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New & Expanding Industry in Morgan County

During fiscal year 2013-2014, October 2013 to September 2014, Morgan County had two new industries, 9 non-confidential expansions and 6 confidential expansions or equipment upgrades announced for a total of **\$121,477,000** and **310 new jobs**. Due to confidentiality, some jobs and investment figures are not included individually, but the final totals reflect all.

Morgan County is a consistent leader in Alabama in existing industry expansion and is currently home to approximately 150 industries, including 13 Fortune 500 companies and nine Global 500 companies. Based on MCEDA's 2013 calendar year numbers, the Alabama Department of Commerce ranked Morgan County #1 in the state for expanding investment and #3 for overall new & expanding investment.

NEW COMPANIES JIT Services Aqua Marine Enterprises	<u>CITY</u> Hartselle Hartselle	INVESTMENT \$ 30,000 \$ 250,000	JOBS 20 15
TOTAL New Companies: TOTAL Investment & Jobs:	2	\$ 280,000	35
EXPANDING COMPANIES BP Amoco Chemical C & L Wood Products Feralloy Corp. IMS Inc. J & M Signs Lektron Micor Industries Pro-Fab Machine Styrolution America LLC	CITY Decatur Hartselle Decatur Priceville Decatur Hartselle Decatur Hartselle Decatur	INVESTMENT \$ 95,000,000 \$ 2,600,000 \$ 3,000,000 \$ 500,000 \$ 107,000 \$ 100,000 \$ 3,100,000 \$ 7,050,000 \$ 4,000,000	JOBS 0 24 8 3 0 3 16 20 0
*TOTAL Expansions: *TOTAL Investment & Jobs: *MORGAN COUNTY TOTALS:	15 17	\$ 121,197,000 \$ 121,477,000	275 310

^{*}Due to confidentiality, some jobs and investment figures are not included individually, but the final totals reflect all.

Business Broadcast Brief

Each year MCEDA meets onsite with various companies in Morgan County to discuss and evaluate community industry relations. This process allows the Existing Industry Program to keep a pulse on our industry needs and address any stress points that come to light. This year, 28 companies of the 95 contacted, participated. These companies varied in size, market, ownership, and time in the community. The graph below depicts the various business sectors represented by these companies.

Highlights from the company interviews:

- 23% of companies said their greatest achievement in the last three years was business growth or sales increases and 13% completed an acquisition or expansion. Other achievements were new technology implemented, awards received, client retention, etc.
- Company expansions created 275 jobs in 2014, nearly twice those created in 2013 from the same group.
- 61% of those interviewed reported their sales are increasing while 32% said they remain stable. The 7% reporting a decrease in sales were predominately small employers of less than 10.
- When asked what community strengths this area offers business, a positive business climate or mix of business services accounted for 33% of responses while the labor market was given in 17% of responses.

■ Aeronautics and Defense 11% ■ Building & Construction 7% ■ Consumer Goods Producer 14% ■ Durable Goods Producer 14% ■ Industrial Goods 43% ■ Other 11%

Business Sector

Meeting with Morgan County businesses continues to be a rewarding process for MCEDA and we appreciate the participation of our industries. For a full copy of the Business Broadcast report, please call our office at 256-353-1213.

Workforce Development

A partnership between Calhoun Community College, Toyota Motor Manufacturing Alabama, Sonoco and other local industry, led to a collaborative known as the Alabama Federation for Advanced Manufacturing Education (Alabama F.A.M.E.). The Advanced Manufacturing Technician Program (AMT) launched in October at the Alabama Robotics Technology Park.



AMT student demonstration at the Ribbon Cutting.



AMT students and partners at the Ribbon Cutting on October 2, 2014.

The Alabama F.A.M.E. collaborative is designed to partner with area manufacturing companies that are interested in participating in the AMT program, which will build a pipeline of skilled maintenance technicians for their organization.

The AMT program was created to help meet the need for qualified technicians. The two-year Associate Degree program is offered at Calhoun Community College and includes cutting-edge curriculum along with sought-after business principles and the best practices of world-class manufacturers. The program offers students a unique opportunity to earn a wage while attending college and to gain priceless work experience with global manufacturing leaders, allowing them to enter the job market with no education debt and with real-world on the job training.

