DIRECTOR’S MESSAGE

The state of Mississippi is winning in economic development. We are creating new jobs and attracting new investments from global companies to the Magnolia State, while continuing to grow the number of visitors to Mississippi. Our future is bright.

In Mississippi, we work with people. We have the right leaders in place who are committed to building a supportive business environment where companies grow and prosper. Our team at the Mississippi Development Authority is committed to recruiting new businesses and helping our existing industries expand. These efforts support economic security for the people of Mississippi.

We celebrated 200 years of statehood in 2017. Cultural and entertainment events across the state attracted visitors from around the world and provided the opportunity to show Mississippi’s rich heritage and history of innovation. A $6.3 billion industry in Mississippi, tourism is an important part of the state’s plan to grow our economy.

To maintain our success and growth, MDA is focused on strengthening the state’s skilled and productive workforce. MDA is part of a team composed of public and private sector partners, establishing intensive training opportunities to enhance the skills of the hard-working men and women of Mississippi. One of the first questions a prospective company asks when considering locating to Mississippi or expanding current operations is whether we have the workforce to get the job done. With confidence we say, “Yes.”

MDA’s team is dedicated to building stronger communities together with Gov. Bryant, the State Legislature and our local economic development and utility partners. As one, we work to improve the quality of life for all Mississippians.

We are winning together to build a stronger Mississippi.

- Glenn McCullough, Jr.

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19 FINANCIAL RESOURCES
All Countryside, one of the largest national dairy, quartz and solid surface fabricators in the country, announced the company was locating operations in Baldwyn, investing $180,000 and creating 10 jobs in an existing 125,000-square-foot building in the Harry A. Martin North Lee Industrial Complex.

Leggett & Platt, Inc., manufacturer of products for a diverse group of industries, announced the expansion of its Tupelo operations, a $150 million investment and creating 30 new jobs. The expansion involves the addition of new equipment, enabling the company to produce straight-seam welding and custom fabric and foam thermoformed products. The expansion supported the addition of new long-term customers.

Steel fabrication company Valley Parks announced it was expanding operations in Grenada, creating 70 jobs. The expansion involves the addition of new equipment, allowing the company to acquire the expansion of new projects. In addition to steel fabrication, Valley Parks provides water jet, laser and powder-coating services. Following a competitive site selection process, Praxair Surface Technologies, Inc., a wholly owned subsidiary of Praxair, Inc., and GE Aviation announced the formal opening of joint venture, PT Technologies, LLC, in Elizabethtown. The project is a $30 million corporate investment and creates 70 new jobs, with the potential to grow to 156 jobs. PT Technologies provides development, support and application of specialized CO$_2$ equipment associated with nearly all of GE’s aircraft engines. GE Aviation delivers engine parts from locations both nationally and internationally to Elizabethtown for finishing and testing through various processes.

Express Brooke Terminals expanded agricultural product processing operations in Grenada, creating 30 jobs and investing $2 million. The expansion involved the addition of a Separomatic processing plant in Grenada. The new facility processes local soybeans into soybean meal and hulls, which are then sold to the state’s animal feed markets. Additionally, the plant produces soybeans, which is suitable for oil and biodiesel refinements.

Custom Engineered Wheels announced the expansion of its operations in Northeast Mississippi, a $13 million investment generating 10 jobs. Following a competitive site selection process, PT Technologies, LLC, in Elizabethtown, announced it was locating operations in Southaven, creating 60 jobs and investing $2.5 million, and creating 250 new jobs. The expansion increases the company’s capacity, allowing for the acquisition of new projects. In addition to steel fabrication, Valley Parks provides water jet, laser and powder-coating services. Following a competitive site selection process, Praxair Surface Technologies, Inc., a wholly owned subsidiary of Praxair, Inc., and GE Aviation announced the formal opening of joint venture, PT Technologies, LLC, in Elizabethtown. The project is a $30 million corporate investment and creates 70 new jobs, with the potential to grow to 156 jobs. PT Technologies provides development, support and application of specialized CO$_2$ equipment associated with nearly all of GE’s aircraft engines. GE Aviation delivers engine parts from locations both nationally and internationally to Elizabethtown for finishing and testing through various processes.

