Partnership 2010

2006-2007 annual report

visionary investors driving success

Dear Partnership 2010 Investor,

The Nashville-area economy continues to grow, and the momentum it's creating can be felt across all spectrums of the business community, from large corporations to small entrepreneurial operations. But the kind of growth we're experiencing doesn't just happen – it occurs as the result of forward-thinking people working together on a variety of initiatives to create opportunities and take advantage of them. That's what Partnership 2010 is all about, and everyone associated with our team effort should be very proud of the role we're playing in keeping our economic engine firing on all cylinders. I know I certainly am.

We can describe our city's successes in the area of economic development through our accomplishments from the past year in business recruitment and expansion, entrepreneurship and community involvement.

Over the last 12 months, 43 new companies relocated or established major new facilities in the Nashville 10-county region, accounting for 2,435 jobs and nearly $229 million in capital investment.

This past year also brought major expansion announcements of 34 companies (113 percent of our goal), adding 3,380 jobs and nearly $700 million in capital investment.

Partnership 2010 achieved so much this year in the areas of workforce development and education, the cornerstones of our economy. The Nashville region achieved nearly 170 percent of the one-year goal for employment growth in Middle Tennessee; programs for young professionals and employee recruiters, and the results of our higher education impact study were nothing short of a success.

The list goes on. So much accomplished, so much on the agenda for the year ahead.

Sincerely,

Jack O. Bovender, Jr

Jack Bovender
Co-chairman
Partnership 2010
Chairman and CEO
HCA

At the new public square, pictured left to right:
Darrell Freeman, president and CEO, Zycron, Inc., board chairman, Nashville Area Chamber of Commerce;
Ralph Schulz, president and CEO, Nashville Area Chamber of Commerce;
The Honorable Bill Purcell, mayor, Nashville and Davidson County (1999-2007), co-chairman, Partnership 2010;
Jack O. Bovender, Jr., chairman and CEO, HCA, co-chairman, Partnership 2010.
Photo by Dean Dixon Photography.

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"Prosperity is the best protector of principle."
– Mark Twain

Left to right: Wayne Ramprashad, former chief technology officer of ZOI Interactive Technologies; Darrell Freeman; former ZOI chief executive officer Michael Calderone; Ralph Schulz; and ZOI chief executive officer Safa Homayoon.

business recruitment

Partnership 2010, the economic development initiative of the Nashville Area Chamber of Commerce, worked throughout the year to provide hands-on project management assistance to targeted corporate relocations for the Nashville region.

Highlights and Accomplishments:

- 43 new companies relocated or established major new facilities in the Nashville 10-county region, accounting for:
  - 2,435 jobs;
  - $228.9 million in new capital investment; and
  - 3,007,208 square feet leased, purchased or developed for their use.
- Seven sizable companies relocated their headquarters to the Nashville area, including Accelerated Christian Education, Cogent Healthcare, Akzo Nobel Coatings, The Little Clinic, and ZOI Interactive Technologies.
- Partnership 2010's national public relations efforts continued to pay off as Nashville remained in national headlines, with more than 30 high placements for the city in rankings, including:
  - **Hot Cities for Entrepreneurs** – Nashville ranks eighth based on the "entrepreneurial activity index" by *Entrepreneur* magazine;
  - **Top Ten Metro Areas for Per-capita Income Growth** – Nashville ranks third by *Bizjournals*;
  - **Best Large City for Relocating Families** – Nashville ranks second by *Worldwide ERC* & *Primacy Relocation*; and
  - **Best Cities for African-Americans** – Nashville ranks fifth by *Black Enterprise* magazine.
- Partnership 2010 hosted a series of inbound and outbound marketing efforts to showcase the region to top relocation prospects and site consultants, including a three-day focus on the region's business environment centered around the 2006 CMA Music Awards.

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business relocation

The Nashville region continues to attract diverse companies from all parts of the country, maintaining our reputation as one of the nation's hottest cities for corporate relocations.

