



Throughout the South, pockets of industry and commerce are bringing renewal to small communities. Our “Dixie Dozen” is a salute to 12 counties in a state that continue to attract manufacturing jobs. In our last issue, we shared our second installment, which focused on communities across Louisiana, Mississippi, North Carolina and South Carolina. The issue before, we highlighted small counties in Alabama, Florida and Kentucky. In this issue, we focus on three more states — Tennessee, Texas and Virginia. Each of the featured areas attracted multiple projects that created 50 or more jobs during the years 2010 to 2016. One amazing point to remember. . . each county has a population of 200,000 or less.



Anderson County, Tenn.

With increasing sales in North America, automotive parts manufacturer Aisin Holdings of America Inc. announced in 2013 that it would expand its plant in Clinton, Tenn., for the second time in a decade.

TENNESSEE

ANDERSON COUNTY (CLINTON)

In October 2016, LeMond Composites announced plans to invest \$125 million to build a new facility in Oak Ridge. Owned by three-time Tour de France winner Greg LeMond, the company will create 242 new jobs locally, and continues a tradition of more than 70 years of attracting advanced manufacturing and nuclear science to the area. The past few years have also seen significant investment from manufacturing companies like 3M (\$135 million), Dura-Line (\$25 million) and Eagle Bend (\$64 million).

BLOUNT COUNTY (MARYVILLE)

SCCY Industries, a manufacturer of pistols and sidearms, announced earlier this year that they are investing \$22.5 million to build a new 150,000-square-foot facility that will employ 350 people in Blount County. The announcement came on the heels of Advanced Munitions International's announcement in October 2015 that it would be building a global headquarters and state-of-the-art munitions facility there. They join manufacturers DENSO and Cirrus Aircraft expanding there in the last two years.

BRADLEY COUNTY (CLEVELAND)

The presence of manufacturing giants like Whirlpool, Mars, Bayer, Duracell and Rubbermaid has made Bradley County one of the most productive in this region. The diversity of that manufacturing community continues to expand, as evidenced by December's announcement that Wacker Chemie AG is investing \$150 million to build a new facility there.

COFFEE COUNTY (MANCHESTER)

The good news in Coffee County has been consistent job creation the past few years, with this community successfully retaining expanding companies and attracting new manufacturing. MDS Foods

chose to invest \$2.4 million in a new facility there, creating 100 jobs. Van Rob, a global auto supplier, is investing \$7.9 million for a 100,000 square-foot facility expansion. Great Lakes Cheese, an Ohio-based company, chose Coffee County as home for its fourth “super-plant,” with an investment of \$100 million to create 200 jobs.

GILES COUNTY (PULASKI)

Between 2011 and 2016, manufacturing employment in Giles County grew at a rate nearly 15 times the national average with more than 2,000 manufacturing jobs created. While that growth has been in a diverse range of industries, the biggest local impact has been made by auto industry companies — like Magneti Marelli, SaarGummi Tennessee and Proper Polymers — all of which have announced major expansions in the past two years.

GREENE COUNTY (GREENEVILLE)

A wide variety of products are manufactured in Greene County, from gift wrapping paper and skyscraper trusses to rollover cabs for heavy construction equipment. Part of what's driving this diverse industrial base is the area's central location in the foothills of the Great Smoky Mountains, easily accessible by I-81 and within an hour's drive of I-40, I-75 and I-26.

HAMBLEN COUNTY (MORRISTOWN)

With more than 24 percent of the total workforce employed in manufacturing, the continued growth of that sector has established Hamblen County as an outstanding option for companies to establish operations. In March 2017, Rockline Industries announced it was investing \$40 million to create 250 new jobs in a new 435,000 square-foot facility scheduled to open in 2018.

MADISON COUNTY (JACKSON)

Jackson has become home to some of



GREATER
 than the sum of our
 parts, although the
 sum of our parts is **PRETTY GREAT.**

It's no accident that four of the Dixie Dozen counties are located in Northeast Tennessee—Greene, Hamblen, Sullivan, and Washington. Our region has a rich history of innovative, pro-business initiatives that have inspired many communities across the Volunteer State to follow our lead. Our region offers several properties – most of which are publicly owned or controlled – including three parks that are Select Tennessee Certified Sites. With unique, customized training facilities and programs, tremendous transportation infrastructure, and a reliable, skilled workforce that enjoys an outstanding quality of life, it is no wonder so many businesses are discovering our vibrant, growing part of the country.