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Georgia-Pacific is expanding operations in Meridian to update and modernize the paper manufacturing facility. The project includes the installation of new equipment.

Stark Aerospace is expanding in Columbus, investing $6.73 million and creating 48 jobs. Stark is a global aerospace defense contractor which operates three divisions: Unmanned Aerial Systems, Sensors and Processing Services and Engineering.

Proalty processor Pearl River Foods is locating a 540,000-square-foot facility in Chickasaw Trail Industrial Park. The facility will be managed by Peninsula Development Corporation and is expected to launch in the 2018 fourth quarter. The project includes the installation of new equipment.

Global aerospace contractor Stark Aerospace is expanding in Columbus, investing $6.73 million and creating 90 jobs. Stark is a global aerospace defense contractor which operates three divisions: Unmanned Aerial Systems, Sensors and Processing Services and Engineering. For the expansion, the company will acquire key technology and integrate it into its Columbus facility.

Leggett & Platt, manufacturer of products for a diverse group of industries, including residential furniture and bedding, expanded its operations in Tupelo, adding new manufacturing investments and retaining current jobs.

McCormick & Company is expanding operations in Marshall County, investing $6 million and creating 48 jobs. McCormick is a manufacturer of spices, herbs and flavorings, located in a 615,000-square-foot spec building in the Chickasaw Trail Industrial Park.

Multicraft International, LLC in Pelahatchie. Multicraft International is investing $1.7 million to construct a 100,000-square-foot manufacturing center for Northrop Grumman, where Gulf Coast employees manufacture rotary and fixed-wing autonomous systems, such as Fire Scout and Triton, and now manned platforms to support the United States and global allies.

Northrop Grumman is expanding in Mississippi, investing $77 million and creating 375 jobs. Northrop Grumman is one of the largest manufacturers and designers of rotary-wing equipment. For the expansion, the company has a 50,000-square-foot facility in Gautier. The expansion includes a 57,500-square-foot production and assembly facility and a 7,000-square-foot warehouse at its current locations.

Regions Bank announced the location of a new regional headquarters and call center will merge Regions Bank associates who currently work across various locations into one facility, which will be located at the intersection of Lambert Boulevard and Lincoln Road.

New Process Steel officials give Gov. Phil Bryant and MDA Executive Director Glenn McCullough a tour of the company’s newly expanded 100-square-foot facility in Columbus.

North Mississippi Spine Center is investing $3.7 million and creating 50 jobs. North Mississippi Spine will expand its existing 21,000-square-foot facility in Grenada by expanding one floor up to 32,700 square feet. The project will include a new spine operating suite and spine recovery area.

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Global Recruitment, Global Division

Working with economic developers, regional and local officials throughout the state, MDA’s Global Recruitment Division attracts industry-leading companies to Mississippi by assisting with site location, steering environmental permitting and establishing quality workforce training programs.

The Global Recruitment Division works to attract new business and industry to the state in FY 2017, creating 4,192 new jobs for Mississippians and more than $727 million in new corporate investment.

SUCCESS STORIES

Federal Express (FedEx) Supply Chain: FedEx Supply Chain (formerly GENCO), is a leading supplier of electronic components, specializing in product lifecycle and reverse logistics. In March 2017, the company announced the location of manufacturing and distribution capabilities in an existing facility in Flowood, MS. The project, a $35 million corporate investment, creates 246 jobs. MDA assisted with infrastructure improvements, the installation of equipment, and workforce training.

Premier Waters: In September 2015, Premier Waters, Inc., announced the company would locate manufacturing and distribution operations in its “Clean” Mississippi Industrial Park in Hinds County. The project involved the construction of a 210,000-square-foot facility to house water bottle manufacturing and filling operations. The Premier Waters Hinds County location is a $25 million corporate investment and creates 42 new jobs. MDA assisted with infrastructure and site improvements.

