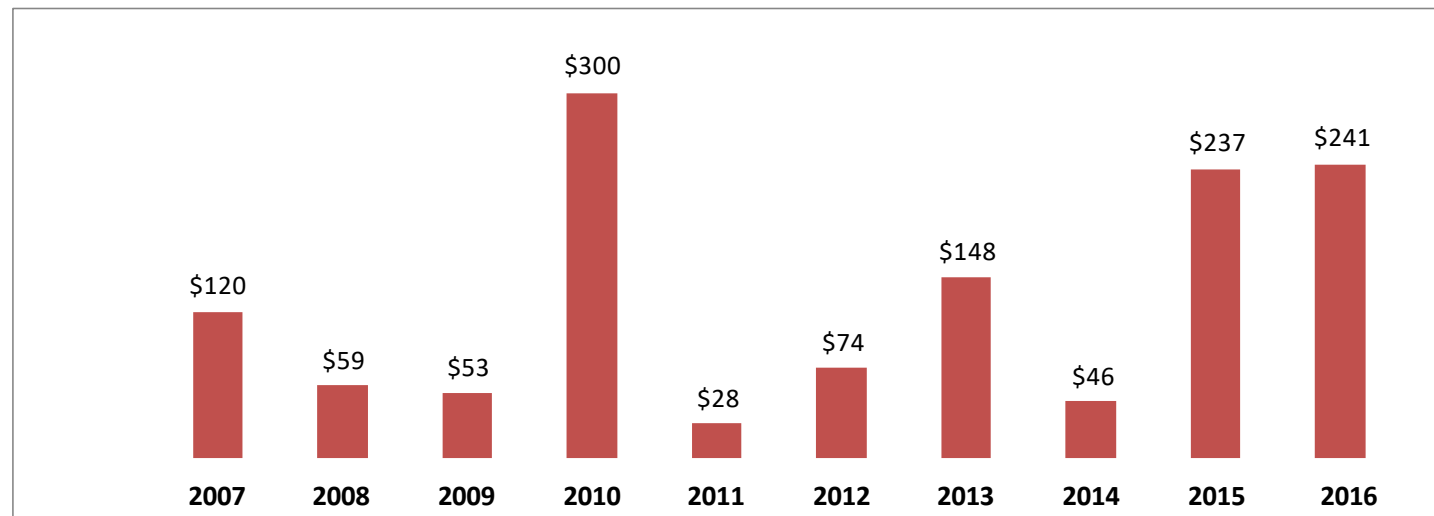
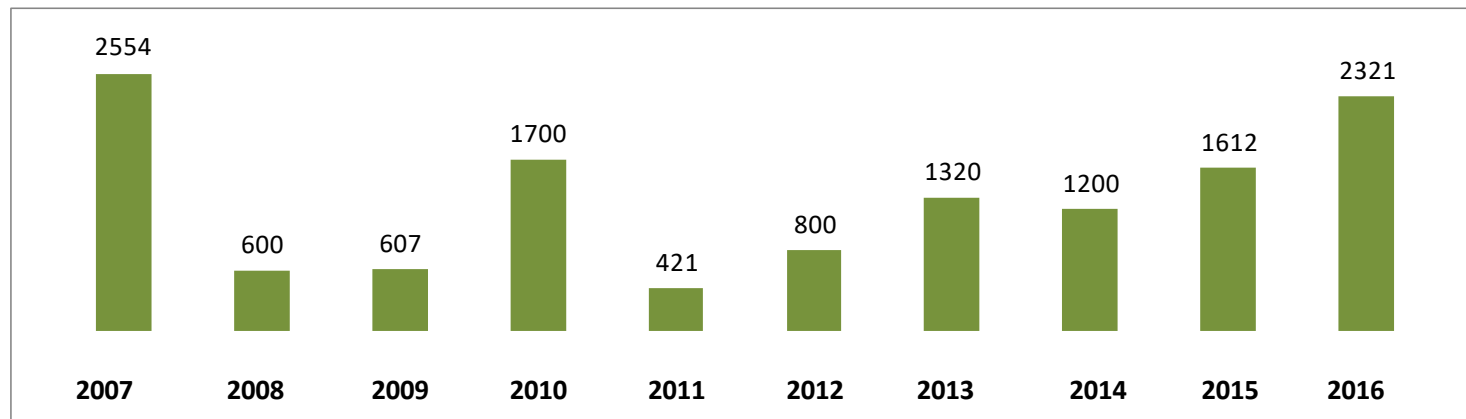