Mainstay companies such as Eastman, Mahle Engine Components, Citi Commerce Solutions, Walmart Distribution Center, Sumiriko, JTEKT Automotive, AO Smith, Bristol Motor Speedway, Nuclear Fuel Services, Koch Foods, American Greetings, and Bell Helicopter have flourished here and continue to invest in their communities. In recent months, Forward Air, Agero, Iatric Manufacturing, Mullican Flooring, Allied Dispatch Solutions, Sykes, HSN, Dentsply Sirona, and KPS Global have invested more than \$130 million and hired some 2,500 people.

Contact any of our economic development organizations listed below or the Tennessee Department of Economic and Community Development to find out how our region can accommodate your next expansion project.





Montgomery County, Tenn.

Hankook Tire recently celebrated the grand opening of its 1.5 million square-foot, \$800 million facility in Clarksville-Montgomery County, Tenn., where it will manufacture high-end performance tires.



Sullivan County, Tenn.

In Sullivan County, Tenn., the Regional Center for Advanced Manufacturing (RCAM), is a public-private partnership that offers customized training programs for employers of all sizes.

TENNESSEE

the more recognizable brand names in manufacturing — Kellogg's, Delta Faucet, Owens Corning and Toyota, among others. In recent years, it has seen an ever-increasing array of manufacturing announcements from various industries, including US Farathane, Jackson Die Casting and LyondellBasell.

MAURY COUNTY (COLUMBIA)

Since 2010, manufacturing jobs in Maury County have increased 105.6 percent, driven by announcements from companies like Landmark Ceramics (\$80 million and 180 new jobs), Samuel, Son & Co. (\$64 million, 100 jobs) and Armada Nutrition (310 jobs). In addition, General Motors invested \$788 million to create 781 new jobs in an expansion of its Spring Hill manufacturing facility. Less than an hour from Nashville, Maury County boasts unbeatable infrastructure.

MONTGOMERY COUNTY (CLARKSVILLE)

At the end of February, LG announced plans to invest \$250 million to build its first U.S. washing machine manufacturing plant in Clarksville, Tenn. The facility creates 600 new jobs, continuing a trend that has seen Montgomery County add more than 5,000 manufacturing jobs since 2010. Most of that growth has been fueled by the auto industry, with major expansions from Akebono (\$143 million), Bridgestone (\$75 million), Hankook (\$800 million) and Shiloh Industries (\$20.6 million).

SULLIVAN COUNTY (KINGSPORT)

Chemical giant Eastman recently completed a \$1.5 billion expansion of its headquarters in Sullivan County. Though the company considered other options, Kingsport kept them with a package that included \$10 million in funding for the Regional Center for Advanced Manufacturing, which trains Eastman employees. The expansion creates 300 jobs and strengthens Sullivan County's reputation as a highly desirable location for manu-

facturing, especially in the aerospace, plastics, chemicals and food processing industries.

SUMNER COUNTY (GALLATIN)

In the last five years, Gallatin has gained more than 3,000 new manufacturing and distribution jobs. Beretta, the Italian arms manufacturer, recently relocated all its U.S. production there, moving into a 168,000 square-foot facility. Tier 1 auto suppliers, such as ABC Technologies and Yapp USA, have expanded in Sumner County, resulting in more than \$230 million in capital investment. ABC recently added 300 new jobs to help staff its 180,000 square-foot production facility.

WASHINGTON COUNTY (JOHNSON CITY)

Home to 7,000 businesses, Washington County is a thriving manufacturing center that continues to attract attention. Operating for 15 years in Johnson City, Mullican Flooring chose, in 2012, to shift a large segment of its engineered manufacturing from Asia to a renovated facility there, investing more than \$1.4 million. Other manufacturers have found Washington County a perfect location, including JD Squared (\$6.6 million investment), Keystone Sensors (\$2.7 million) and LPI Inc. (\$2.45 million).

WILSON COUNTY (LEBANON)

One manufacturer helping inspire innovation in Wilson County is SureCan, manufacturer of the "easiest, safest and greenest fuel can in the world." SureCan is investing \$15.5 million to begin new operations in Lebanon, creating 101 new jobs. Known primarily as the launching place for recognizable brands like Cracker Barrel and LoJac, Wilson County has become a hotbed for manufacturers like Lochinvar, which began there in 1996 and remains there as the company has consistently grown.

TEXAS

COMAL COUNTY (NEW BRAUNFELS)

New Braunfels is not only 15 minutes from a new Caterpillar plant and 45 minutes from a new Toyota facility, its proximity to international trade gateways gives manufacturers amazing access to Mexico and South America. . . all of which are leading companies like CGT to move operations to New Braunfels. CGT, a producer of coated fabrics and films for the auto industry, announced last year an \$80 million investment to build a facility in Comal County, reshoring part of its manufacturing from China and increasing North American capacity.