Complex Named in Honor of Carl Goss

On October 2, 2014, Tennessee Valley Training Center, Inc. dedicated their Decatur training complex in the name of Carl Goss. Carl. who was recognized throughout the community as a family man, businessman and industrial leader, was a cornerstone to the formation and growth of TVTC. From supporting the formation of TVTC to donating the land on which the Decatur complex sits, Carl Goss was a never-ending asset to TVTC.

On that Thursday morning, TVTC invited family, friends, civic and industrial leaders to the home that Carl had built for TVTC. With a very excited group, TVTC announced that from that day forward, the complex would be known as the Carl Goss Complex.

Building dedication and ribbon cutting in honor of Carl Goss on October 2, 2014.



Morgan County Schools' Career Tech Facility Now Open



Morgan County Career Tech Facility Open House & Ribbon Cutting on October 1, 2014.

The Morgan County Schools Foundation and Brewer High School hosted an Open House on October 1, 2014, to showcase the new Morgan County Schools' Career Tech Facility.

Morgan County high school students will now have access to career tech classes that include welding, auto collision repair, HVAC, auto technology, agriculture, business, family and consumer sciences, healthcare, electronics, cosmetology, childcare, drafting, and many more.

"This facility is a great asset to our schools", Chris Blevins, Career Technical Director for Morgan County Schools, said "The goal is to empower CTE students to be successful citizens, workers and leaders in a global economy".

Thank you Mary IIa!



Mary Ila Ward has been an important member of the Morgan County Economic Development Association's Team since joining our organization in 2007. She has been responsible for implementing and coordinating many successful programs of work that have improved and enhanced both our existing industry program and workforce development partnerships.

As Mary Ila shifts her focus to growing her already successful Horizon Point Consulting business, we wanted to recognize and thank her for her many years of service to our office. Without question, her efforts have improved the economic prosperity and job opportunities for the citizens of Morgan County.

We expect many more great things from Mary IIa and can't wait to see what she accomplishes next in her professional journey. Mary Ila, thank you for a job well done at MCEDA and good luck in your endeavors!

GE Set to Become Electrolux



General Electric announced in early September that they had entered into an agreement with Electrolux, a Swedish appliance-maker, to sell its appliance division. The sell includes the Decatur plant and will not be completed until 2015.

Bill Good, the Decatur facility's Plant Manager, joined the team in May 2012. In the last two-and-ahalf years, Good has led the facility through a revitalization of its product lines, including a \$120 million investment for equipment and machinery, along with a redesign of its products. Investments were also made to create a center of excellence for top-freezers and "green" manufacturing. It also included a new product insulation process.

Electrolux, which sells under brand names Frigidaire, Eureka, AEG and Zanussi, as well as its own name, is the world's second-largest home appliance maker after Whirlpool.

Electrolux plans to keep the GE brand and has a long-term license agreement for the name as part of the deal.

The GE plant in Decatur reported having 1,300 employees as of October 2014. It was established at its Point Mallard Drive location in November 1977. The 850,000 square foot plant produces several variations of the brand's refrigerator lines.

MCEDA Honors Board Chairman for Years of Service



Mr. Lynn C. Fowler and family

MCEDA recognized its Chairman, Lynn C. Fowler, at February's board meeting for his service and commitment to the board. Since being elected to the Economic Development Association Board of Directors in the 1970's, Fowler has played a pivotal role in economic development in the community. Fowler has served as Chairman to the MCEDA Board of Directors for approximately 30 years, after serving as Vice President for a year.

Fowler's wife, Anne, their children and grandchildren were in attendance as MCEDA's President and CEO, Jeremy Nails, made the initial presentation. A portrait of his hands painted by local artist Lee Nabors will now be on display in the MCEDA office thanks to Fowler's family. The painting was originally painted for the Carnegie Visual Art Center's exhibit, How Have You Made Your Mark – A Study of Hands, and will now hang outside the organization's board room in recognition of the mark Fowler has made on MCEDA and the community.

Following the presentation, a motion was made to name the MCEDA board room the Lynn C. Fowler Board Room. The motion passed unanimously followed by the unveiling of the new name plaque for the board room.

Senator Arthur Orr and Representative Terri Collins were in attendance and also presented Fowler with special recognition for his many efforts, a Resolution from the State Legislature passed in his honor.

