

Hancock Bank 35th Annual Economic Symposium
Tuesday, February 13, 2001
9:00 a.m.
Mississippi Coast Convention Center

(Message: 15 minutes discussing the impact of the Nissan Project on Mississippi)

Opening

- Good Morning
- (Story to tie into opportunities. Note: you told the Super Bowl story on 1-12-01 at the Hancock Chamber Banquet.)

Main Points

1. Opportunities

- a. Mississippians now, more than ever, have many opportunities from which to choose.
- b. Opportunities in:
 - i. Education
 - ii. Jobs
- c. 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

d. Give our people the opportunity for an even better Quality of Life

e. Invest – the money is there.

- i. The key is prioritizing and investing that money in the right places.

f. Don't look at budget as an obstacle

- i. Look for opportunities

2. Budget recommendations to the Joint Legislative Budget Committee

- a. We are taking a responsible approach to the slowdown in the economy by affecting a slowdown in budgeting and spending.
- b. Mississippi is not broke.
 - i. Our economy has been up, so eventually it must slow down.
 - ii. 27 other states are experiencing this slow down in their economy.
- c. Our budget reflects our people's priorities
 - i. Education
 - ii. Economic development
 - iii. Public safety
 - iv. Health care
- 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 for to education on track.

- Mississippi's colleges and universities are doing an excellent job.
- Our students excel, and they are competitors in the global market.

- We must continue to support our state's heart and soul, her people.

e. Education recommendations

- i. A strong education system is vital to all future successes for the people of our state.
 - ii. Difference between JLBC and our budget:
 1. K-12 = 45 million
 2. Comm. and Jr. = 11.5 million
 3. IHL = 23 million
- Our success in economic development depends on our continued success and advancement in education.
 - High tech companies need high-tech employees.

f. Economic development recommendations

- 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. We recommend 10 million more than the JLBC budget to maintain our momentum

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

3. **Nissan** is proof that we can succeed.

- i. They have shown their faith in our state.
- ii. Opportunities all over the state will spin-off from the Nissan plant.
 1. Supplier opportunities from Nissan
 2. Nissan Supplier Conference, Tuesday, Feb. 20
- iii. We must target other companies that best suit specific areas of our state.
- iv. We must keep up the momentum
- v. We are happy to “land” Nissan, but we want more businesses to move to MS
- vi. We want more jobs, more economic development, more opportunities.
 1. We want to be in that “spotlight” again and again for the great things happening in Mississippi.

- Everyone plays a role in our state's success. We all have to work together to succeed, make changes and create progress.
- We also have to concentrate on educating our children and training the current workforce
- 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