



2,600 total members - 100,000 employees

Harold Byrd, President

901-382-6600

hbyrd@bankofbartlett.com

Suburban Shelby County:

- 302,614 citizens
- 33% of Shelby County's population
- Larger than Knoxville or Chattanooga
- Tennessee's 7th Largest Economy
- Epicenter of the life science industry
- 32% of Shelby County's tax contributions
- 8th Largest Contributor to TN Taxes
- 235% Growth since 2000
- 3 municipalities with populations greater than 40,000

WANT TO GET INVOLVED?

CONTACT YOUR BUSINESS ADVOCATE

Your Local Chamber of Commerce

Arlington, Tonia Howell

tonia@arlingtontnchamber.com

Bartlett, John Threadgill

jthreadgill@bartlettchamber.org

Collierville, Shelby Williamson

shelby@colliervillechamber.com

Germantown, Janie Day

janie@germantownchamber.com

Lakeland, Brittney Buchanan

brittney@mylakelandchamber.org

Millington, Chris Thomas

chris.thomas@millingtonchamber.com

ALLIANCE

2026 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 the 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 infrastructure that promotes and enhances economic growth.

Establish laws that promote self government and prevent a majority from infringing upon the freedoms of the minority.

Sponsor initiatives that return 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.

ECONOMIC DEVELOPMENT

Border Competition / Infrastructure / 385 Corridor:

- Competition with bordering states is fierce. Shelby County's geography presents challenges that no other Tennessee county (regardless of size) experiences.
- It is the only major U.S. city 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 fact that suburban Shelby County is dependent upon a power utility that is politically controlled by Memphis with no representation from 30% of the ratepayers is a major concern.
- The TN 385 Corridor has great potential for industrial development in Tennessee. A Study commissioned by Shelby County (completed June 2013) identified 8,200 acres along the Corridor that could be readily adapted for commercial & industrial use.
- It has been estimated that the Corridor, if properly developed, could easily sustain more than 100,000 jobs. Now is the time to act!

ACTION: Engage local, state, and federal officials to acknowledge the importance of suburban Shelby County and the TN 385 Corridor as an economic growth engine for the entire Memphis region.

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 TNECD and other economic development agencies to adopt incentives that address competition from border states
8. Request that suburban Shelby County is represented as a voting shareholder in MLGW
9. INVEST IN INFRASTRUCTURE

ALLIANCE POSITION:

- ♦ **MLGW should be represented by all of Shelby County with fairness to all ratepayers**

Ford's Blue Oval City:

- Ford's Blue Oval City will have a tremendous impact on Memphis/Shelby County and West Tennessee. Industrial growth will spawn retail, commercial and population growth.
- An automotive manufacturing presence in West Tennessee is long overdue and will have a profound influence on the creation of new wealth within the Memphis metro area.
- Memphis, for much of the 20th Century, was a major manufacturing center for Tennessee and contained its first automotive assembly operation. With the nation experiencing a resurgence in manufacturing, the Memphis area is ideally positioned to take advantage of this new opportunity, provided we respond aggressively to the demands that this new environment presents.
- Memphis and West Tennessee will now benefit from the automotive and aerospace industries as the other two grand divisions of the state have experienced for nearly half a century.
- The Memphis regional workforce is prepared to meet the challenges of a major industrial expansion.
- Few projects will stimulate the regional economy faster and bigger than a major automotive project.

ACTION: Engage our communities and its leaders with the importance that Blue Oval City will have upon the economic wellbeing of West Tennessee and especially Shelby County. Work with the private sector to encourage investments that will strengthen our economies.

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 in order to be realistic about its current and future economy, its demand for labor skills, and its ability to insure solid, 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 to collaborate in order 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 U.S. Dept. of Commerce, as well as the State of Tennessee.
- The Nashville office of the U.S. Foreign Commercial Service has three full-time staff members promoting export development to small and medium-sized companies, the Memphis office with twice the workload currently has **one** person. Furthermore, the largest single exports in Tennessee derive from 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 reflect the market's contribution to the regional economy.