During his leadership to MCEDA, the Mallard Fox Creek Industrial Park was constructed, now occupied by 13 world-class companies. Also, Phase 1 of the Morgan Center Business Park in Hartselle was completed and is currently marketed as an Advantage Site.

New Faces in 2014



Victor Alvarado

Victor Alvarado is the Plant Manager for the BP site located in Decatur, Alabama. Alvarado was appointed to this position in May 2014. The Decatur site has 452 employees and 40 contractors, 6 production units, Waste Treatment/OSBL and docks which all contribute toward the production of Paraxylene, Purified Terephthalic Acid and Naphthalene Dicarboxylate.

Prior to locating in Decatur, Alvarado worked as Plant Manager for the Texas City Chemical Plant located in Texas City, TX for four years. While there, he was responsible for 4 production units, OSBL, docks which contributed to the production of Paraxylene and Metaxylene.

He has worked in several operational and commercial roles. Starting out at Amoco as a Process Engineering intern in 1988, led to being hired fulltime as a Process Engineer at the Joliet Chemical Plant. While at Joliet, he worked as a process engineer, managed capital/maintenance projects and ultimately led a manufacturing unit responsible for operations, engineering and maintenance teams.

In 1999, Alvarado joined the Aromatics Americas business taking on roles such as Product/Business Manager, Sales Manager, and Director of Sales and Marketing. These roles required that he be responsible for production planning, profit/loss management, logistics, budgeting, customer support, contract negotiation, strategy and business development, product marketing and competitor intelligence.

During his tenure in the Aromatics Americas business, he returned to manufacturing at the Cooper River Chemical Plant. He was responsible for engineering functions such as Project Engineering, Process Control, and Engineering Authority. He also managed site services, laboratory, product shipping and customer support.

"A great team, a welcoming local community and one of BP's best manufacturing sites, what more could a new plant manager ask for."



Cindy Nafus

Cindy Nafus is the director of Production Operations and the Decatur Site Leader for United Launch Alliance (ULA). Nafus leads a team of approximately 500 employees at ULA's production facility in Decatur, Ala. Her team manufactures, assembles and delivers ULA's Atlas and Delta launch vehicles to the launch sites at Cape Canaveral Air Force Station, Florida and Vandenberg Air Force Base, California. Prior to this assignment, Cindy served as the production senior leader for Booster Products.

Nafus leads production execution focusing on Quality, Cost, Delivery, Safety and Morale, fully leveraging the Management Operating System (MOS) and Standard Flow Manufacturing which she has been integrally involved in leading for ULA.



She has been a member of the Decatur team since 1999 and has 30+ years of aerospace production and production support experience with ULA/Boeing/McDonnell Douglas. She holds a Bachelor of Science degree in Business from Athens State University.

"To be able to say you build rockets for a living is a dream come true. To be part of the mission to protect our war fighters and our environment is humbling. I never take for granted the importance of what we do. It is Rocket Science."

New Faces in 2014



Robin Higgs



Robin Higgs became the Plant Manager of 3M in Decatur, Alabama in April 2014. The Decatur site has 850 employees and an average of 70 contract employees.

Originally from Mt. Vernon, Indiana, Higgs moved to Huntsville, Alabama to study at The University of Alabama at Huntsville where she played basketball and earned her degree as a Chemical Engineer.

Higgs' career with 3M Decatur started after college as a process engineer where she worked with the "Inert Team". She also worked as a Production Supervisor on C-crew for a year and as a Black Belt in the millroom and the PVDF plant. Higgs' said that some of her favorite assignments have been during her time at the 3M Decatur plant.

She left 3M Decatur in 2005 to work in MRD plants in Cordova, Illinois; Cottage Grove, Minnesota and Shanghai, China. In China, she had the opportunity to build the plant from the ground up and hired a new team of 100 people. She looks forward to being able to share some of the processes and ideas she learned to help 3M to be even more successful than they are today. Higgs returned to 3M Decatur in 2013 as the Operations Manager.

The Decatur plant serves more than 28 3M divisions. 3M's films and specialty materials are sold directly to external customers and shipped to other 3M locations around the world for further value-added processing, before they are sold into various industrial, commercial, and consumer applications.

"I am thrilled to be back home in Decatur and thankful for the opportunity to lead the 3M Decatur site. This plant is very special to me as it is where I began my career with 3M as a manufacturing engineer. The employees at 3M Decatur are a wonderful team who are truly dedicated to ensuring the plant's success and I'm proud to be a part of that team."