Relocation Highlights:

Accelerated Christian Education
Davidson County, Nashville
- Corporate headquarters and distribution center for the largest self-paced secondary school curriculum developer in the world
- 200,000 square feet of headquarters and distribution
- 250 jobs

Amer Sports/Wilson Sporting Goods
Wilson County, Lebanon
- 575,000-square-foot distribution center
- 150 additional employees
- National distribution of athletic products

Kirkland's, Inc.
Davidson County, Nashville
- 50-person administrative center
- 20,000 square feet of office, marketing, IT, and administrative space at Two Rivers Business Center in Donelson

Oreck
Davidson County, Nashville
- 20,000-square-foot sales and marketing office
- Downtown Nashville, Bank of America building
- 30 employees

Sanderson Pipe
Montgomery County, Clarksville
- PVC pipe manufacturer
- 152,000-square-foot manufacturing facility
- 100 employees and $25 million invested

Verizon call center.

***Expansion Management* magazine, February 2007**

america's 50 hottest cities

Nashville is ranked again as one of the nation's hottest cities for business relocations and expansions.

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existing business growth and retention

One of the top priorities in the new Partnership 2010 five-year economic development strategy places a greater emphasis on providing hands-on, project management assistance for companies already in the region that have expansion needs.

- 34 companies announced major expansions **(113 percent of goal)**, adding:
  - ***3,380 jobs***
  - **1,011,500 square feet** of new space to be occupied
  - a capital investment of nearly **$700 million**
- 11,476 jobs were retained in the market through the existing business visitation program and through hands-on project management by Partnership 2010 staff, with 700 new jobs added by project-managed companies. Of the companies visited by Partnership 2010 staff, 75 percent have needs related to expansion plans occurring within the next three years.
- Expansions in the largest universities included Vanderbilt University Medical Center, with a $234.4 million expansion of operating rooms and a third tower for critical-care patients, as well as a lease for more than 400,000 square feet of space in the 100 Oaks Mall property.

Expansion Highlights:

AmMed Direct
Davidson County, Nashville
- 280 employees
- $8.6 million investment
- 125,000-square-foot headquarters and distribution center
- Headquarters for mail-order diabetic testing supply company

General Motors
Maury County, Spring Hill
- $225 million renovation investment
- Gearing up for new non-Saturn GM vehicle manufacturing
- 1,300 of the 3,500 hourly employees will continue to work during the production shutdown

Mars Petcare U.S.
Williamson County, Franklin
- 255 new jobs
- Mars Petcare U.S. formed when Mars Inc.'s pet food division merged with Brentwood-based Doane Pet Care
- Headquarters, and research and development

Verizon Wireless
Rutherford County, Murfreesboro
- 214 new jobs
- Existing customer care center

Vought Aircraft Industries, Inc.
Davidson County, Nashville
- 185 new jobs and relocating 1,100 jobs
- $25 million investment
- Manufacturing of wings and aircraft parts for Airbus and Gulfstream
- Retention of a 1,000-person workforce

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international business

A Letter from Partnership 2010 Co-chairman Mayor Bill Purcell:

This past year was especially notable for Nashville's progress in the international arena. The outreach efforts of our local business executives and entrepreneurs have been particularly effective in marketing this region. These ambassadors of Nashville embody the best of our business community.

It was my distinct pleasure to work closely with just such a group this past April, when, as mayor, I led a delegation of Nashville-area business leaders on our first-ever trade mission to China. Our mission proved successful on many levels, from attracting new industry to our area and opening export opportunities for local producers, to developing relationships with key Chinese officials.

Similarly, last September Nashville's health care community undertook a sixth trade mission to Europe. Through meetings with European policymakers and industry leaders, this delegation opened up business opportunities and further cemented our international reputation as a world-renowned center for excellence in health care management. Our ever-growing "sister cities" program offers a natural and welcoming opening into these new arenas, and we have increasingly engaged with our partners in Magdeburg, Germany; Caen, France; and Belfast, Northern Ireland.

Working together, our business, political and civic leadership must continue to pursue Nashville's place in the international community. In doing so, we will keep our region a much-sought-after destination for investment, trade and tourism.

The Honorable Bill Purcell
Mayor, Nashville and Davidson County, 1999-2007

Mayor Purcell led a local business delegation to China in April 2007.

***POLICOM*, August 2006**

2006 economic strength rankings

Nashville-Davidson-Murfreesboro MSA ranks No. 2 nationally for economic strength based on long-term tendency to grow in size and quality.