Nelson Wholesale, Inc.: Nelson Wholesale, Inc., announced in August 2016 the location of a pet food and pet product distribution center in Columbia. Nelson Wholesale relocated distribution operations from Hammond, LA, to a 135,000-square-foot facility in Marion County. The project represents a $7 million corporate investment and creates 20 new jobs. MDA assisted with building improvements and equipment relocation.

Trade Bureau, Global Division

Mississippi exported nearly $10.5 billion to 176 countries in calendar year 2016. These exports supported 24,000 direct jobs and 17,000 indirect jobs throughout the state, according to the International Trade Administration.

SUCCESS STORIES

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Television 

The Governor’s Awards for Excellence in Exporting recognize the significant export accomplishments made by Mississippi companies.

Export Champions

AA Calibration Services
Aga Medical Services
Aguia Medical Tourism Center
Automation Designs & Solutions
J.T. Shannon Lumber Company
Lazy Magnolia Brewing Company
Multicraft International
Soda-Stream Home Delivery

Awards for Achievement in Exporting

World Industries
Flathead’s Fine Foods
North American Wood — Pear Exporting
IKO Enterprises — New to Exporting
Bio Soil Enhancers, Inc. — Market Expansion
Trilogy Communications, Inc. — Market Expansion

Top 10 Export Countries and Values

1. Canada $2.2 billion
2. Mexico $1 billion
3. Panama $350 million
4. China $250 million
5. Guatemala $200 million
6. Honduras $200 million
7. Netherlands $100 million
8. Belgium $100 million
9. Germany $50 million
10. Gibraltar $30 million

Mississippi’s Exporting Awards

Governor’s 2016 Excellence in Exporting Awards

Mississippi Development Authority

FY 2017 Annual Report | Mississippi Development Authority
EXISTING INDUSTRY AND BUSINESS

By assisting Mississippi’s existing companies as they pursue growth opportunities and helping startups launch, MDA’s Existing Industry and Business Division stimulates the economy by working to generate jobs and investment throughout the state.

MDA-assisted expansion and retention projects in Fiscal Year 2017 generated approximately $197 million in business and industry investment, created 1,250 new jobs and retained 1,571 existing jobs.

SUCCESS STORIES

Southern Motion, Inc., in August 2016, the Existing Industry and Business Division assisted reclining furniture manufacturer Southern Motion, Inc., with the expansion of the company’s operations in Baldwyn. The project, a $20 million corporate investment, created 600 new jobs and retains Southern Motion’s existing 250 employees. Southern Motion expanded into the former Hancock Fabrics location, which includes a 785,000 square-foot facility and 64.5 acres. MDA provided assistance for building modifications.

Southern Industrial, Inc., in August 2016, Southern Industrial, Inc., announced the expansion of its Clarksdale operations. The project is a $1.357 million corporate investment and creates 25 new jobs. Southern Industrial manufactures press brakes, shears and hydraulic presses and is expanding its facility to accommodate a new production line. MDA provided assistance for building construction.

EIB-ASSISTED BUSINESS RETENTION PROJECTS IN FY 2017:

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Number of Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regions Bank</td>
<td>329</td>
</tr>
<tr>
<td>Leggett &amp; Platt</td>
<td>274</td>
</tr>
<tr>
<td>Amphenol</td>
<td>490</td>
</tr>
<tr>
<td>Robotic Systems</td>
<td>52</td>
</tr>
<tr>
<td>JETI</td>
<td>52</td>
</tr>
<tr>
<td>Custom Expanded Films</td>
<td>69</td>
</tr>
<tr>
<td>Leidos Pacific</td>
<td>450</td>
</tr>
</tbody>
</table>

Regions Bank: Fortune 500 company Regions announced an investment of $25 million to construct a 75,000-square-foot high-tech operations facility in Hattiesburg in April 2017. The project creates 91 new jobs and accommodates 329 employees currently housed in three separate locations in downtown Hattiesburg. MDA provided assistance for site preparation and infrastructure improvements.

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CELEBRATING THE BICENTENNIAL

MDA took a lead role as Mississippi celebrated 200 years of statehood, hosting major bicentennial events for locals and visitors, alongside local partners on the Gulf Coast, the University of Mississippi campus and in the Capital City.