Craig Langford



Craig Langford is the vice president of Production Operations at United Launch Alliance (ULA). Langford leads teams in Decatur, Alabama and Harlingen, Texas, that manufacture, assemble and deliver ULA's Atlas and Delta launch vehicles to the launch sites at Cape Canaveral Air Force Station, Florida, and Vandenberg Air Force Base, California.

Langford has more than 30 years of experience in the aerospace industry. He began his career at General Dynamics in 1983 as an inertial guidance engineer on the Shuttle/Centaur program. He was avionics manager for Titan/Centaur launch vehicles at Cape Canaveral, Florida, where he was responsible for the check-out and launch control operations from vehicle receipt through launch countdown. Langford also oversaw development of the Atlas V avionics system.

After the formation of ULA, Langford served as director of ULA's Avionics Integration and Product Delivery Team (IPDT), where he oversaw the design and integration of all aspects of the guidance, electrical and instrumentation systems for the Atlas and Delta launch vehicles. Langford earned a Bachelor of Science degree in electrical engineering from the University of Central Florida in Orlando.

"I can't think of anything that I would rather be doing. The nation entrusts us with its most critical satellites to launch into space, from National Security payloads to Missions to Mars. ULA builds America's ride to space right here in Morgan County. I am very proud to be part of the team."

Penny Townson Becomes Morgan County Economic Development Association's Project Manager



Morgan County Economic Development Association (MCEDA) announced the hiring of Penny Shelton Townson as Project Manager in August. Townson is responsible for providing business recruitment, existing industry support, and project management activities to support commercial, office, industrial, and port development in Morgan County, Alabama.

Most recently, Townson worked for the Tennessee Higher Education Commission (THEC) as the Assistant Director of College Access & Success Partnerships. She was responsible for identifying and cultivating business partnerships with public higher education to increase the number of career-ready graduates in Tennessee; represented THEC in the Pathways to Prosperity collaboration with Economic and Community Development, Labor and Workforce Development, and other partner agencies; and worked with companies to maximize internal education initiatives for workforce development.

Jeremy Nails, President and CEO, stated, "We are pleased to have Penny join our team. Her skills and knowledge in workforce development will support MCEDA's continued efforts to

strengthen the workforce in Morgan County and with other programs and projects we have in the pipeline. We look forward to Penny helping us achieve our goals and objectives, now and in the future."

Originally from Memphis, Townson is a graduate of Auburn University, with a Bachelor of Arts degree in History and a Master of Public Administration with a concentration in Public Advocacy. She resides in Decatur with her husband, Brad, recently relocating from Nashville.

Governor Bentley Visits Decatur for **Ceremonial Bill Signing**

Members of the College and Career Ready Task Force with Governor Bentley at the Ceremonial Bill signing.



Governor Robert Bentley held a ceremonial bill signing that took place at Nucor Steel Decatur on Friday, March 14th. The Governor signed Senate Bill 217 that will create the new Alabama Workforce Council.

The council, appointed by the Governor, will be made up of business executives and industry senior management leaders. The council assists in supporting the Chancellor of the Alabama Community College System and the Superintendent of the Alabama Department of Education.

The council advises on issues that include formulating policies, developing innovative educational workforce programming, and discussing issues critical to the workforce development needs in the State of Alabama.

"This is part of a plan that we put together when we first came into office called Accelerate Alabama. It will accelerate Alabama and recruit new jobs to the state" Governor Bentley said.

Want to know more about SB 217 and how it will benefit workforce development in Alabama? Visit this link: http:// openstates.org/al/bills/2014rs/SB217/documents/ ALD00018704/

BP's \$95M Investment



Included in our 2013-2014 Fiscal Year New & Expanding Industry numbers is BP's \$95 million investment to their Decatur plant located on Finley Island Road.

In December of 2013, BP made the announcement of their investment that will increase the company's production capacity for precursor chemicals used primarily for the

polyester used in plastic bottles and films.

The three year expansion, that began in January of this year, includes upgrades to the plant's equipment and machinery, as well as construction of new buildings and renovations to existing structures.

The investment will help retain existing jobs and will generate additional tax revenue for Morgan County's schools. The project is expected to create \$292,000 in school property taxes in 2016 and \$2.2 million through 2025. The school systems in Morgan County will share about \$503,000 in educational sales taxes from the construction.