COOKE COUNTY (GAINESVILLE)

Manufacturing continues to thrive in the Cooke County/Gainesville area, creating about 20 percent of all local jobs. Home to Zodiac Seats (the world's largest long-haul airline seat manufacturer), Molded Fiberglass, Reliant Worldwide Plastics, Texas Trailers, IFS Power Coating, GAF (North America's largest roofing manufacturer) and many others, Cooke County recently completed the 126-acre Gateway Industrial Park, with available sites off the NAFTA Corridor (I-35), adding to what is already very attractive transportation infrastructure.

ECTOR COUNTY (ODESSA)

Ector County offers manufacturers a host of advantages, such as easy access to raw materials, a skilled workforce and training programs at local Odessa College. These advantages have helped attract a flurry of new investment in recent years, including polymer processor REXtac and oilfield equipment manufacturers CUDD Energy and Technip FMC.

GRAYSON COUNTY (SHERMAN/DENISON)

Forty miles north of the DFW metroplex, Grayson County draws from a workforce of more than two million people in the Dallas suburbs and southern Oklahoma. This quality manufacturing employment

pool is attracting major growth there, especially in semiconductors and support, food and beverage processing, metal fabrication and equipment, and plastics. Companies like Tyson Foods, Texas Instruments, Emerson Process Management-Fisher, GlobiTech, Eaton and many others call Grayson County home.

GREGG COUNTY (LONGVIEW)

Consistently a top-performing mid-sized MSA with a diverse manufacturing base, Gregg County sits in the heart of East Texas, with direct interstate access via I-20. The community offers more than 1,000 acres of available land with many shovel-ready sites. Gregg County has drawn major chemical companies (Eastman), telecommunications equipment manufacturers (General Dynamics) and several heavy equipment and plastics manufacturers.

GUADALUPE COUNTY (SEGUIN)

More than 50 manufacturers have operations in Seguin, a community that has a rate of manufacturing jobs per capita that is nearly twice the national average. During the recession, Seguin was adding jobs at an astounding rate — more than 3,000 from 2008 to 2015. Caterpillar and Continental Automotive Systems added 1,500 employees each. More recently, Niagara Bottling and food products company Siro Group USA have announced new projects there.

HAYS COUNTY (SAN MARCOS)

Adding more than 1,000 manufacturing jobs since 2010, Hays County got even more good news when Urban Mining Company, the country's only producer of rare earth magnets, announced it was opening a new headquarters in San Marcos and adding 100 jobs. The community is also home to the world's largest pipe fabrication facility under one roof, Epic Piping, and a growing aerospace sector with companies like UTC Aerospace Systems, CFAN, and Mensor Corporation.

CONTINUED



Hays County, Texas

In April 2017, Urban Mining Company selected San Marcos, Texas for its rare earth magnet manufacturing facility and headquarters, where it will create more than 100 jobs.



TEXAS



Wichita County, Texas

Vitro Architectural Glass (formerly PPG Glass) selected its Wichita Falls plant to be the site of a new jumbo magnetron sputtered vacuum deposition (MSVD) glass coater, expected to be the largest of its kind in North America.

KERR COUNTY (KERRVILLE)

Located between the Eagle Ford Shale, Cline Shale and Permian Basin, only 45 minutes northwest of San Antonio, Kerr County and Kerrville are primed to support the energy industry. The community's manufacturing diversity continues to expand, too, with the new James Avery Craftsman Center building on a legacy of jewelry manufacturing. In 2014, Mooney International Corp., an aircraft manufacturer, brought a dormant factory back to life there, with workforce and production numbers forecasted to climb in the years ahead.

LAMAR COUNTY (PARIS)

Lamar County and Paris, Texas have become a hub for diverse manufacturing post-recession. The area has attracted household names such as Campbell Soup Company and Kimberly-Clark Corp., along with other companies across many different industry sectors such as Turner Industries, J. Skinner Baking Company and Aequus Aero Machine.

MIDLAND COUNTY (MIDLAND)

The workforce in Midland, located in the Permian Basin, has extensive experience with technologically complex oil extraction and production techniques, in an area that has nearly 15,000 manufacturing jobs. In fact, 3,000 have been added since 2010, primarily driven by oil and gas pipe manufacturing, along with heavy equipment manufacturing and repair. EOG Resources and Anadarko Petroleum have each added more than 200 employees recently.