## DeSoto County Capital Investment In Millions



## DeSoto County Jobs Created



### Chairman's Report

#### Shawn Clayton, 2016 Chairman of the Board

2016 was a great year for industry recruitment and expansion in DeSoto County. During 2016, fifteen (15) companies chose to call DeSoto County home, ten (10) existing industries expanded their operations and the year closed on a pipeline of prospects looking to join their ranks. The Foundation for Excellence in Education continued its role of providing teacher grants to the county's classrooms with an unprecedented 27 years of service to our school children and teachers. Our partnership between industry and education is strong with new opportunities for job creation and worker training evident with the new career tech centers in Olive Branch and Horn Lake. Equally exciting was the progress to complete the market vision for vibrant economic development opportunities along the I-269 corridor. Evident is a very real spirit of unity and cooperation at the Council of Governments where County, City and Council representatives meet to discuss opportunities and issues facing the County. We accomplished great strides this year in heightening the awareness of workforce development in the hiring of a new position, Business Development Specialist. Special thanks are extended to all DeSoto Council Board Members, Volunteers, and Council Staff for their efforts during 2016 in making the Council's Program of Work a success for the year. We look forward to 2017 and the opportunities that a new year brings to DeSoto County.

### 2016 Highlights

- Facilitated the location of 15 new industries and the record expansion of 10 existing industries.
- Governmental Affairs activities: Jackson Capitol Breakfast and Washington Congressional Briefing.
- Leadership DeSoto: 30 community leaders graduated with projects that included: a marketing & education plan to reach those most likely not getting prenatal care; a Heartland Hands Food Pantry Necessity Needs Awareness Plan for Social Media; promotion of the new Career Tech Center; marketing of the I-269 Corridor as a Corporate Office destination; and creating awareness of Love Works, a nonprofit working with the homeless in DeSoto County.
- Industrial Relations: Hosted the County's largest Golf Tournament and Plant Managers' Luncheon, and monthly tours of local industry.
- Continued the DeSoto Greenways Public Private Partnership and the management of the recreational district while continuing to implement a county-wide parks and greenways system to improve quality of life for DeSoto County residents. Transition to Coldwater River Nature Conservancy.
- DeSoto County Foundation for Excellence in Education celebrated awarding 177 Classroom Teacher Grants in the amount of \$77,488.

### Welcome to DeSoto County!

*The amazing growth continues in DeSoto County as many new companies chose to locate their operations here, and several existing industries rated DeSoto County as the right place to expand. We would like to thank those industries that contributed to our success and wish them the best as they base their future in DeSoto County.*

#### Industrial Locations

XPO Logistics (HP Ink), Olive Branch  
 Drake Waterfowl, Olive Branch  
 Olympia Tools, Olive Branch  
 DNJ Engine, Olive Branch  
 BPI Packing LLC, Olive Branch  
 OHLogistics, Southaven  
 "Roma," Olive Branch  
 Tastemaker Foods, Hernando  
 PFS Web, Southaven  
 "Raven," Olive Branch  
 Innovel Solutions, Olive Branch  
 Medtronic, Olive Branch  
 Titan Distributors, Horn Lake  
 Autoliv, Olive Branch  
 XPO Logistics (HP Printers), Olive Branch