BP's local customers will also benefit from the expansion. The Decatur plant serves as a supplier to 3M, AlphaPet, and Polyplex.

BP Decatur has the second highest annual property-tax bill in the county. It employs approximately 450 people and between 200-500 contract workers. Since 1988, they have invested over \$711 million into their Decatur facility.

Completion of the project is planned for the end of 2016.

2014 Industry Appreciation Golf Tournament and Dinner



MCEDA held its 20th Annual Industry Appreciation Golf Tournament on September 25th at the Decatur Country Club. The Industry Appreciation Dinner took place on September 30th at Ingalls Harbor Pavilion Meeting and Event Center. Approximately 74 golfers participated in the tournament and 175 guests were in attendance for the dinner.

A special thank you to all our sponsors

for helping make this event possible. We would not be able to have such a successful event without your support. Thank you!

Golf Tournament Sponsors

Building & Earth Sciences, Inc. Byrd, Smalley & Adams, P.C. Fite Building Co., Inc. Hyosung USA Peoples Bank of Alabama Pugh Wright McAnally, Inc. Renasant Bank Tanksley Machine & Tool, Inc. **Terracon Consultants**

Hole-In-One Sponsor

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Toray Carbon Fibers America, Inc.

Lunch Sponsor

Nucor Steel Decatur, LLC

Drink Sponsors

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Gold Sponsors

3M Alabama Farmers Cooperative Daikin America Decatur Morgan Hospital Decatur Printing Solutions, LLC **Decatur Utilities** Fite Building Company FSI Fleet Services Inc. Harris, Caddell & Shanks, P.C. Huntsville International Airport Joe Wheeler EMC Pugh Wright McAnally, Inc. S & ME Sexton Incorporated Valley Rubber

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Golf Tournament Winners

First Place Team

Andy Lasch, Matt Branch, & Dan Coulter

Second Place Team

J. Robert Fite, Patrick Gupton, Jim Jones, & Steve Elliott

Third Place Team

Ray Halbrooks, Josh Johnson, Larry Murphree, & Ben Dutton

Best Effort Team

Kevin Borden, Bob Fite, & Stan Bryant

Closest to the Pin

John Pylant

Longest Drive

Joey Holdmeyer



Anniversaries & Acknowledgments



Safety Awards Recipients

MCEDA would like to congratulate several Morgan County manufacturers that were presented with safety awards from Manufacture Alabama at their Annual Safety/Human Resources/Health Conference in May.

For operating a competitive number of hours with no accidents, 3M, BP America, OCI Alabama, Nucor Steel, Styrolution America, Toray Carbon Fibers America Inc., Toray Fluorofibers (America) Inc. and Worthington Steel received awards.

3M was presented with two no-lost-time accident awards.

3M. BP America, OCI Alabama. Stryolution America, Toray Carbon Fibers America Inc., Toray Fluorofibers (America) Inc. and Worthington Steel each received an award for operating with no-lost-time accidents, an accident that requires more than a day of recovery.

MCEDA Places in SB&D 20th **Anniversary Rankings**

Southern Business and Development magazine featured its annual SB&D 100 national economic development awards in its 20th Anniversary edition. Morgan County Economic Development Association made the list by ranking in the top 10 for the Small Markets in the South category.

The 20th Annual SB&D 100 was a compiled list of the 20-years of rankings published by the magazine. Each year, SB&D gives points to each of the markets in their peer group for capturing projects meeting or exceeding 200 jobs and/or \$30 million in announced investment. The rankings are based on the compiled points for each of their winning categories.

Decatur, Alabama scored 20 points which tied them for the third place honor on the national list.

Boxx Gear Manufacturing 25 years

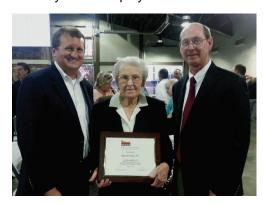
Established in May 1989, the company manufactures metal and plastic gears, as well as gear box repair and assembly. Boxx Gear Manufacturing is owned by Dan Boxx and has 10 employees.