POTTER COUNTY (AMARILLO)

Recognizing Amarillo's assets, Gestamp Renewable Industries invested in a new facility in Potter County in fall 2016, from which the company is convinced it can maintain its position as an international leader in the manufacture and supply of components to the energy industry.

Companies like Bell Helicopter, SciCron Technologies and Sage Oil Vac have also found Potter County the ideal location to grow and maintain access to an ever-widening global marketplace.

TAYLOR COUNTY (ABILENE)

To accommodate the wind energy boom throughout the region, Broadwind, a wind turbine manufacturer, announced last year it would be increasing capacity 30 percent at its Taylor County production facilities. That was just the latest in a series of post-recession manufacturing good news there, as companies like AbiMar Foods, Coca-Cola Refreshments and Pepsi Beverage Company continue to find Taylor County a viable and accessible location with a tremendous workforce.

VICTORIA (VICTORIA)

Victoria, Texas has seen a huge surge in petrochemical and chemical manufacturing since 2010. In fact, chemical manufacturer Formosa Plastics Corp. has announced multiple expansions, one in 2012 and another in 2015. Another large growth area has been industrial equipment manufacturing with Caterpillar making a \$70 million investment to expand a facility in 2011, and a \$130 million investment in a separate facility in 2010.

WICHITA COUNTY (WICHITA FALLS)

Vitro Architectural Glass is the latest victory for Wichita County. This Mexican-owned manufacturer announced in October 2016 it was investing \$55 million in a super coater project at its facility at Wichita Falls. It's just one of 10 expansion announcements, primarily in the aerospace and advanced manufacturing sectors, since 2010. Companies like Cryova/Sealed Air, Eagle Rail, Amfuel, Magic Air, Pratt & Whitney and Alcoa/Arconic, have created more than 300 new manufacturing jobs there in the past few years.

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WICHITA FALLS

Texas



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- **Early Retirement**
- **Working Parents**
- **Cost Of Doing Business**

Wichita Falls IS aerospace. With twice the national average of our workforce engaged in aerospace-related work, the expertise at Sheppard Air Force Base and our location right in the middle of a huge aerospace market, we're the right location for your project.

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ARCONIC

TRANSLAND



Pratt & Whitney
A United Technologies Company



CARTER
AVIATION TECHNOLOGIES





VIRGINIA



Henry County, Va.

The Center for Advanced Film Manufacturing (CAFM) in Martinsville-Henry County, Va., is a 28-credit-hour Advanced Film Certification developed specifically to meet the labor requirements of Eastman Chemical and the growing performance films sector. It is a collaboration among Patrick Henry Community College, New College Institute, Martinsville-Henry County EDC and Eastman.

ALLEGHANY COUNTY (COVINGTON)

Alleghany County's commitment to growing the packaging and plastics manufacturing sectors is evidenced by its development of state-of-the-art education and training programs, such as the Virginia Packaging Applications Center, which provides extensive, hands-on skills practice. For a community that was hit hard by the recession, the investment has been crucial, with 43 percent of local underemployed workers there possessing manufacturing experience.

BOTETOURT COUNTY (FINCASTLE)

In 2016, Eldor Corporation, an Italian manufacturer of automotive ignition systems, announced it would construct a new facility in Botetourt County, investing \$75 million and creating 350 jobs. The same year, Ballast Point Brewing announced it would establish its East Coast operations, investing \$47.8 million and creating 178 jobs. Beyond the recession, Botetourt County has seen several of its manufacturers, including automotive suppliers, electrical products companies and more, announce multiple expansions.

CULPEPER COUNTY (CULPEPER)

An hour south of Washington, D.C., and 40 minutes north of Charlottesville, Va., Culpeper County has a diverse base of manufacturers. It is within one of Virginia's five Foreign Trade Zones, and offers abundant power and advanced fiber optics as well. Manufacturers located there include American Manufacturing (waste water treatment systems), Bingham and Taylor Corporation (iron castings and plastics), Continental Automotive Systems (automotive components) and numerous others.

FREDERICK COUNTY (WINCHESTER)

Manufacturing is Frederick County's largest sector with 800-plus new jobs since 2010. Rubbermaid Commercial Products, Thermo Fisher Scientific, and Trex Company are just a few of the well-known companies operating there. A key element of success is a commitment to existing companies led by the Business Call Team, which gauges the health of existing firms, and the Career Pathways program, which ensures a steady worker pipeline.