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international business

Highlights and Accomplishments:

- The Chamber conducted two highly successful international trade missions:
  - **Health Care Trade Mission to Warsaw, Poland, and Vienna, Austria:** Twenty-one delegates representing all aspects of the health care industry visited Warsaw and Vienna on the Nashville Health Care Trade Mission in September 2006. The trip, a partnership between the Chamber and the Nashville Health Care Council, included meetings with 32 Polish and Austrian health care leaders over a one-week period.
  - **China Trade Mission:** Mayor Purcell led a large local business delegation to China in April 2007, with 38 delegates visiting Beijing, Taiyuan and Shanghai.
- Hosted trade delegations in Nashville, including:
  - Guangdong, Shanxi and Shanghai in China;
  - the United Kingdom; and
  - the Kurdish Development Corporation.

International Business Council program offerings for the year included:

- Four IBC luncheon briefings attracting 207 Nashville-area international business professionals, four China business group breakfasts attracting 187 attendees from the Nashville area with existing or potential business interests in China, and five seminars and workshops attracting 238 attendees. Topics included Business in Japan, U.S. Harmonized Codes, Financing International Transactions, UCP600, and Immigration.

Left to right: George Bishop, Ambassador Victor Ashe and Tom Cigarran on the Health Care Trade Mission in Warsaw, Poland.

workforce development and higher education

Highlights and Accomplishments:

- Projects that work to attract and retain highly skilled and highly educated workers to the Nashville region with an emphasis on young professionals:
  - **Young Professionals Day:** The second annual YP Nashville Day brought together more than 150 young professionals to learn and interact with key community leaders and engage in important community issues.
  - **The Nashville Emerging Leaders Awards:** The NELAs were launched in the spring of 2007. Young professionals in 12 industry sectors were recognized at a special event in September 2007.
  - **"Cool School" and JobsLink programs:** Cool School continued to educate employee recruiters and human resource professionals on how to sell Nashville as a "cool community" and to retain talent by engaging them in the many recreational and entertainment opportunities in the region. More than 60,000 visitors search for jobs in the region each month through the Chamber's community job-search Web site, www.NashvilleJobsLink.com.
- **Small Learning Community grant:** The Chamber is engaged in efforts related to a $6.5 million Department of Education Small Learning Community grant, which will establish career-themed academies in eight Metro high schools around broad career themes, including Partnership 2010 target industry sectors.

Higher Education Results:

- **Higher Education Economic Impact Study:** The Chamber released the Middle Tennessee Higher Education Economic Impact Study in November 2006. The study quantified that our higher education industry has an **annual economic impact of $5.5 billion in our region**.
- **Nashville State Community College funding:** Chamber leadership was key in dramatically increasing capital funding for Nashville State Community College. In fiscal year 2006-'07, $16 million was allocated for a new classroom building and $13 million was allocated in the state's fiscal year 2007-'08 budget for campus renovations.

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collaborating partners and affiliates

The Partnership works with a number of partners throughout the community on a day-to-day basis to grow the economic prosperity of our region.

- **The Nashville Health Care Council**, an affiliate of the Chamber since 1995.
  - **Economic development collaborations:** The Nashville Health Care Council and the Chamber's economic development team collaborate every day on major business relocations and expansions by health care players into the Middle Tennessee area.
  - **Health Care Trade Mission collaborations:** The Nashville Health Care Council and the Chamber partnered on their 10th successful Health Care Trade Mission in 2006.
- **The Nashville Technology Council**, established through a Chamber partnership in 1999.
  - **Recruiting IT workers collaboration:** The Chamber's economic development group partnered with the Nashville Technology Council on production of a special publication targeting the recruitment of IT workers to the Nashville region, which was issued by *Business Tennessee* magazine.
  - **Co-location and fiber-mapping strategies:** The economic development group is also working with the Nashville Technology Council on strategies to ensure that the region has the appropriate infrastructure of fiber and co-location offerings to serve the needs of relocating and expanding companies in the region.
- **Alignment Nashville** has been housed and supported by the Chamber since 2004.
  - Facilitates community-wide collaboration in support of Metro schools' strategic plan to improve student achievement.
  - Partnership 2010 funding allowed the Alignment to fund teacher training to expand the highly successful "Developing Community Leaders" classes from two pilot high schools to nine more high schools in the 2007-'08 school year.