Lon's Quality Foods, Inc. 50 vears

Established in 1964, Lon's is located on Sparkman Street in Hartselle. Currently owned by Craig Williamson, the company manufactures thousands of prepackaged food items for convenience stores, vending machine owners and cafeterias. Lon's has 9 employees.

Hutto Printing, Inc. 50 years

Established in May of 1964 by Paul & Lucy Hutto, the family owned and operated company is now managed by their son, J.P. The commercial printer currently has 9 employees.



Pictured to the left: MCEDA President & CEO. Jeremy Nails, Lucy Hutto, and J.P. Hutto at the Industry Appreciation Dinner.

Decatur-Morgan Remains in Top 10 Metros for Third Consecutive Year

Decatur-Morgan County received a Top 10 Metro Ranking by Site Selection Magazine for the third consecutive year for its ability to attract business. Decatur earned the ranking in the category of "Metros with population less than 200,000" in the March 2014 issue.

This year, moving up a position, the Decatur Metro claimed the sixth position in a 3-way tie. The rankings are based on the number of projects announced in 2013. Each year Site Selection Magazine evaluates every metro and micro economy in the nation based

on jobs and capital investment generated by corporate facility projects. They factor into their rankings the creativity of economic development strategy, depth and breadth of project activity, ability to generate breakthrough deals, and the ability to properly document the contributions of the economic development organization to actual project results. They also look at jobs per capita and investment per capita to give every community in America an equal chance of winning.

For 2011, Site Selection Magazine named Decatur No. 1 nationally among metropolitan areas of population below 200,000. Decatur was the only metropolitan area in the state to receive a ranking. Last year, Decatur ranked in a 5-way tie for the seventh position for the number of projects announced in 2012.

Site Selection Magazine recognized Alabama with the No. 7 ranking for the Top 10 States for the most economic development projects per captia in 2013.

	Metro	State	Coun
T1	Sioux City	Iowa-NebS.D.	14
T1	Altoona	Pa.	14
T1	Dubuque	lowa	14
4	Odessa	Texas	12
5	Gainesville	Ga.	1:
T6	Decatur	Ala.	9
T6	Bowling Green	Ky.	9
T6	Battle Creek	Mich.	9
T9	Sheboygan	Wis.	8
T9	Auburn-Opelika	Ala.	8

2013-2014 MCEDA Membership

We would like to thank our new and renewing members that invest in our organization throughout the year.

We appreciate your support and look forward to working with you in the future.

3M Company

AFC, Inc.

Air Products & Chemicals, Inc. Alabama Ladder Company Inc. Alabama Technology Network Alliance Sand and Aggregates, LLC

AlphaPet Inc.

American Midstream Partners, LP Ascend Performance Materials

Associated Builders & Contractors of North

Alabama

Automatic SMP Bank Independent

Barge, Waggoner, Sumner, and

Cannon, Inc.

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Blackburn, Maloney & Schuppert, LLC

BP Decatur Site

Brown Recycling & Manufacturing

Building & Earth Sciences, Inc.

Bunge North America, Inc. Byrd Maintenance Services, Inc. Byrd, Smalley & Adams PC C & L Wood Products, Inc.

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City of Decatur City of Hartselle

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Corporate Warehouse Services

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Decatur Career Center

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Decatur Corridor Inc.

Decatur Daily

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Decatur Utilities

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Goss Electric, Inc.

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Hartselle Utilities

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HOAR Program Management

Hutto Printing

Hyosung USA, Inc.

ITC-AL, LLC

J & M Signs

Jimmy Smith Jewelers

JIT Industries, Inc.

Joe Wheeler EMC

Kinder Morgan - Decatur River Port

Lakeland Industries, Inc.

LiftOne

Limestone Building Group

LittleJohn Engineering Associates

Lynn Layton Chevrolet

Lynn Layton Ford

M & D Mechanical Contractors, Inc.

Magic Steel Sales LLC Matthews Industries, Inc

Mayer Electric Supply Co., Inc.

MICOR Industries, Inc.

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Mr. I. C. Craig, Jr.

Mr. Lynn Fowler

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Nucor Steel Decatur, LLC Office Interiors by OSCO, Inc.

Parker Real Estate LLC

Peck Funeral Home

Peoples Bank

Pepsi Cola Bottling Company

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PNC Bank

Polyplex USA, LLC

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MORGAN COUNTY, ALABAMA ECONOMIC DEVELOPMENT ASSOCIATION

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