



Hawkins County  
Industrial Development Board  
"Gateway To Opportunity"

**AUGUST  
2016**

## **SPECIAL EDITION NETWORKS 18 MONTH UPDATE**

### **JOBS RETAINED / JOBS CREATED**

**NETWORKS** recruited Homeland Vinyl Products to Phipps Bend Industrial Park. Homeland Vinyl Products purchased the former EPC building. The recruitment of Homeland Vinyl Products retained 40 existing jobs and added an additional 25 jobs for Hawkins County. **NETWORKS** is also assisting Hawkins County Industrial Development Board with the PILOT (Payment in Lieu of Taxes) for Homeland Vinyl.

### **HOMELAND VINYL EXPANSION**

**NETWORKS** is currently assisting the Hawkins County Industrial Development Board with an expansion of Homeland Vinyl. The expansion will consist of 51,000 sq ft to be completed 1<sup>st</sup> quarter of 2017 with an additional 50,000 sq ft to be added soon thereafter. This expansion will add production lines which will be more job creation for Hawkins County.

### **Projects from TNECD/TVA**

**NETWORKS** has submitted or assisted Hawkins County Industrial Development Board in submitting **30 projects** for the Phipps Bend Industrial Park from TNECD (Tennessee Department of Economic & Community Development) or TVA (Tennessee Valley Authority) during the past 18 months. They have also submitted **5 projects** from TNECD or TVA for the Spec Building in Phipps Bend Industrial Park.

### **Projects from NETWORKS**

**NETWORKS** has submitted **2 projects** generated directly from **their sources** for the Phipps Bend Industrial Park and **2 projects** for the Spec Building in the Phipps Bend Industrial Park over the past 18 months. Without the partnership of **NETWORKS** these projects would not have been submitted for Hawkins County properties.

## Select Tennessee Site Certification

**NETWORKS** is assisting Hawkins County Industrial Development Board with the Tennessee Site Certification on lots 11, 17, & 18 in the Phipps Bend Industrial Park. Phipps Bend properties will be **NETWORKS'** 5<sup>th</sup> site certification. There are only 40 sites certified in the state of Tennessee.

## WEBSITE ASSISTANCE

**NETWORKS** has assisted Hawkins County Industrial Development Board with the new website with ideas and development. **NETWORKS** will link our new website, once it is launched, to their website and vice versa, which will generate more traffic flow to our website.

## TVA MARKET SPECIALIST

**NETWORKS** presented properties, including Phipps Bend Industrial Park and the Spec Building in Phipps Bend to TVA Target Market Specialists in Nashville. **NETWORKS** always presents the properties in Phipps Bend Industrial Park including the Spec Building in these types of visits. They also participate in several inbound and outbound Tennessee Economic Partnership events that always include Hawkins County.

## EXISTING INDUSTRIES PROGRAM

**NETWORKS** has assisted Hawkins County Industrial Development Board in re-establishing the existing industries program. They offer advice and attend the meetings for the existing industries. **NETWORKS** also attend one-on-one meetings with the industries and Hawkins County Industrial Development Board.

## PROSPECT VISITS

**NETWORKS** attends and hosts all prospect visits for Phipps Bend Industrial Park. Most visits are coordinated through **NETWORKS**. They also assist in the presentations to the prospects. **NETWORKS** also performs follow-ups from the prospect visits to ensure the prospects have all of the information they need. In addition, **all expenses** incurred for recruitment travel and entertainment **are borne by NETWORKS**. In some cases, this amount has been quite substantial.

## 2016 Site Selectors Guild

**NETWORKS** co-sponsored and participated in the 2016 Site Selectors Guild in Nashville. Forty-eight of the top consultants attended. **NETWORKS** presented properties in Phipps Bend Industrial Park and the Spec Building to these top consultants. Without the partnership with **NETWORKS**, Hawkins County would have not have been part of this event.

# Northeast Tennessee Red Carpet Tour

**NETWORKS** has hosted some 3 dozen consultants in all at the Red Carpet Tour. **NETWORKS** is currently working an 800-job project that would construct a 750,000 square foot building on 70 acres that was brought to them by a past Red Carpet Tour firm. This firm is sending another consultant to this year's event. The event also hosts TNECD project managers and TNECD Commissioner Randy Boyd as well as TVA project managers. Hawkins County Industrial Development Board is included and attends all events of the Red Carpet Tour and is represented to all consultants, firms and project managers. Hawkins County has never been represented on such a high level before with these top consultants.

## TNECD Appreciation Dinner

**NETWORKS** hosts a dinner each year at the Governor's Conference on Economic & Community Development in Nashville. The TNECD project managers and Commissioner Randy Boyd are invited to attend along with Hawkins County Industrial Development Board representatives. This gives Hawkins County one-on-one time with all the project managers to represent the properties of Hawkins County.

## Legislators and TNECD Dinner

**NETWORKS** hosts a dinner each year at the TEDC Day on the Hill in Nashville. The legislators and TNECD project managers are invited to attend this dinner. As always, Hawkins County Industrial Development Board representatives are invited to attend. This gives Hawkins County another opportunity to speak with legislators and project managers about Hawkins County and the available properties. Without the **NETWORKS** partnership Hawkins County would not be represented at these dinners and events.

## Advertisements & Story Placements

**NETWORKS** does numerous advertisements and story placements in site publications, both print and on-line. The advertisements and story placements include Hawkins County properties. We have more exposure with **NETWORKS** than we have ever had.

## Contact Information

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