***Fortune*, May 2007**

top mba employers

Nashville ranks No. 8 nationally based on the percentage of MBA candidates who voted where they would most like to work.

relocations and expansions

July 1, 2006 - June 30, 2007

relocations

Accelerated Christian Education
Davidson

Akzo Nobel Coatings
Davidson

Al's Garden Art
Maury

Amerigo (corporate HQ)
Williamson

BDO Seidman, LLP
Davidson

Carlton Homes
Wilson

Ceres Terminals
Davidson

Chava Produce
Rutherford

Clark Distribution Systems, Inc.
Davidson

Cogent Healthcare
Davidson

Connecticut School of Broadcasting
Davidson

Covington Detroit
Davidson

Davaco
Davidson

Energy Developments
Davidson

G.F. Puhl Company
Sumner

Guardian Home Health Holdings
Williamson

Howling Music
Williamson

Huskey Truss
Rutherford

Ignify
Davidson

Insequence
Rutherford

Integrity Nutraceuticals International
Maury

Joseph Decosimo and Co.
Williamson

Kenwal Steel Corp.
Wilson

Kirkland's, Inc. (administrative offices)
Davidson

Kitty Hawk, LLC
Maury

Logi Warehousing
Robertson

Maritz
Williamson

ModusLink
Rutherford

Northpointe Lending
Davidson

Oreck (sales and marketing)
Davidson

Petal Decorative Accents
Robertson

PricewaterhouseCoopers
Williamson

Printing Technology Inc.
Maury

Regions Bank (data center)
Davidson

Ricoh
Davidson

Rust Records
Davidson

Sanderson Pipe
Montgomery

Sugar Hill Records
Davidson

The Little Clinic (HQ)
Williamson

Amer Sports/Wilson Sporting Goods
Wilson

ZOI Interactive Technologies
Davidson

expansions

Accredo/Hemophilia Health Services
Davidson

Affiliated Computer Services
Davidson

AmMed Direct
Davidson

Anchor Bolts and Fasteners LLC
Cheatham

Comcast
Davidson

Cummings Signs
Davidson

Delek US Holdings, Inc.
Williamson

Dell, Inc.
Wilson

Ford Motor Credit (Primus)
Williamson

GM Spring Hill Manufacturing/Saturn
Maury

Homax
Cheatham

Marangoni Tread North America Inc.
Davidson

Mars Petcare U.S.
Williamson

Psychiatric Solutions
Williamson

Springs Global U.S. Inc.
Davidson

Store Opening Solutions
Rutherford

Tennessee Mat
Rutherford

Thomas Nelson
Davidson

Vanderbilt University Medical Center
Davidson

Verizon Wireless
Rutherford

Vought Aircraft Industries, Inc.
Davidson

All relocations and expansions were publicly reported between the dates of July 1, 2006, and June 30, 2007.

Nashville International Airport.

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Partnership 2010 progress report

July 1, 2006 - June 30, 2007

2006-2011 metrics (Five-year goals)	2006-2007 goal	2006-2007 actual	percent of one-year goal achieved
Objective 1			
Employment growth of 1.5% per year in the region	11,500	19,386	168.6%
Objective 2			
Maintain average unemployment rates below 5% each year	<5.0%	4.2%	100.0%
Objective 3			
Population growth of 2% per year in the region	31,752	33,602	105.8%
Objective 4			
Increase real per capita personal income at a rate that exceeds the CPI index by 0.5%	$1,353	$1,842	136.1%
Objective 5			
Recruit new employers to Middle Tennessee, with focus in target sectors			
Total relocations	30	43	143.3%
Percent of relocations in target sectors (HQ, advanced manufacturing, logistics, health care, entertainment)	75.0%	83.0%	110.7%
Objective 6			
Support the expansion of small and existing businesses			
Total expansions (announced and in-process)	30	34	113.3%
% of expansions in target sectors	75.0%	81.0%	108.0%
Hands-on assistance to local companies by Partnership 2010 staff			
Jobs retained		11,476	
Jobs added		700	
Total jobs		12,176	

jobs and investment scorecard

Total number of tracked relocations and expansions	Jobs created by tracked relocations and expansions	Capital investment made by relocating or expanding companies	Square footage of new space occupied by relocating and expanding companies
77	5,815	$900,495,000	4,018,708
Relocations: 43 Expansions: 34	Relocations: 2,435 Expansions: 3,380	Relocations: $228,995,000 Expansions: $671,500,000	Relocations: 3,007,208 Expansions: 1,011,500

