



ALLIANCE

2017 Legislative Agenda

Building a Prosperous & Productive Community

CORE VALUES

- Create** a County budget that reduces the size and cost of government, increases accountability and improves the delivery of services
- Promote** tax policy that encourages job creation, business investment, productivity, and innovation.
- Support** Governor's effort to raise Tennessee Education Achievement levels.
- Reduce** healthcare costs, improve quality, and increase access while maintaining a strong private-sector marketplace.
- Encourage** employers to maintain or create jobs in Shelby County by avoiding new workplace mandates or higher personnel costs.
- Continue** to improve Shelby County's transportation Infrastructure to relieve congestion within the area and better connect regional, national and international markets.
- Establish** laws that promote self government and prevents a majority from infringing upon the freedoms of the minority.
- Sponsor** initiatives that returns government to the people.
- Lessen** the power of the majority when it imposes its will upon the innocent.
- Inspire** communities to be self reliant in determining their future.
- Improve** Tennessee's prosperity by making its local communities the foundation of its strength.



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Suburban Shelby County:

- Comprises over 280,000 citizens
- Makes up 30% of Shelby County Pop.
- Is larger than Knoxville and Chattanooga
- Tennessee's 6th Largest Economy
- Contributes 40% to County Taxes
- 5th Largest Contributor to TN Taxes
- State's largest suburban community
- 15% Growth since 2000
- Contains three cities over 35,000 pop.

WANT TO GET INVOLVED?

CONTACT YOUR BUSINESS ADVOCATE
Your Local Chamber of Commerce

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ECONOMIC DEVELOPMENT

TN 385 Corridor & Border Competition:

- Competition with bordering states is fierce. Shelby County's geography presents challenges that no other TN city (regardless of size) experiences
- It is one of only two major U.S. metro cities in which its core county is bordered by two states.
- The infrastructure of Shelby County has been extremely beneficial to our neighbors without their need for major capital outlays.
- Primary reasons for economic development projects going south is because of the close proximity to Shelby County assets, larger tax incentives and the lack of adequate infrastructure in underdeveloped areas of Shelby County.
- Shelby County is the largest county in TN in both land area and population comprising roughly 15% of the State's population (larger than six states)
- The TN 385 Corridor has great potential for industrial development in Tennessee. A recent Study commissioned by Shelby County (completed June 2013) identified 8,200 acres along the Corridor that could be readily adopted for industrial use.
- It has been estimated that the Corridor, if properly developed, could easily sustain over 100,000 jobs. The time to act is now.

ACTION: Engage Local, State and Federal officials to acknowledge and work toward implementing the recommendations made in the 2013 TN 385 Study:

1. Form and Brand a Corridor Alliance
2. Develop a Corridor Master Plan
3. Update the land use-transportation plan for each site
4. Prepare Legislative Strategies
5. Secure Funding
6. Coordinate Utility Providers
7. Encourage EDC to adopt incentives that address competition from border states

Memphis Regional Mega-site

- It is an undisputed fact that major manufacturing operations such as automotive and aerospace facilities, combined with their supplier base, have an enormous impact on a region's economy.
- It is no coincidence that the automotive presence in Middle Tennessee has had a profound influence on the creation of new wealth within the Nashville Metro Area.
- Tennessee has been extremely aggressive in soliciting even more automotive and aerospace investments into the State.
- Memphis, for much of the 20th Century, was a major manufacturing center for Tennessee and contained its first automotive assembly operation.
- Memphis and West Tennessee has benefited less from the automotive / aerospace trend than the other two Grand Divisions.
- The Memphis regional workforce is prepared to meet the challenges of a major industrial complex.
- Few projects will stimulate the regional economy faster and bigger than a major automotive / aerospace project.

ACTION: Encourage Local, State and Federal officials to continue developing the Memphis Regional Mega-Site as Tennessee's 'Premier' location for the next automotive facility in the State.

Workforce Development:

- It is apparent to everyone concerned with the creation of jobs that a disconnect exists between available jobs and the skills required to fulfill the employers demand for labor.
- Advocating the development of Job skills and professional trades has once again become a viable business model for growing the economy and creating good paying jobs.
- It is critical that Shelby County and the nation revisit the workforce philosophy and get down to brass tacks. We need to be realistic about the current and future economy, its demand for labor skills and how to insure good sustainable jobs.

ACTION: Encourage Local State and Federal officials to continue their path of reinventing education as it relates to the workforce. Engage industry sectors in collaborating with one another to define and standardize their skillset requirements and enable them to impose these training curriculums onto the various institutions mandated to create a ready workforce.

Export Development:

- Memphis is by far the largest export market in Tennessee contributing nearly \$12 Billion annually to the State's GDP compared to \$6 Billion for the Nashville market.
- Given its share of the State and region's export market, Memphis is severely underserved by the US Dept. of Commerce as well as the State of Tennessee.
- Whereas the Nashville office of the US Foreign Commercial Service has three full time staff members promoting export development to small and medium size companies, the Memphis office with twice the workload has a smaller staff. Furthermore, the largest single export in Tennessee are medical devices of which Memphis is the undisputed market leader.
- Growing Memphis' export market is a major economic development strategy for the Alliance.

ACTION: Engage Local, State and Federal officials to adequately staff the Memphis Export Office on a continuing sustainable basis that truly reflects the market's contribution to the regional economy.



Shelby County

Chamber Alliance