#### Industrial Expansions

MS Recycling, Horn Lake  
 Diamond Comics, Olive Branch  
 Pacific Logistics, Olive Branch  
 Biz Chair, Olive Branch  
 Syncreon, Olive Branch  
 Williams Sonoma, Olive Branch  
 Milwaukee Tool, Olive Branch  
 FedEx Ground, Olive Branch  
 NaturePlex, Olive Branch  
 XPO Logistics, Olive Branch

### 2017 Board of Directors

Tripp Folk	Ascent Investments LLC	Alesia Hise	City of Olive Branch
Shad Sims	Atmos Energy Corp	Holly Shive	Candlewood Suites
Brian Walhood	BancorpSouth	Kevin Doddridge	Northcentral Electric Power Association
Lee Smart	BankPlus	Shane Hughes	Progressive Construction
James Huffman	Baptist Memorial Hospital-DeSoto	Shawn Clayton	Renasant Bank
Susan Reich	Brannon Professionals LLC	Barry Bouchillon	State Farm Insurance
Kyle McCoy	Citizens National Bank	Michael Leonard	Trustmark National Bank
Adam Kraft	Community Bank	Charles Tomlinson	View Inc
Chris Brown	Comp Cams	Peter Felsenthal	Whitmor Inc
Wayne Spell	Entergy	Rick Weeden	Williams Sonoma Inc
David Foell	FedEx Ground Package System Inc	ReNita Carr	Hamilton Beach
George Ready	George B. Ready Attorneys	John Rawlsky	Fiskars
J R Saylor	Helen of Troy	Sarah Edmiston	Southgroup Insurance
Jamie Steen	Jamie Steen Certified Public Accountant	Allen Whitsitt	First Commercial Bank
Alan Parks	Memphis Stone & Gravel	Tracy Huffman	Waggoner Engineering.

# 2017 Program of Work

## Industrial/Commercial Development

Purpose: To provide a business climate that will encourage and support new and existing businesses' future growth.

### Goals:

- **Attract** new jobs, payroll and tax revenue to DeSoto County by recruitment of domestic and international companies.
- **Provide** pertinent data on a timely basis for prospective industrial and commercial development; subscribe to online demographics resources. Develop new webpage.
- **Develop** close working relationships with professional and regional economic development associations.
- **Coordinate** recruitment activities with our allies the Mississippi Development Authority, Entergy, North Mississippi Industrial Development Association and TVA.
- **Maintain** and promote current inventory listing and detailed specification information on all available industrial and large commercial buildings and sites in DeSoto County with the LOIS database programs.
- **Identify and facilitate** workforce training programs in partnership with Northwest Community College and DeSoto County Schools. Promote the new Career Tech Centers in Olive Branch and Horn Lake and targeting healthcare logistics.
- **Promote** the workforce development initiatives with our partners, NWCC, and WIN Job Center.
- **Compile** and maintain files and databases on topics including demographics, labor, utilities, transportation systems, telecommunications, environmental issues, support services, health care, quality of life, education, costs and permits associated with starting a business.
- **Research and provide** cost/benefit analysis on specific projects for elected officials.
- **Monitor** and advise city/county boards on incentives and continue facilitating the Business Investment Incentive Committee process.
- **Promote** with Tunica & Marshall counties, the I-269 Coalition for the purpose of marketing our region to manufacturing and distribution prospects.
- **Formulate** active corporate office and headquarters recruitment marketing strategy with the creation of a webpage identifying potential corporate office sites.

## DeSoto County Council of Governments, Inc. Supervisor Michael Lee, Chairman

Purpose: A forum for county and city officials to meet and discuss areas of mutual interest in the development of the municipalities and DeSoto County; The promotion of unified strategies to address common growth challenges.

### Goals:

- **Promote** coordination and make recommendations of programs of joint interest among units of government.
- **Study** areas of common governmental issues that greater efficiencies may be achieved.
- **Promote** a forum for improved communication among elected bodies.
- **Serve** as a clearinghouse of information of federal, state and local services.

## Leadership DeSoto Ryan Barnes, Edward Jones 2017 Chairman

Purpose: Identify and train future leaders who understand the challenges, opportunities and resources in DeSoto County.