The two-day Bicentennial Celebration South and Governor’s Concert, held in Oxford on June 24, this event put Mississippi’s famed $6.3 billion tourism industry makes a consistent and positive impact on the state.

The official bicentennial celebration wrapped up in Jackson on Dec. 11, 2017, with the opening of the Museum of Mississippi History and the Mississippi Civil Rights Museum. Allied by local, state and national dignitaries and Civil Rights pioneers, the celebration featured performances by Herbie Hancock, Grammy Award®-nominated gospel performer Doug Williams and Steve Azar and the Kings Men.

In addition, many Mississippi communities received grants from the Mississippi Bicentennial Grant Program to inspire and empower local organizations throughout Mississippi to develop public programs documenting, interpreting and exploring community culture. Funds were also allocated to the state’s unique music, cuisine, culture and history.

Performer and songwriters Marti Stuart, Mac McAnally, Sheryl Crow and even performed at the Governor’s Concert, The Bicentennial Celebration North held in the_quality Center for the Performing Arts in Oxford on June 24, an event past Mississippians passed storytelling at center stage in the literary capital of the state.

The Mississippi Film Office kept cameras rolling throughout the state during FY 2017, from feature films to commercials and reality television. The office also was an exhibitor and sponsor of the Atlanta Food and Wine Festival in June 2017, where representatives of the state’s top 경주, Rock Girlband, Visit Tupelo and Visit Oxford.

The tourism division, MDA reached new audiences and partners on working with international visitors and markets. Representatives also participated in receptions to heighten spectator sports revenues and Mississippi tourism product training to local destination marketing organizations, convention and visitors bureau hosts and other tourism partners on receiving with international visitors and markets.

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THE MISSISSIPPI BICENTENNIAL

The Mississippi Bicentennial culminates with the opening of two new museums—the Museum of Mississippi History and the Mississippi Civil Rights Museum.

• Visitor expenditures in the state’s 82 counties totaled $395.1 million, while salaries paid to Mississippi residents totaled $5.5 million.

• Tourism accounts for an estimated 86,600 direct jobs in Mississippi.

• Tourism accounts for a direct annual payroll of $3.6 billion in Mississippi.

• Tourism and travel are responsible for $395.1 million in General Fund revenues.

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More than 12 years after Hurricane Katrina hit the Mississippi Gulf Coast, MDA’s Disaster Recovery Division has disbursed more than $5.25 billion in federal disaster recovery funds from the U.S. Department of Housing and Urban Development. These funds are dedicated for long-term recovery efforts from Hurricane Katrina and later storms.

The division has three main recovery and preparedness priorities:

• Economic development – Programs to retain and recruit new jobs
• Recovering housing stock – Single- and multi-family housing within the affected counties
• Infrastructure – Programs to retain and recall over jobs within the affected counties

In the state’s efforts to reduce the housing stock in the counties affected by Hurricane Katrina, MDA provided more than $12 billion in grants to more than 27,000 homeowners whose homes were damaged or destroyed by the storm.

Division focus on providing public infrastructure to for-profit companies and non-profit hospitals may finance the purchase of energy-efficiency equipment and installation of energy-saving improvements.

MDA approved four Energy Efficiency Leases totaling nearly $11.2 million, which will save more than $1 million annually in energy and operating costs for three schools and one municipality.

Housing
10.70%

State Administration
2.25%

Economic Development
14.50%

Infrastructure
21.50%

FUNDS DISBURSED BY CATEGORY (%)
The Asset Development Division assists communities in enriching their economic development environments through its Ambassador Program while maintaining important commitments to the Main Street and Hometown Retirement programs.

The Asset Development Division continues to focus on the division's successful community development program, the Ambassador Program. By partnering with the state’s three major utility companies – Entergy, Mississippi Power and Tennessee Valley Authority – three counties from each utility’s district are chosen annually to participate. Each county has a team comprised of up to five participants who attend intensive informational forums in three major areas pertinent to economic development: Economic Development 101, Workforce Development and Community Development.