Source: Nashville Area Chamber of Commerce, Research Division, 2007

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Partnership 2010 budget 2006-2007

Five-year economic development objectives	2006-2007 expenditures
Diversified Sustainable Economy	
"The region will have a strong diversified economy that generates quality jobs and improves the standard of living for its residents."	
Business recruitment and marketing the region as a business location	$1,081,300
Business expansion and retention	$287,617
International business	$586,080
Education and Workforce Development	
"The region's existing and future workforce will have the skills and education levels necessary for success in the jobs of the future."	
Education	$391,172
Workforce development	$322,605
Innovation and Entrepreneurship	
"The region will have a culture of innovation and entrepreneurship that is nurtured by businesses, universities and economic development entities."	
Innovation and entrepreneurship	$96,600
Infrastructure Development	
"The region will invest in infrastructure and planning necessary to improve the quality of life for new and existing residents and businesses."	
Advocacy, transportation and infrastructure	$376,936
Investor Relations	
Keeping Partnership 2010 investors involved and informed	$268,665
Total Expenses	**$3,410,975**

Country Music Hall of Fame and Museum.

past partnership chairs

2005-2007
Jack O. Bovender, Jr.
HCA

2004-2005
Tom Beeman
Saint Thomas Health Services

2001-2004
Beth Mooney
AmSouth Bank

2000-2001
Marty Dickens
AT&T

1999-2000
Terry London
Gaylord Entertainment Company

1998-1999
Doyle Rippee
Morgan Keegan & Company

1997-1998
Rob McCabe
Pinnacle Financial Partners

1996-1997
Craven Crowell
Tennessee Valley Authority (retired)

1995-1996
Clayton McWhorter
Clayton Associates, Inc.

1994-1995
Owen (Bob) G. Shell, Jr.
Bank of America (retired)

1993-1994
Dennis C. Bottorff
Council Capital Management

1992-1993
Richard W. Carden
Arthur Andersen (retired)

1990-1992
Thomas J. Sherrard
Sherrard & Roe, PLC

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Partnership 2010 lead investors **$100,000+**

AT&T
Bank of America
Bass, Berry & Sims PLC
Boult, Cummings, Conners & Berry, PLC
Caterpillar Financial Services Corp.
CVS Caremark Corp.
Dell, Inc.
Deloitte & Touche LLP
Dollar General Corporation
First Tennessee
Gaylord Entertainment
Genesco, Inc.
HCA
Ingram Industries, Inc.
Louisiana-Pacific Corp.
Metropolitan Government of Nashville/ Davidson County
Metropolitan Nashville Airport Authority
Nashville Electric Service
Nashville Gas Company
Nissan North America, Inc.
Regions Bank
Saint Thomas Health Services
SunTrust Bank
Tennessee Valley Authority
The Frist Foundation
The Tennessean
Tractor Supply Company
Vanderbilt University
Waller Lansden Dortch & Davis, PLLC

Partnership 2010 lead investors **$75,000-$99,999**

Adams and Reese, LLP
Allstate Insurance Company
Asurion
Baker, Donelson, Bearman, Caldwell & Berkowitz, PC
The Bank of New York Mellon
Bell and Associates Construction, LP
Bob Parks Realty, LLC
Branch Banking & Trust Co.
Bridgestone Americas Holding, Inc.
Central Parking Corporation
CLARCOR
Colliers Turley Martin Tucker
Corporate Express
Country Music Association
Crescent Resources, LLC
Cricket Communications
Delek US Holdings, Inc.
Delta Dental of Tennessee
Earl Swensson Associates, Inc.
Ernst & Young LLP
Fifth Third Bank
Gresham Smith & Partners
Interior Design Services, Inc.
Keller Williams Realty
KPMG LLP
Lattimore Black Morgan & Cain, PC
National City Bank
Ogletree, Deakins, Nash, Smoak & Stewart, PC
Pinnacle Financial Partners
Tennessee Titans
Turner Universal Construction Company
Wachovia
Whirlpool Corporation

