

*Remarks to the
North Jackson Lions Club
September 9, 2002*

- Good afternoon / Great to be here with you today
- It's an interesting period in our state and our nation – it's like the opening lines of Charles Dickens' "A Tale of Two Cities" – "it was the best of times, it was the worst of times."
- Challenge for us is how to capitalize on the good work we're doing and use the momentum to make the changes we still need to make.
- Musgrove State of the State – four priorities – jobs, education, health care and public safety.
- All very different priorities, but all dependent on each other for our ultimate success.
- Recent Nissan expansion – an expansion of their facility in Canton by 1 million square feet and 1,300 jobs to accommodate the production of the Altima sedan.
- Mississippians will make up 97 percent of Nissan workforce.
- \$500 million investment being made because Nissan wants to build best car in their best plant.

- Ripple effect from this expansion will be felt around the state.
- Economic impact study on the first phase of the Nissan project conducted by the Goodman Group at USM – for every job at the Nissan plant, four more will be created in support areas.
- Tier 1 suppliers locating around the state – construction already underway in Vicksburg, Forest, Tupelo, Canton and Greenville – impact of expansion will be felt in many communities around the state.
- As other support facilities begin to move in, even more jobs will be created – jobs that will help put food on the table, clothes on the back and a roof over the head.
- We should be proud of what we've been able to do with this project and the hundreds of other expansions in Mississippi, especially in the midst of a national recession.
- Be proud of the message this growth sends about the business climate in our state.
- Old saying – “many an opportunity is lost because of time spent looking for four-leaf clovers.”
- Not in MS – always looking for opportunities and creating them.

- Expansion of jobs around state occurring on a regular basis.
- May not be able to control what's happening on Wall Street in New York, but we can work as hard as possible to affect what happens on Capitol Street in Jackson.
- Work we do with a small business just as important as the work we do with a company like Nissan.
- Great success in places like Monticello, Nettleton and Magnolia. We've helped businesses locate and expand in Greenwood and Prentiss.
- Across the state, recruitment process never stops; important for us to be ready to go anywhere in the world to promote the state.
- Great success in growing existing businesses – numbers speak for themselves.
- Over past two years, over 23,000 new jobs created;
- More than 18,000 from expansion of existing businesses.
- Look what's been done just since January – Northrop Grumman Ship Systems in Harrison County added 520 new jobs.

- Lane Home Furnishings in Lee County added 400 new jobs.
- Alcoa plant in DeSoto County targeted for closure, but we convinced them to stay.
- End result was expansion of their facility through a \$17 million capital investment and 200 additional jobs.
- Whirlpool was looking to consolidate its operations; decided to close facilities in Canada and other areas and expand its operation in Oxford.
- The \$10 million capital investment there led to 150 new jobs.
- Hart & Cooley facility in Olive Branch; 85 jobs saved, another 300 created.
- They chose that location over others in Alabama and North Carolina.
- First two months of this year alone, 60 companies expanded their facilities.
- Expansions represented a total capital investment of more than \$286 million and 1,204 jobs.
- Strong evidence about the business climate in Mississippi.

- Message out to the rest of the world – Mississippi’s open for business.

- (discuss Computers in the Classroom)

- Earlier mentioned the saying about four-leaf clovers. The bottom line is this: We’re not spending our time looking for four-leaf clovers. We’ll leave that to somebody else. There are too many opportunities for us to create on our own.

- Best of times, worst of times – the challenges are there for us – and we’re up to the task.

- Thank you.