

Mississippi Municipal League Mid-Winter Conference
Thursday, January 25, 2001
12:30 p.m.
Clarion Hotel & Convention Center

(Message: 20 minutes on Economic Development opportunities for your community)

Opening

- Good Afternoon
- (Thank Mayor A.J. Holloway for his introduction)

Main Points

1. Opportunities
 - a. Legislators talking “gloom and doom” for our state.
 - b. You will not hear us whining and saying everything must stop.
 - c. Don’t look at budget as an obstacle
 - i. Look for opportunities
 - d. Opportunity to prioritize:
 - i. Education
 - ii. Jobs
 - iii. Healthcare
 - e. Opportunity to invest:
 - i. Invest in education for our kids
 - ii. Invest in good jobs for our people

- iii. Invest in health care for all of our people
 - f. Give our people the opportunity for a better Quality of Life
 - g. Invest – the money is there.
 - i. The key is prioritizing and investing that money in the right places.
- Supplier Opportunities with Nissan
 - Over 41,000 MS suppliers could qualify as suppliers.
 - Production and non-production suppliers.
 - Nissan is not only affecting Canton, MS; it is affecting the entire state.
 - Terrific opportunity for Mississippians to grow and improve their businesses, right here at home.
 - www.MississippiandNissan.com
 - www.governor.state.ms.us
 - We need your help to get the word out, about this opportunity.
 - Chamber of Commerce can help also.
- We must keep up the momentum
- Our budget cannot slow us down from doing what is best for all Mississippians.
- This is our opportunity to prioritize.

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. Our budget reflects our people's priorities
 - i. Education
 - ii. Economic development
 - iii. Public safety
 - iv. Health care
 - c. 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
 - d. 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
- iii. **Nissan** is proof that we can succeed and attract more companies to MS.
- iv. They have shown their faith in our state.
 - 1. Top 1% in the nation
- v. Mississippi is the spotlight of the nation
 - 1. 4000 new jobs will be created with their arrival.
 - 2. 26,000 spin-off jobs
- vi. Other companies related to Nissan will move to MS.
- vii. They will relocate all over the state, not just in Canton.
 - 1. Opportunities all over the state will spin-off from the Nissan plant.
- viii. We must target other companies that best suit specific areas of our state.
- ix. We must keep up the momentum
- x. We are happy to “land” Nissan, but we want more businesses to move to MS
- xi. 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.

- Local Option Sales Tax
 - Cities can vote if they want to use this option for more opportunities
 - Can raise sales tax as much as .01 to fund economic development projects
 - For tourism, roads or other infrastructure projects.
 - Gives communities flexibility to be more aggressive and autonomous in their pursuit of economic development.

- 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.

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, healthcare, etc.
- We have the opportunity to promote a positive image.
- 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