Partnership 2010 investors

ADS Security
Alex S. Palmer & Company
Alfred Williams & Co.
American Constructors, Inc.
AmSurg
Andrew W. Byrd & Co., LLC
APEX & Robert E. Lee Moving and Storage
Armstrong Relocation
Athena Company
Atkinson Public Relations
Avenue Bank
Balfour Beatty Construction
BancorpSouth
The Bank of Nashville
Barge Waggoner Sumner & Cannon, Inc.
Beaman Automotive Group
Belmont University
BlueCross BlueShield of Tennessee
BOHAN Advertising / Marketing
Boyle Nashville, LLC
Brasfield & Gorrie, LLC
Bryan, Pendleton, Swats and McAllister, LLC
Burr & Forman LLP
C.B. Ragland Company
Carter Lankford CPAs P.C.
CB Richard Ellis
The CFP Group, LLC
CH2M Hill Lockwood Greene
Chas. Hawkins Co., Inc./ CORFAC International
Cheatham County Joint Economic and Community Development
City of Franklin
City of Gallatin Economic Development Agency
Clarksville-Montgomery County Economic Development Council
Coldwell Banker Barnes
Coldwell Banker Commercial Acumen Realty
Coldwell Banker Commercial - Professionals
Comcast
Concord Homes
Corporate Real Estate Advisors

Corrections Corporation of America
Crosland Tennessee, LLC
Crye-Leike Relocation Services
Cummins Station/DZL Management Co.
Custom Corporates, Inc.
D. F. Chase, Inc.
Designhouse LLC
Dickson County Chamber of Commerce
Doster Construction Company, Inc.
Doubletree Hotel Nashville
Duke Realty Corporation
DWC Construction Company, Inc.
Dye, Van Mol & Lawrence, Inc.
Eakin Partners, LLC
Everton Oglesby Architects PLLC
Facility Planners, Inc.
Fairvue Plantation
Fastsigns
FirstBank
First Horizon Insurance
Forward Sumner Economic Council
Fowlkes and Associates Architects, Inc.
Frasier, Dean & Howard, PLLC
Fridrich & Clark Realty, LLC
Frost Brown Todd LLC
Giarratana Development LLC
Girl Scout Council of Cumberland Valley
Greater Nashville Assoc. of Realtors, Inc.
Grubb & Ellis/Centennial
Hall Strategies, LLC
Halo Properties, LLC
Hardaway Construction Corp.
Hart-Freeland-Roberts, Inc.
Hastings Architecture Associates, LLC
Hawkins Development Company
Healthways Inc.
Heery International, Inc.
The Hermitage Hotel
Highwoods Properties
Hilton Nashville Downtown
Horrell Company
The HR Group, LLC
HST Interior Elements
I. C. Thomasson Associates, Inc.
Interior Design & Architecture Inc.
IRIS Networks, LLC
J. E. Crain & Son, Inc.
Jack B. Turner and Associates
Joint Economic and Community Development Board of Wilson County
Journal Communications Inc.
Katcher Vaughn & Bailey
Kingery & Associates
Knestrick Contractor, Inc.
Kraft CPAs PLLC
Kroger
Lee Company
Lee Hecht Harrison, LLC
LifePoint Hospitals, Inc.
LifeWay Christian Resources
The Lipman Group | Sotheby's International Realty
Lipscomb University
Littlejohn Engineering Associates, Inc.
LoJac Enterprises Inc.
Lovell Communications, Inc.
Management Solutions Group
Marsh USA, Inc.
Matteson-Hudson Construction Company
Maury Alliance
Mayer Electric Supply Company, Inc.
McNeely Pigott & Fox Public Relations, LLC
Miller & Martin, PLLC
Modular Designs
Morgan Keegan & Company
NAI Nashville
Nashville Business Journal
Nashville City Center Limited Partnership
Nashville Commercial | Cushman & Wakefield Alliance
Nashville Office Interiors
Nashville Predators
Nashville State Community College
Neel-Schaffer, Inc.
Now Leasing, LLC
O'Charley's Inc.
Ozburn-Hessey Logistics
Panattoni Development Company
Phoenix Holdings Inc.
PrimeTrust Bank
Prudential Woodmont Realty
Purity Dairies Inc.
R. E. West, Inc.
R.C. Mathews Contractor/The Mathews Company
Ragan-Smith Associates, Inc.
Randstad USA
Renaissance Nashville Hotel
Renasant Bank
Right Management
RJ Young Company
Robert Orr Sysco Food Services, LLC
Robert S. Biscan & Co.
Robert W. Baird & Company, Inc.
Rogers Group, Inc.
Royal Cup Coffee
Rutherford County Chamber of Commerce
Seigenthaler Public Relations
Sherrard & Roe, PLC
Shirley Zeitlin & Company Realtors
Skanska USA Building, Inc.
Smartspace, Inc.
Smith Seckman Reid, Inc.
Solomon Builders, Inc.
Southeast Venture LLC
Southern Land Company
Southwestern/Great American, Inc.
Spherion Corporation
SSOE, Inc. Architects • Engineers
Stites & Harbison, PLLC
SunGard Availability Services LP
Synergy Business Environments
T. W. Frierson Contractor, Inc.
Technical Innovation
Thomas, Miller & Partners, LLC
Time Warner Telecom
Tuck Hinton Architects
Turner & Townsend
Union Station - A Wyndham Historic Hotel
United Methodist Publishing House
United Way of Metropolitan Nashville
US Bank, NA
Wieck Construction, LLC
Williamson County Economic Development Office
Wood Personnel Services
Work & Greer, PC
Worth Properties, LLC
Wright Travel, Inc.
Wyatt, Tarrant & Combs, LLP
YMCA of Middle Tennessee
Zycron, Inc.

