

MISSISSIPPI DEVELOPMENT AUTHORITY

FRIDAY FACTS

Volume 5, Number 29

August 10, 2001

HINDS COMMUNITY COLLEGE TO UNDERTAKE MAJOR ENERGY EFFICIENCY UPGRADES

Hinds Community College, with its main campus located in Raymond, MS, has entered into a performance contract with Johnson Controls, Inc. (JCI), for \$5,037,537. Hinds will make improvements to lighting, heating, ventilation, and air-conditioning (HVAC); and energy management systems. They will also conduct water management and conservation improvements, waste management and telecommunications improvements, along with HVAC operational improvements. With all these improvements in place, Hinds will realize an estimated annual savings in energy cost expenditures of over \$800,000. This provides a payback of the initial cost in less than 7 years.

In addition, Johnson Controls, Inc., will offer an internship program whereby two college students can earn college credits while acquiring school-to-work experience at local JCI offices. JCI plans to construct a training lab with a fully functional facility management system for use by the students in HVAC maintenance curriculum. JCI plans to offer courses in energy conservation and management for the faculty and staff. Continuing education credits will be available for successful completion of the curriculum.

The Energy Division's role in energy efficiency performance contracting is to review the contract and provide technical assistance leading to the final approval of the contract by both parties.

YATES AWARDS MINORITY CONTRACTOR \$1.5 MILLION NISSAN CONTRACT

A Mississippi minority contractor has been awarded a \$1.5 million contract on the Nissan construction project.

Yates Construction, general contractor for the Nissan plant in Canton, recently selected Nelson Plumbing, founded in Nesbit in 1972, to provide services for a building on the site.

"This is a result of our hard work and efforts to include diversity on the Nissan Project," said Johnny Crisler, Minority Program Coordinator for Yates Construction. "Nelson Plumbing meets the criteria we have set. They bring quality work and true minority participation and will be an excellent partner."

Yates Construction held a workshop last spring to identify suppliers and vendors from throughout the state to assist in constructing the Nissan facilities. Special efforts are being made to attract qualified minority subcontractors.

"We are excited about the opportunity to work on a project of this magnitude," said Willie Nelson, CEO of Nelson Plumbing. "It's exciting for us and it is exciting for Mississippi. Yates and Walbridge-Aldinger have been fair and given us every opportunity to bid on the work."

Construction is underway on the facility and Crisler said efforts to offer minority contracts will continue throughout the project.

Yates, incorporated in 1964, has thirteen offices in seven states. The Yates Companies, Inc., which include W.G. Yates and Sons, JESCO Inc. and Blaine Construction, employs more than 2,500 and is the only Mississippi-based company ranked in the top 58 of *Engineering News Record's* top 400 contractors in the country.

Every right implies a responsibility; every opportunity, an obligation; every possession, a duty.

- John D. Rockefeller

TTRA HOST ANNUAL CONFERENCE IN HOT SPRINGS

The Travel and Tourism Research Association (TTRA) South Central States Chapter will host its 15th Annual Conference in Hot Springs, Arkansas, September 27-28, 2001. Hot Springs' Austin Hotel and Convention Center is the conference site.

TTRA South Central won the coveted TTRA International Chapter of the Year in June 2001. As one of eight U.S. and two International TTRA Chapters, it provides a forum for sharing of information, education, expertise and networking among academia, destinations and research providers to enhance tourism in Alabama, Arkansas, Louisiana and Mississippi.

Conference highlights will include:

- Ward Emling, Director of the Mississippi Film Office, and President of the Association of Film Commissioners International, will lead a panel discussion entitled, "The Economic Impact of the Film and Television Industry - Determining the Value of That Movie Down the Street."
- A distinguished panel of experts from Baton Rouge, New Orleans, Mobile and Little Rock will discuss Internet research and how decisions on spending advertising and promotional dollars can be guided by research data in this marketplace.
- "Data Sources for Tourism Professionals" will explore state of the art sources for securing meaningful and up-to-date statistics for decision-making, Geographical Information Systems Mapping Techniques and Mississippi Gulf Coast Visitor Profile information.

"The economic impact of the entertainment industry on a community has become the 'brass ring' of film commissioners around the world," says Ward Emling. "This conference presents a forum to focus on the community and regional benefit and allows for an important dialogue between film development and research professionals. It's a great opportunity to explore an issue of great tourism and financial impact."

Tom Van Hying, Research Manager, MDA Tourism Division, echoes Emling: "Tourism is a catalyst for the South Central States Region's economy from the I-10 corridor...Mobile, Gulf Shores, New Orleans, Baton Rouge and the Mississippi Gulf Coast...north to other states, cities and towns throughout the region."

Registration is \$95 for TTRA members and \$125 for non-members. To register, contact the Arkansas Department of Parks and Tourism by phone at (501) 324-1521, by fax at (501) 324-1525 or via e-mail at eddie.fugatt@mail.state.ar.us.