### Goals:

- **Create** a Spinal Cord Injury Peer Support Group and Local Resource Website for use of services/resources available in DeSoto County.
- **Host** an APELAH Foster Care Picnic for APELAH foster families and children.
- **Help** provide labor and supplies in doing work at House of Grace Home Domestic Abuse Shelter to get the home back in code.
- **Create** a Small Business Start-up Checklist & Resource Guide.
- **Construct** an Outdoor Classroom Project at Hernando High School



Faithful and generous State Farm Agents presenting a check for classroom teacher grants.

## DeSoto County Foundation for Excellence in Education, Inc. Susan Fernandez, Administrator

Purpose: Identify, support and promote education at all levels throughout DeSoto County.

### Goals:

- **Receive** and distribute grants and scholarships to teachers and students in DeSoto County Schools.
- **Promote** workforce/industry partnerships with classroom teachers through teacher grant program.
- **Recognize** individuals in public and private schools, kindergarten through graduate level and literacy training, through the annual Salute to Education Program.
- **Manage** the Ben Flanagan Freedom Scholarship Fund
- **Promote** the Foundation through the Facebook and Twitter pages.

**The DeSoto County Foundation for Excellence in Education Inc. awarded 177 classroom teacher grants in DeSoto County totaling \$77,488.**

# 2017 Program of Work

## Infrastructure Shad Sims, Atmos Energy 2017 Chairman

Purpose: To develop and promote comprehensive infrastructure plans and programs, incorporating immediate and long-range goals

### Goals:

- **Promote** countywide wastewater treatment system as well as storm-water and drainage plans, studying avenues of funding mechanisms, municipal partnerships and coordination with comprehensive plan.
- **Support** major road construction projects including I-269 planning, widening I-55, and Star Landing Road Corridor.
- **Monitor** environmental issues that impact DeSoto County, i.e. air quality, water quality and availability.

## Government Relations Michael Bellipanni, Northcentral Electric Power Assoc. 2017 Chairman

Purpose: Maintain the County's pro-business climate and awareness of the need to promote cooperation among business, government and management.

### Goals:

- **Host** Capitol Legislative Breakfast and Washington Congressional Briefing.
- **Monitor** state and federal legislation and inform legislators of County needs and the impact of legislation on County business.
- **Facilitate** Council of Governments to encourage cooperation and develop consensus on strategic issues.
- **Partner** with state associations, MDA, MEC, MMA and MEDC on joint economic development legislative issues.

## Industrial Relations Renee Tomek, Renasant Bank 2017 Chairman

Purpose: To identify the needs and provide assistance to the existing business community through the development of effective value-added programs and resources

### Goals:

- **Host** monthly meetings at industry locations with tours
- **Salute** DeSoto County industries annually with a series of events including a Plant Managers' Forum & Golf Tournament.
- **Advise** industry on changing state and federal regulations and legislation and conduct informational seminars on topics affecting business.
- **Update** Manufacturers' and Distributors' Directory.
- **Continue** opening communication channels with countywide plant managers to monitor workforce issues.
- **Continue** to seek effective ways to manage the dissemination of professional resumes to industry.

## Workforce Development Bryant Henley, Business Development Specialist

Purpose: To help develop a better workforce, and assist our industries in locating skilled labor.

### Goals:

- Partner with HR Managers in Olive Branch and meet once a month to discuss workforce issues, and determine creative ways to attract and retain quality workers.
- Develop a regional wage survey with the Memphis Chamber.
- Create a resume pool for industries.
- Retrieve job postings directly from our industries and promote those jobs on our webpage and email them to our database.
- Facilitate meetings between our industries and the Career Tech Center.
- Facilitate meetings between our industries and the WIN Job Center.
- Plan job fairs for our industries.
- Visit industries to discuss problems they may face with their workforce.
- Tour the industries to understand what skill set is required to work there.
- Schedule meeting with industry and MDA to inform the industries of state level workforce programs available.

