Four Lake Authority, currently leases 11 buildings totaling 93,470 square feet to nine businesses employing 51 persons.

Since 1991, a total of six incubator tenants have graduated from the Four Lake incubator to pursue their business interests within the surrounding counties of the Four Lake region. At the time of each tenant's graduation, they provided a combined total of 210 jobs throughout the region.

The following is a summary of current tenants at the PowerCom Industrial Center:

EMS, Inc. located to a 4,000 sf building in May, 2005. This family enterprise originally began in Cumberland Gap, TN and employs three. They rehab switch boxes and other heavy electrical equipment mainly for mining operations. Owner, Mitchell Gibson (pictured at right), is always looking to expand.



North Central Recycling, a regional trash recycling entity for the North Central Tennessee area, utilizes Trousdale County inmate labor. Since 1994, NCR occupies a 16,000 sf building and continues to provide a valuable service for the Four Lake region.

Piedmont Gallery, Inc., a flooring and millwork manufacturer with its home office in Fairview, TN, located the cabinetry division and four employees to a 4,000 sf building in October, 2008. This manufacturer utilizes modern-day lumber, as well as river-reclaimed wood types, in the building, designing,



and installation of hardwood floors, cabinets, high-end furniture, etc. The owner, Leo Berg, plans to expand the cabinetry division into a second PowerCom 4,000 sf building.



RDP Properties located to a 4,000 sf building on November 1, 2010. Currently, the two employees are using the building for storage; plans are to work on-site restoring antique vehicles.

Southern Debindery occupies two 4,000 sf buildings where they recycle/rebind out-of-edition textbooks. The Lebanon-based company employs three.

State of Tennessee/Division of Geology leases a 4,000 sf building for the storage of rock/core samples gathered in the region. A tenant since 2000, this division of the State's Department of Environment & Conservation employs two and studies, analyzes, and records the core findings for future reference. ___

TN Spring & Metal (formerly known as General Spring) continues to operate its spring manufacturing facility at the site - since 1992. They currently employ eight and occupy the same 32,000 sf building in Village 1. The industry filed for Chapter 11 bankruptcy in September, 2008 but continues to operate as a newly-reorganized manufacturer.

V&C Manufacturing & Warehousing/Christy's, a new division of special-order industrial adhesives produced by Volunteer Adhesives of Lafayette, began manufacturing at the site in March, 2010. The new line of PVC adhesive for the plumbing & irrigation industry is currently produced in a 12,000 sf building in Village 1 previously leased by Volunteer Adhesives from



1999-2003. A 1,470 sf lab is also currently utilized, as well as a 4,000 sf building for warehousing. V&C Mfg. and Christy's, a California distribution center, acquired the PowerCom Spec. Building under a Lease/Purchase Agreement in March, 2011. V&C/Christy's also possess a Right of First Refusal for the adjoining 5.35 acre tract for future expansion. This producer/distributor currently employs 26 persons.



Victory Truck Lighting, formerly known as SOLAS Parts, Inc., located to a 4,000 sf building in April 2006. Two family owners sell new and used truck parts and lights to businesses and small-owner operators. Gary Waddell, owner, by diligently working to supply customers with a quick turn-around, continues to be successful.

A waterline project (Kemp Brothers Construction) from the CCA property line along Sumner Way to provide available water to tenants in Village 2 was completed on 11/06/11. Infrastructure needs throughout the PowerCom site will always be in some sort of "construction mode", as well as the repair & maintenance of existing buildings, roads, and the Four Lake river dock.

A ***special thanks*** to our site maintenance men who are invaluable to the Four Lake office staff & PowerCom tenants:

AB Harper Construction:

A reliable General Contractor called upon for a plethora of planned & un-expected projects, i.e: road repair, water leaks, roof leaks, painting, plumbing, building maintenance & clean-up.



Arthur "Moose" Harper



Gregory Lawn Care: Jeff Gregory manicures the three PowerCom roadway sign acreage, as well as clearing over-growth around incubator buildings periodically.



Gilmore Refrigeration: Randy Gilmore is always quick to respond to electrical or heat & air emergencies. He is also called upon for non-bid electrical work due to his exemplary work & honesty.

BUSINESS DEVELOPMENT

Four Lake assists and houses a satellite office of the Volunteer State Community College TN Small Business Development Center (TSBDC). The Center provides group sessions and one-on-one counseling & training for small business owners and entrepreneurs needing assistance in the FLORIDA region. The services are extended to existing businesses and startups.