HENRY COUNTY (MARTINSVILLE)

Since 2010, Henry County, Va., has seen 32 manufacturing announcements with a total of 1,409 new jobs and capital investment of \$179.4 million. Growth has been across several sectors, such as performance films, led by Eastman Chemical and its acquisition of Commonwealth Laminating; food processing led by Monogram Foods; furniture led by Bassett Furniture; and aerospace and specialty products led by Arconic (Alcoa) and Hardide Coatings, a U.K.-based company. One key asset in Henry County/Martinsville fueling growth is customized training programs designed to meet specific industry needs, such as the Center for Advanced Film Manufacturing (CAFM). Additionally, the community has made a strong investment in quality spec buildings and shovel-ready site development at the Patriot Centre and Commonwealth Crossing, a 725-acre, fully developed, rail-served advanced manufacturing industrial park.

MECKLENBURG COUNTY (BOYDTON)

Mecklenburg County, 85 miles northeast of Richmond and 100 miles east of Norfolk, is seeing strong growth in the building products manufacturing industry. Among the companies investing

there are steel building company American Building Co., Virginia Homes Manufacturing Modular Homes and others. In 2015, Microsoft Corp. announced an investment exceeding \$400 million to expand its Mecklenburg County data center, showing the area's appeal for a variety of operations.

MONTGOMERY COUNTY (BLACKSBURG)

Montgomery County, Va., is home to Virginia Tech as well as leading companies like Corning and Federal Mogul. The area offers a wealth of buildings and greenfield sites, along with the Virginia Trade Port and Foreign Trade Zone, facilitating import and export. Manufacturing announcements in recent years have been plentiful: Hubbell Lighting (\$6 million), Wolverine Advanced Materials (\$10 million), and electric motors manufacturer InMotion (\$5 million).

PITTSYLVANIA COUNTY (DANVILLE)

European-headquartered businesses have been a major player in Danville's impressive growth. The community hosts the only IKEA-owned factory in North America, along with suppliers from across Europe. Danville is also home to a Goodyear Tire and Rubber facility and Nestle's refrigerated food factory. One unique asset is Danville's Regional Foundation that provides income from an endowment of just under \$250 million. This funding often provides the last dollars to make a project happen.

PRINCE GEORGE COUNTY (PRINCE GEORGE)

Prince George County, known as Virginia's Gateway Region, offers the Commonwealth Center for Advanced Manufacturing (CCAM) located at the Rolls-Royce Crosspointe Campus, a collaborative R&D facility where universities and companies can partner. Advanced Manufacturing Apprentice Academy Center (AMAAC), under development now, will train students in topics such as advanced manufacturing, data analytics, information technology and more. Providing a pipeline of workers, Prince George is also home to the U.S. Army's Fort Lee with 650 retirees per year.

PULASKI COUNTY (PULASKI)

In the heart of the New River Valley with I-81 crossing it, Pulaski County is fortunate to have seven industrial parks, three Virginia Enterprise Zones, and the New River Valley International Airport & Foreign Trade Zone. Earlier in 2017, container manufacturer Grupo Phoenix announced a nearly \$50 million investment, its third expansion. In 2015, Volvo Group announced a \$38 million expansion in Pulaski County, creating the world's largest Volvo truck manufacturing facility.

ROCKINGHAM COUNTY (HARRISONBURG)

Located in west central Virginia, the Harrisonburg/Rockingham County MSA is in the heart of the Shenandoah Valley with proximity to I-81, I-64 and I-66. Over 13 percent of the workforce is employed in manufacturing, a figure on the rise. Food manufacturing is big in the area with companies like Pilgrim's Pride and Cargill Meat Solutions. Perdue. Chemical manufacturing is also expanding with industry leading companies like Merck.

SCOTT COUNTY (GATE CITY)

Scott County is part of Virginia's e-region in the southwest part of the state. Bedding manufacturer Tempur Sealy Production chose Scott County for a \$13 million expansion in 2013, producing pillows and mattresses in a 500,000 square-foot facility. A second expansion in 2013 was by VCP, which manufactures telecom structures. Both companies located in Duffield Industrial Park, part of a Virginia Enterprise Zone, an area offering lucrative state and local incentives.

WYTHE COUNTY (WYTHEVILLE)

In 2016, Wythe County welcomed Branch Botanicals, which announced its first manufacturing facility and headquarters in Progress Park near the intersection of I-81 and I-77, a place that companies like Gatorade, Amcor, Somic America and others have long called home. The same year, Somic America broke ground on a \$10 million expansion in Wythe County, where it manufactures precision suspension components for the auto industry, with Toyota a primary client. ⚙️



Prince George County, Va.

Rolls-Royce North America in Prince George County, Va., (also known as Virginia's Gateway Region) first located in the area in 2007 and expanded in 2012, with total investment of \$637.4 million.