AUTOMOTIVE ASSOCIATION ESTABLISHED FOR STATE OF MISSISSIPPI

This week, officials from the Mississippi Development Authority and the automotive industry formally announced the creation of the Mississippi Automotive Manufacturers Association (MAMA).

MAMA, formed by the DelKen Group, Inc., was established to support the automotive manufacturers' interest in Mississippi. The association will offer services to the automotive community, such as seminars, salary surveys and lobbying assistance. MAMA will work in conjunction with business events pertaining to the industry and provide an awareness of manufacturing trends and techniques.

"MAMA will provide a network of interrelated suppliers and manufacturers throughout the state in conjunction with other associations across the nation," said Kenneth Barlow, President and CEO of DelKen Group. "MAMA will offer this network for companies moving into the state as well as those companies already established here and form a common relationship with suppliers, manufacturers and the entire business community in Mississippi," Barlow said.

The newly formed association offers membership to any company or plant engaged in the manufacture of vehicles, suppliers and/or distributors of parts to equipment manufacturers and /or aftermarket distributors and companies and organizations which have demonstrated experience with manufacturing trends, techniques or services within the automotive industry. As of the announcement, over thirty companies have committed to joining the association.

The DelKen Group, Inc., located in Ridgeland, MS, provides human resources services for a broad range of employers. The corporate philosophy of providing comprehensive solutions to human resources issues provides clients with a relationship that meets their needs as they grow. For more information, please visit MAMA's website at www.msmama.org.

EMBDC TAKES OPTION ON DELCO REMY AMERICA BUILDING

Through a vote of the Meridian City Council, the 310,000 square foot available building in the South Industrial park will be under option from August 15 through October 31 by the East Mississippi Business Development Corporation.

"The EMBDC has been working closely with the City of Meridian and the Lauderdale County Board of Supervisors to secure a tenant for the facility vacated by Delco Remy America," said EMBDC Chairman Glen Deweese. "We are at a point in the negotiation process where we needed to have the building under option."

"This option agreement," said Mayor Smith, "underscores our belief that we have a marketable building that is attractive to new industry. We will continue to work with the EMBDC and the company to develop this property and bring new manufacturing jobs into our community."

Council President George Thomas said, "The request for option is an indication that progress is being made in securing a tenant for the Delco building. The City Council is working with the mayor and the EMBDC as negotiations with this prospect continue."

"We too are excited about the prospects of a quality company occupying the Delco Remy America building," said Lauderdale County Board of Supervisors' President Jimmie Smith. "The Board of Supervisors is ready to assist further, as it can, in making this opportunity become a reality."

While the name of the company was not given, Deweese and Mayor Smith did indicate the company is a supplier to the automotive industry and is expected to be working with automotive manufacturers in this region.

"We are excited about the potential of this deal," said Deweese. "The company has shown a commitment to the community that is not only verbal, but involves a considerable amount of money to be paid to the City of Meridian if it does not exercise this option."

INDUSTRIAL ENERGY EFFICIENCY TRAINING WORKSHOPS PLANNED

Officials with the Energy Division of the Mississippi Development Authority (MDA) are in the planning stages of offering a series of training workshops focusing on industrial energy efficiency. The Energy Division will work in concert with the Mississippi Manufacturers Association (MMA), Vocational Education Services and the Department Of Energy to conduct training sessions for manufacturers in the agriculture, forestry, aluminum, metal casting, steel, chemicals, petroleum, glass and mining industries. The workshops will be in addition to the one-to-one technical assistance presently provided to industries and businesses, allowing the Energy Division to impact a broader audience of industries in a shorter time frame. The program will assist plant owners, operators, and maintenance personnel in identifying areas within their operation that might use excessive energy and in identifying cost effective upgrades.

Workshops are planned in each region of the state - northern, central and southern - by the end of the year. Each workshop will have concurrent sessions on the topics of motors, steam, compressed air, lighting, process heat, alternative fuels and financing. Each session will last approximately two hours starting at 8:00 a.m. and concluding at 5:00 p.m. Participants will have the opportunity to be trained in four subject areas in one day.

The first workshop will be held during the MMA quarterly meeting. Representatives from the Energy Division and the Department of Energy will provide a two-hour overview of programs and the benefits of participation. Speakers will explain details of the three introductory workshop-training sessions to be scheduled. Additional details will include information and software packages, lectures, financial options, certification programs and industry partners.

For more information, contact the Energy Division at 601-359-6600.

MDA HOSTS SITE LOCATION EVENT ON THE GULF COAST

The National and International Division of the Mississippi Development Authority (MDA) hosted a corporate site location event from August 8-10, 2001 on the Mississippi Gulf Coast for thirteen leading site location and real estate executives from east of the Mississippi River. In addition to meeting a number of local Mississippi economic development professionals and private sector executives, the group was informed of the new Advantage Mississippi Initiative and other incentives the state has available.