Charles Alexander, the Center's Director (pictured top right), as well as Dave Jose provide on-location counseling at the Four Lake office on Wednesday of the third full week each month from 8:00 - 10:00 a.m. For the convenience of interested residents of the Four Lake region, as well as the VSCC/TSBDC region, appointments may be scheduled by calling the Four Lake office.



The VSCC/TSBDC program is funded through the Small Business Administration and Volunteer State Community College.

WORKFORCE DEVELOPMENT

The Tennessee Technology Center/Hartsville continues to increase its presence as a quality provider of technical training in the Center's five-county service area (same as the Four Lake Authority region). The Technology Center is a valuable asset to our five counties for both on-campus career centered training and off-campus specific needs centered training to meet the requirements of individual industry or business. In addition to the main campus, TTC/H has five Instructional Service Centers: Trousdale County High School, Hartsville; Tri-County Extension Campus at Red Boiling Springs; Union High Resource Center/Shalom Zone, Gallatin; Wilson County Career and Technical Education Center, Lebanon; and Westmoreland Center at the old Elementary School.



The TTC/Hartsville strives to fulfill its purpose to "provide high-quality training that is economical and accessible to all residents of Tennessee, thereby contributing to the economic and community development of the communities" in which they serve. The Four Lake Authority's Assistant Director/Program Manager serves on the TTC/H Advisory Committee.

The Assistant Director/Program Manager of the FLORIDA is an active Alumnus of Leadership Upper Cumberland, a 14 county regional effort designed to: promote the education and training of persons for leadership and involvement in public affairs of the region; establish channels of communication among regional leaders; and, to assist in the development and enhancement of county leadership programs in each member county.



SOLID WASTE MANAGEMENT

The Greater Nashville Regional Council, the Upper Cumberland Development District, and the State Department of Environment & Conservation have assumed direct technical support for the North Central Solid Waste Planning Region (NCPDR). The Four Lake Authority continues to supply the NCPDR, comprised of Macon, Smith, and Trousdale Counties with coordinating/liaison support as it discharges its planning responsibilities under the 1991 Solid Waste Management Act. The NCPDR's 17th Annual Progress Reports were submitted to the State in March. We are currently awaiting acceptance by State officials.



NCPDR Board of Directors (l-r): Linville/Macon Co; Nesbitt/Smith Co; Carter/Macon Co; Pat Geho, Chairman/Smith Co; West/Trousdale Co

OTHER ACTIVITIES

MTIDA Middle Tennessee Industrial Development Association
2012 Community Data Profile

CARTHAGE
Smith County

QUICK FACTS

County Seat: Carthage Year Incorporated: 1994
 Area in Square Miles (County): 334 Longitude: W86° 15.13'
 Elevation: 515' Longitude: W85° 17.14'

Market Region: Cookeville
 Distance From Nashville: 50 miles
 City Email Address: carthagecity@bellsouth.net
 Additional Incorporated Cities within County: Clarksville,
 South Carthage

POPULATION

	City	County
2010 (Census)	2,346	29,266
2000 (Census)	2,251	27,721
Percent Population Change 2000-2010	2.4 %	8.2 %

CLIMATE

Annual Average Temperature: 57.7°
 Average High Temperature: 88.8°
 Average Low Temperature: 37.5°
 Annual Average Precipitation: 58.0"
 Annual Average Snowfall: 8.0"
 Prevailing Wind: Southerly
 Mean Length of Frost-Free Period (days): 188-220

TAX STRUCTURE

	CITY	COUNTY
Property Taxes:		
Rate per \$100 value	\$ 2.15	\$ 2.28
Rate of Assessment:		
Residential and Farm	25 %	25 %
Commercial/Industrial	40 %	40 %
Personal (Equipment)	30 %	30 %
(Inventory, Tool, New Materials, Gears)		
Bonded Debt	\$ 301,167	\$ 32,610,365
Assessed Valuation	\$ 17,205,196	\$ 129,719,828
School Tax	0 %	0 %
Head-Motor Tax	5.0 %	0 %

STATE

Sales Tax: 5.5% tax on food and food ingredients; 7% on all other tangible personal property unless specifically exempted.