Since 2006, the Asset Development Division has worked closely with the Mississippi Main Street Association. The association has 50 designated Main Street communities, five Downtown Network members and several association members focused on Main Street development.

One of these communities is Gulfport, which the Asset Development Division mapped for growth and community improvement assets in 2014. By implementing some recommendations from the 2014 assessment, Gulfport’s downtown is thriving, winning the Main Street Association’s National Innovation on Main Street Award for the city’s Fishbone Alley “Urban Living Room” project.

HOMETOWN MISSISSIPPI RETIREMENT SUCCESS STORY

To date, approximately 8,600 retirees have moved to the state as a direct result of the Hometown Mississippi Retirement program. Hometown Mississippi Retirement declared June 5-9 as Retirement Week in Mississippi. The “You’ve Arrived” campaign was created to inform potential retirees of the benefits of retirement in the state’s 13 Certified Retirement Cities. Representatives from MDA’s retirement program targeted visitors near or at retirement age at eight Mississippi Welcome Centers during the peak summer travel seasons.

The city of Tupelo was featured in the November/December 2017 issue of Where to Retire magazine. The working relationship with the company has resulted in the Certified Retirement Communities program receiving several features in the magazine.

MISSISSIPPI MAIN STREET ASSOCIATION

Mississippi’s customized, highly skilled workforce plays a key role in enticing companies to locate or expand in the state. MDA’s collaborative approach and the state’s impressive training network helps businesses big and small achieve immediate and long-term success.

In 2017, the state’s Workforce Training Funds to assist the following:

- Three Rivers Planning and Development District – Intuitive Surgical
- South Delta Planning and Development District – Premier Electric
- East-Central Community College – Probation Physical
- Northeast Mississippi Community College – Cranemaster Company
- East-Central Community College – Brewer Lumber
- South Mississippi Planning and Development District – Major Distribution
- Mississippi Delta Community College – UO-eh and others
- Three Rivers Planning and Development District – Bone
- Mississippi Community College – SL, Crane and others
- Northeast Mississippi Community College – G & Associates
- Three Rivers Planning and Development District – American Bank

In 2017, MDA provided $271,871 in Mississippi Works Funds to assist the following:

- Three Rivers Planning and Development District – Faulkner Academy
- Mississippi State University – Engineering Programs
- Mississippi Gulf Coast Community College – Redfish Grammar

In 2017, MDA provided more than $13.9 million in Workforce Training Funds to assist the state’s community colleges, universities and WIA Job Centers. These investments help meet critical training and training-related needs of businesses not met through regular programs.

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The Mississippi Development Authority’s Marketing and Communications Division promotes the state’s business and tourism assets domestically and internationally. These marketing efforts assist with the agency’s job recruitment, retention and expansion strategy and attract visitors to the state, helping grow the state’s tourism industry.

Public relations, marketing, branding, social media, event planning, graphic design, website management and advertising collaborate under the Marketing and Communications banner to promote the state’s capabilities and resources.

In FY 2017, the division represented Mississippi at two of the world’s largest aerospace events, the Farnborough Airshow in the United Kingdom and the Paris Air Show in France. MDA led a delegation of economic development professionals and corporate partners to the week-long event to promote the state’s abundant aerospace capabilities, including the growing sector of unmanned systems.

The unmanned maritime systems sector moved forward with the creation of the Governor’s Ocean Task Force, announced at an event on the Mississippi Gulf Coast in June 2017. The event was supported by the division’s Public Relations Bureau. Speakers at the event included Gov. Phil Bryant, Sen. Roger Wicker and Navy Rear Adm. Tim Gallaudet. The Task Force will provide recommendations of how the state can facilitate the necessary workforce training to support the unmanned maritime systems industry.

Promoting the state’s tourism assets is an important part of the MDA Marketing and Communications Division’s mission. In FY 2017, the team kicked off the “Like a Local” campaign with Visit Mississippi. This campaign included a series of videos showcasing local attractions and communities in different regions of the state. This campaign received an American Advertising Federation ADDY Award in February 2017.