Mississippi Power and Light Company hosted a reception and dinner on Thursday night, August 9. J.C. Burns, Executive Director of MDA was the speaker and welcomed the group to Mississippi.

The purpose of the event was to acquaint the consultants with the many advantages Mississippi has to offer and to establish a working relationship with key economic development professionals in the state.

LEAN MANUFACTURING CONFERENCE SCHEDULED FOR SEPTEMBER 10-12

The 2nd Annual Lean Manufacturing Conference will be held on the Starkville campus of Mississippi State University (MSU) from September 10 through September 12, 2001. Activities will take place at the Bose Extension Center on campus.

The conference is sponsored by the Food and Fiber Center at MSU. The three-day event will include a variety of activities for participants. Day One of the conference will feature tours of the Delphi-Mercedes and Viking Range manufacturing facilities and a welcome reception. Day Two and Three will feature concurrent workshops on several different topics, including: "Cost and Performance Measurement", "Creating Continuous Flow", "Value Stream Mapping" and "Learning the Supply Network."

Registration is \$295 before August 24 and \$325 after August 24. Secure online registration is available at www.msucare.com/lean.

For more information, contact Ann Sansing at (662) 325-2160 or by email at asansing@ext.msstate.edu.

SUNSET MAZE OPENS ITS CORNFIELDS TO THE PUBLIC

Marty Blackledge of Jones County has developed the first of its kind in Mississippi - a Cornfield (Maize) Maze in Sandersville, Mississippi. Adrian Fisher, a master maze craftsman, designed this one-of-a-kind maze for Blackledge. With Fisher's plan as his guide, Blackledge turned a five-acre field of corn into a first class tourist destination with only a plumb line and hard work.

The Jones County Chamber of Commerce kicked off the opening of Sunset Maze with a ceremony on August 8, featuring complimentary tours of the site.

While these mazes are popular throughout Europe, Sunset Maze is the only one of its kind in Mississippi and the only Fisher maze south of Kansas City. Each year, the Fisher mazes have a theme. This year's theme is "The Wild West."

Sunset Maze encourages families, church groups, and schools to visit the site for a day of fun. Educational packets are available at no costs to teachers and are designed uniquely for specific age groups and subject matter.

You can learn more about the maze by visiting www.sunsetmaze.com or at one of the following telephone numbers: 601-425-0077 or 1-888-710-3419 (toll free).



CONGRATULATIONS FROM THE MISSISSIPPI DEVELOPMENT AUTHORITY . . .

- ❖ **Frank Stoup of Partners of Progress, Inc.** . . . on the opening of Partners of Progress in Prentiss.
- ❖ **Greg Hood of Southern Game Calls** . . . on seven years of corporate growth manufacturing over 5000 duck, goose, deer, elk and turkey hand calls per year.
- ❖ **Hartley Peavey of Peavey Electronics Corp.** . . . on the joint venture forged with Selenium Loudspeakers to create a new company in Brazil called "Peavey do Brazil".
- ❖ **Patti Watkins of Woodland Wholesale and Retail Furniture** . . . on the rapid success experienced by innovatively converting a closed public school into Woodland Wholesale and Retail Furniture.
- ❖ **Phil Faulkner of Summit Marine Co., LLC** . . . on the recent ribbon cutting ceremony for Summit Boats along with the production of aluminum boats and the creation of 75 new jobs in Monroe County.
- ❖ **Charles Doty of Lextron Corporation** . . . on the partnership Lextron has forged with Visteon to build the front ends and cockpits for Nissan cars and trucks at the Nissan plant in Canton.
- ❖ **Michael Miles of Joe N. Miles & Sons, Inc.** . . . on the \$7.5 million expansion recently announced to build a small log line at the Silver Creek plant creating five new jobs in Lawrence County.
- ❖ **Jeff and Cheryl Blackstock of Aunt V's Candies & Pralines** . . . on 14 years of success, the growth of your customer base as well as the selection of your pralines by the Mississippi Legislature for inclusion in the Mississippi gift bags.
- ❖ **Frank L. Moore of Hardy Manufacturing Co., Inc.** . . . on reported sales exceeding \$6 million annually and demand tripling for its steel, outside, wood-burning furnace called "The Hardy".
- ❖ **Joey Tarrant of H.M. Richards** . . . on the recently announced expansion of H.M. Richards, the third in four years, creating nearly 200 new jobs and the doubling of the plant size at the North Lee County Industrial Complex.
- ❖ **Al Adams of Dixie Steel** . . . on the opening of Dixie Steel last November. The provision of all types of steel roofing needs is an important service to the bustling Metro Jackson economy.
- ❖ **Paul N. Acheson of Kuhlman Electric Corp.** . . . on the recent announcement that Kuhlman Corp. has tripled its annual dollar volume to \$104 million at its Crystal Springs facility over the last seven years.