Local Sales Tax Rate: 2.75 %

Income Tax

- Personal: 6 % on Interest & Dividends
- Corporate Excise Tax: 6.5% of Tennessee taxable income
- Franchise Tax: 25% of the greater of net worth or net and tangible property in Tennessee. The minimum tax is \$100.
- Unemployment Tax: New Employees 2.7% of first \$9,000

In cooperation with the Middle Tennessee Industrial Development Association, the Four Lake Authority assists in updating and distributing Community Data Sheets for twelve communities in the region.

- | | |
|-----------------------|---------------------|
| <u>Lafayette</u> | <u>Portland</u> |
| <u>Carthage</u> | <u>Westmoreland</u> |
| <u>South Carthage</u> | <u>White House</u> |
| <u>Gordonsville</u> | <u>Hartsville</u> |
| <u>Gallatin</u> | <u>Lebanon</u> |
| <u>Hendersonville</u> | <u>Mt. Juliet</u> |

The Four Lake region's Community Data Profiles, as well as others, can also be obtained from the MTIDA website at: www.mtida.org

And, assist with investment locations and expansions as requested.

NOTE: Most of the information contained in this Annual Report, and more, can be found on the Four Lake website. Please visit us at www.fourlake.org

2011/2012 GENERAL FUND

Revenues:

Rent (Incubator Buildings)	\$211,272.00
Other	151,325.00

Total Revenues:	\$362,597.00
-----------------	--------------

Expenditures:

Salaries/Benefits (ss/mc match, ins., retirement)	\$167,019.00
> Severence Agreement (Reserve Fund)	125,000.00
Travel	4,677.00
Contract Services	21,820.00
Communications	5,478.00
Office Supplies & Equipment	6,454.00
Dues/Fees/Subscriptions	2,969.00
Office Rent/Insurance/Utilities	9,752.00
Miscellaneous	1,190.00
Meeting Related Expenses	4,465.00
Advertising	20,732.00

Total Expenditures:	\$369,556.00
---------------------	--------------

2011/2012 CAPITAL IMPROVEMENTS FUND

Revenues:

TVA In-lieu-of Tax	\$861,624.00
Other (grants & interest)	451,840.00

Total Revenues:	\$1,313,464.00
-----------------	----------------

Expenditures:

Spec. Building	\$277,628.00
Utilities (electrical/water/sewer upgrades)	534,648.00
Roads	5,872.00
Building/Site Repairs & Maintenance	64,409.00
Off-Site Development	0.00
Rural Dev. Loan Payment	149,916.00
Engineering/Administration/Insurance Fees	177,714.00
Other (SOC Grant match, bid ads, site signs)	10,565.00

Total Expenditures:	\$1,220,752.00
---------------------	----------------

"To Be or Not To Be"One Year Later

After receiving the news of Four Lake Authority's official "wind-down" status during the last 2010-11 fiscal year, the current fiscal year of 2011-12 has endured several "bumps along the way". However, the result has been a more optimistic outlook for the future of the Authority. The Enabling Legislation in 1986 which charged the Four Lake Authority "to focus its activity toward economic development and improving employment opportunities of the region" is no longer a "To Be or Not To Be" questionable doubt.

With the beginning of 2012, Legislators passed the original House Bill 629 with a Senate amendment granting a two-year extension to the Four Lake Authority - until June 30, 2014.

The most recent change in Legislation is the creation of a new Board of Directors effective July 1, 2012. The newly created Board, consisting of seven members: the five County Mayors/Executives and two appointed members for two-year terms by the House & Senate Speakers, was a needed change. With a smaller Board of Directors, the hope is that more concentrated focus can be given to the use of TVA In-Lieu-of-Tax funds and ECD grants for regional job creation in each of the five counties of Macon, Smith, Sumner, Trousdale and Wilson.

Another change was the naming of Don Rigsby as Executive Director in March, 2012. His education, military experience, and 12 years of economic development expertise will certainly prove beneficial in the quest to recruit industries during an uncertain time of slowed industrial expansions and development.

The entire PowerCom Site has undergone a massive clean-up in recent months. It is our goal to maintain the site's improved appearance for presenting to prospects and visitors.

The Four Lake Authority will certainly experience more changes in the months and years ahead - all for the benefit of the citizens of the Four Lake Region, as well as the citizens of the State of Tennessee. We are grateful for your always-present interest, support, and graciousness.