Nashville skyline.

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the year ahead: Partnership 2010 new initiatives

The Entrepreneurship Project: Efforts to nurture local entrepreneurs are critical components of Partnership 2010's new economic development strategy. The Entrepreneurship Project will:

- Form a task force to build an entrepreneurship agenda that strengthens the growth, retention, and attraction of high-growth, fundable, scalable entrepreneurial ventures;
- Analyze the strengths and weaknesses of Middle Tennessee's entrepreneurial offerings for high-growth ventures, benchmark against peer communities, and identify opportunities for greater support; and
- Create a local and national marketing campaign promoting the strengths and successes of Middle Tennessee as an entrepreneurial center.

Nashville Area Labor Market Study: A comprehensive Nashville Area Labor Market Study will be completed in November 2007. This study will identify the region's current and future workforce needs along with the existing labor market capacity and the region's education and training assets.

A College Graduate Retention Committee will implement several new strategies to connect our area college graduates with employers in the region. In addition, a college internship program will be developed that can be easily adopted by area employers and is approved by the region's colleges.

A Business Engagement Committee will work with Metro schools to develop connectivity between the career/ thematic academies that are being established in eight comprehensive high schools. Business engagement will focus on bringing career exploration and relevancy to the high school classroom.

the year ahead: Chamber new initiatives

- **The Prosperity Project:** The community action team of the Chamber will produce a new tool that will capture a wide cross-section of local social and community indicators that are used to portray Nashville's overall status in many facets of life, and offer guidance on areas of deficiency and deterioration. The purpose of the project is to serve as a catalyst for positive community change in Nashville.
- **Enhancements to the Chamber's online membership directory** will bring members more opportunities to promote their products and services to fellow members and the general public.
- **The Small Business Council will launch a new CFO Roundtable program** for financial executives who are looking for a confidential, impartial board of advisers who will help them share best practices and information about the financial management of organizations.
- **Membership growth:** In February, the Chamber will intensify its focus on growing when 35 volunteer community teams come together to bring more than 250 new members into the Chamber.
- **Two inaugural networking events, Networking Nines and 12@12**, will create new ways for members to connect and build relationships with other business members.
- **Area Business Councils:** Working to strengthen the impact the Area Business Councils have in their communities, each will focus resources on the short- and long-term priority issues identified at their planning summits held during fall 2007.

Partnership 2010
An initiative of the Nashville Area Chamber of Commerce
211 Commerce Street • Suite 100
Nashville, TN 37201
nashvilleareainfo.com

COC2K/OCT2007

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