

Mississippi Association of Realtors 2001 Broker Summit
Thursday, February 22, 2001
12:00 p.m.
MAR Realtor Center – 4274 Lakeland Drive

(Message: 15-20 minutes on economic development opportunities, tie in opportunities for housing from Nissan deal and more opportunities as a result of Mississippi Home Corp.)

Opening

- Good Afternoon
- (Thank Charlotte Sadler for her introduction. She is the President of the MS Assoc. of Realtors)
- Wal-Mart/Jordan/Assoc. Pastor's Wife Story

Main Points

1. Opportunities
 - a. Mississippians now, more than ever, have many opportunities from which to choose.
 - b. We are working to provide as many as possible.
 - c. Opportunities in:
 - i. Education
 - ii. Jobs
 - d. Opportunities for a **better** quality of life
 - e. We have opportunities to invest:
 - i. Invest in education for our kids
 1. Teacher pay raise

- a. 49th in nation to 19th
- 2. Computers in the Classroom.
- 3. Accountability plans for teachers and schools.
- 4. National Board Certified Teachers
- ii. Invest in good jobs for our people
 - 1. Incentives from AMI
 - a. Training and re-training
 - b. Tax credit incentives
 - c. Works for all 82 counties
 - d. A marketing tool for MS
 - 2. **Nissan** is proof that we can succeed and attract more companies to MS
 - 3. Supplier opportunities
 - a. Over 2,200 applications sent to Nissan
 - b. Over 1 million hits to the website
- f. Invest – the money is there.
 - i. The key is prioritizing and investing that money in the right places.
 - ii. KEEP the vision of the state!
- g. Don't look at budget as an obstacle
 - i. Look for opportunities
 - ii. I must keep the budget balanced in good times and in challenging times.

2. Budget

- a. We are taking a responsible approach to the slowdown in the economy by affecting a slowdown in budgeting and spending.
 - i. We must be fiscally responsible.
 - ii. Mississippi has more money now, than we ever have.
- b. Mississippi is not broke.
 - i. Our economy has been up, so eventually it must slow down.
 - ii. 29 other states are experiencing this slow down in their economy.
- c. Our budget reflects our people's priorities
 - i. Education
 - ii. Economic development
- d. We must look for innovative ways to bridge our budget recommendations, whether we use:
 - i. AMS settlement funds
 - 1. For one time expenditures
 - 2. We have access to this money now
 - ii. Rainy Day funds to keep education on track.
 - 1. \$50 million is at Governor's discretion
 - 2. Already used \$15 million

(**We must continue to support our state's heart and soul, her people**)

- e. Education is our top priority
 - i. A strong education system is vital to all future successes for the people of our state.
 - ii. Our success in economic development depends on our continued success and advancement in education.
 - iii. High tech companies need high-tech employees.
- f. Economic development
 - i. In order for MS to remain competitive, we must continue to support programs that give our people the opportunity for more, new, high-paying jobs.
 - ii. Opportunities like Nissan, will affect the **realty industry** in a huge way.
 - 1. Increased incomes for people across the state.
 - 2. People moving to MS for better opportunities.
 - a. They need homes also.

- iii. For years we have been quietly investing in economic development and education, and now we are beginning to reap the benefits.
- iv. Rewards of this long-term investment are here.

3. Mississippi Home Corporation

- a. When a person owns a home their quality of life improves
- b. Homeownership bring with it a sense of self pride
 - i. Along with the joy of belonging to a community
- c. The Mortgage Revenue Bond Program will help many Mississippi families purchase a home
 - i. MS Home Corp. released \$60 million in mortgage loan funds earlier this month
 - 1. The mortgages carry a 6.77% interest rate and provide a 3% cash advance to assist with down payments and closing costs.
- d. The Mortgage Revenue Bond Program has had **strong** economic impact since 1990

- i. Assisting more than 10,000 Mississippi working families purchase homes.
 - ii. Creating more than 2,000 construction jobs, and
 - iii. More than \$41 million in construction wages
 - iv. Generated more than \$14.7 million in local property taxes
 - v. More than \$1.8 in sales tax revenues from purchases related to homeownership.
 - e. Many times we forget the importance of homeownership.
 - i. We are working to make this opportunity available to more Mississippians.
 - ii. A better quality of life for everyone involved.
- Everyone plays a role in our state's success. We all have to work together to succeed, make changes and create progress.
 - The world is taking notice, and we must continue to spread the word about Mississippi.
 - We must not hinder our progress in any way.

- If something has the potential to keep MS from new business or as a tourist destination, then we must work to remedy that problem.

Closing

- Mississippi's Image: Important how our neighbors, our nation and the world view us.
- How Mississippi is perceived affects us in all aspects: economic development, education, tourism, etc.
- We have the opportunity to promote a positive image.
- Remove obstacle that hinder our success.
- We can make a difference on April 17th
- We put the spotlight on Mississippi throughout the nation and world with the Nissan announcement, but there are more opportunities waiting for us.
- A place where our children can live, work and raise their families.
- America's State of Promise

NOTE: You will be presented a check for \$3,500 from the Mississippi Realtors Political Action Committee. They pledged the contribution last year in the form of a sponsorship of a fundraiser for you.