The division supported two major bicentennial events during FY 2017, including the two-day Mississippi Bicentennial Celebration South and Governor’s Concert in Gulfport, which drew an estimated crowd of 25,000. The Bicentennial Celebration North, held June 24 in Oxford, featured performances by Marty Stuart, Mac McAnally and many other Mississippi artists.

An important tool promoting the state’s business and tourism assets is the agency’s use of social media, including Facebook, Twitter, LinkedIn and Instagram.
SUCCESS STORIES

Emilia Resources, LLC, is a wholly owned subsidiary of Emilia Cosmetix, a global, full-service manufacturer and distributor of bonded and provide-focused health and beauty products. The company expanded operations by acquiring its manufacturing facility in DeKalb. The renovation added approximately 20,000 square feet, with new employment totaling 130. Fiscal Impact ended in the amount of $105,000 were used for building rehabilitation and investments in new equipment, allowing for growth in manufacturing capacity.

SUCCESS STORIES COMMUNITY DIVISION PROGRAM HIGHLIGHTS FY 2017

MDA’s Community Services Division administers federal and state economic and community development programs.

MINORITY AND SMALL BUSINESS DEVELOPMENT

MDA’s Minority and Small Business Development Division connects minority- and women-owned businesses with key industry partners from the public and private sectors. The division also helps identify joint venture and subcontracting opportunities and offers technical and financial assistance to help these businesses successfully compete for federal, state, local government and commercial contracts.

The division of programs, workshops and conferences throughout the state to increase the competitiveness of minority and women-owned businesses. The Model Contractor Development Program teaches best practices to small contractors and businesses in Mississippi to improve their operations and increase bonding capacity. In FY 2017, workshops were held in Jackson and Gulfport with eight to 10 weeks of instruction. To date, 81% participants from more than 15 cities in the state have graduated from this program.

Additional events and workshops in FY 2017 sponsored by the division include:

- Understanding Government Procurement Codes, held in Greenville
- ABCs of Contracting with Columbus Air Force Base, held in Meridian
- Small Business Contracting Seminar, held in Vicksburg
- Contractor License Readiness workshop, held in Columbus
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SUCCESS STORIES

Griffin Group Construction

The Griffin Group Construction is a Mississippi-based, woman-owned general contractor. Anthony Griffin, Sr., a successful residential general contractor attended the training and learned the value of the training before he grew for growing business.

Griffin says these programs were instrumental in helping the company grow and compete for contracts. Painting Plus, LLC has completed projects throughout Mississippi and Louisiana, providing services for clients in the state, including state and federal government agencies and defense contractors.

Ham and Milam participated in the Model Contractor Development Program and the Business Development Workshop in Yazoo City in 2018. Ham says these programs were instrumental in helping the company grow and compete for contracts. Painting Plus, LLC has completed projects throughout Mississippi and Louisiana, providing services for clients in the state, including state and federal government agencies and defense contractors.

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**MDA’s Financial Resources Division**

provides technical assistance for the various business incentive programs available in Mississippi, and administers many of the financing and incentive programs Mississippi offers new and expanding businesses in the state.

The division provides guidance to agency staff and other economic development professionals, as well as to prospective businesses and current employers, about the statutory tax incentives Mississippi offers businesses creating jobs and making financial investments in the state. Financial Resources also manages a variety of economic development loans, grants and incentive programs essential to maintaining Mississippi’s competitiveness in attracting new jobs and investment. These programs play a key role in supporting the business location and expansion projects highlighted throughout this report.

![10-Year Comparison of Federal and General and State Support Special Funds](chart)

**Source of Funding**

<table>
<thead>
<tr>
<th>Source of Funding</th>
<th>FY 2018 Income</th>
<th>$160.7 Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal $116 M</td>
<td>$116 Million</td>
<td></td>
</tr>
<tr>
<td>State $23 M</td>
<td>$19 Million</td>
<td></td>
</tr>
<tr>
<td>Other $25.2 M</td>
<td>$20.8 Million</td>
<td></td>
</tr>
</tbody>
</table>

**Total FY 2018**

$160.7 million