

7<sup>th</sup> Annual Meeting – City of Ridgeland Chamber of Commerce  
Thursday, December 14, 2000  
7:00 p.m.  
Hilton Hotel

(They requested that you speak on Economic Development, especially for Madison County, 20 minutes)

## **Opening**

- Good Evening
- (Thank China Donnell for her introduction)
- It is a pleasure to be here tonight

## **Main Points**

1. Budget
  - a. For the first time, we presented our budget to the committee at the beginning of the budget process
    - i. Instead of at the end of the process where it was thrown in the trash
    - ii. We initiated discussion of revenue estimates earlier
    - iii. Set priorities
    - iv. Provided an easier to read format
    - v. Secured the support of agency's directors to set priorities

- vi. Used “lump sum” logic
- b. Taken a progressive approach that includes more accountability and fewer excuses
  - i. A blueprint for building MS into America’s State of Promise for the 21<sup>st</sup> Century
- c. Guiding Principles
  - i. Discipline in Funding
  - ii. Credibility in process
  - iii. Attention to Priorities
  - iv. Emphasis on efficiency
  - v. Quality of Services
  - vi. Comprehensive approach
- d. The people’s priorities are our priorities
  - i. Quality education
  - ii. Quality health care
  - iii. Economic development
  - iv. Safe communities and homes
- e. We have the committee a plan of action to implement this budget
- f. We must stabilize our budget
  - i. Our recommendations do just that
- g. Maximize federal funds

(Tie in economic development as a budget priority. This will help attract more companies to MS, like Nissan)

2. Nissan Motor Company
  - a. Their investment in MS means more jobs for our people
  - b. It means the potential for even more jobs in the future.
  - c. It is also further recognition that we have the quality workforce, workforce training programs and commitment to business growth that it takes to be competitive and successful
  - d. Nissan has shown their faith in the state of MS
  - e. Getting to that point was a team effort on all levels
  - f. Because of the hard work of many individuals and agencies, we are able to celebrate the arrival of this new company to MS.
  - g. Our state is poised to make huge gains in creating quality jobs, expanding the resources of existing MS businesses and attracting the interest of national and international companies
  - h. We have worked hard enough in 10 months of our administration to put MS on the map for a large company to consider us for a possible locations site

- i. By making dramatic changes in our economic strategy, we made MS competitive with other states
- j. Leadership gave us the advantage
- k. Through leadership we developed a common goal, which was to give MS the competitive edge to compete successfully against our neighboring states
- l. Now our job is spreading the word that MS has the right incentives and the right workforce to help make companies successful
- m. Good jobs and a good quality of life make a positive difference to our state.

(Nissan is a great example of how Mississippians came together to get something accomplished. In the future we will work together to get more accomplished. We have to have direction.)

### 3. Showing Leadership

- a. By forming common objectives and by seeing beyond the politics of self-imposed borders and finding consensus, MS can compete successfully against our neighboring states and against countries around the globe.

- b. We are creating the right climate for economic growth by improving infrastructure and institutions, establishing rules and incentives that encourage productivity and implementing positive, long-term processes.
- c. When we talk about infrastructure, we must be mindful that bringing transportation resources to a company's door means more than simply providing a way to move physical goods.
- d. Infrastructure efforts must also focus on the transportation of high speed data with broadband Internet access provided in concert with expanded physical transportation resources.
- e. We must go about it in the right way.
  - i. By working together
  - ii. By building consensus
  - iii. By getting rid of our own agendas
  - iv. By working for the good of our people

## **Closing**

- We will continue to sell the state
- Look for new opportunities to bring additional higher paying jobs to the people of our state

- We want our people to build their lives and raise their families in Mississippi
- Now have the climate to make that happen in Mississippi
- Success will take leadership, vision and a solid direction
- The people of MS have our pledge to make their quality of life better