

SOUTHEAST INDUSTRIAL DEVELOPMENT ASSOCIATION

2008 ANNUAL REPORT



Power & Partnerships

SEIDA 2008 Annual Report Card

SEIDA has been a regional source for sites, facilities and financing since 1989. SEIDA staff work with both the public and private sectors to facilitate new and expanding industrial development to generate job and financial growth in southeast Tennessee, north Georgia and southwest North Carolina. 2008 was a banner year as members of the Association partnered with regional economic developers to facilitate new capital investments totaling \$1,320,491,300 while maintaining & generating 5,914 jobs for the SEIDA region.

Industrial Recruitment & Expansions

Number of New Locations	10
Number of Existing Industry Expansions	16
Existing Industry Outreach	79
Number of Prospect Site Visits	29
New Capital Investment	\$1,320,491,300
Estimated Number of Jobs Created/Retained	5,914

MARKETING & ATTRACTION ACTIVITY

- SEIDA maintains data on over 300 sites and facilities across the region. Aerial photography of 46 sites and facilities was updated during the 2008 flyover.
- Developed extensive data collection on 29 potential VW supplier sites across the region.

SEIDA's Website Activity - YTD

Total Page Views	16,133	Building/Land Searches	1,462
County Profile Page Views	3,976	Financing Searches	1,165

- Upgraded website to include listing of sites and facilities under 10 acres and 10,000 sq. ft.
- Adopted the American Public Works Association's color code for identifying properties
- Established a secure/controlled ftp site to use in transferring large amounts of project information to inquiring parties.
- Coordinated the publication of 15,000 copies of the 4th edition of the Southeast Resource Magazine.

SEIDA was an invited partner on Tennessee's trade mission to Germany. The delegation participated in three forums for Volkswagen suppliers and traveled to five cities in Germany to meet with potential industrial suppliers. During the international visit, the SEIDA staff contacted 42 potential suppliers. Over 100 flash drives containing a copy of the 2008 Southeast Resource magazine, regional marketing materials and pictorial account of the SEIDA region were disseminated to international companies.

WORKFORCE — Workforce Development funds supported existing industries to help them remain competitive by training their new and existing employees:

- More than \$750,000 helped train 402 new employees through the On-the-Job-Training program for 38 businesses
- \$326,000 was secured in Incumbent Worker funds to improve the skills of 800 employees in 11 companies.

PROJECT FINANCING — 2008 industrial project financing consisted of 14 infrastructure grants totaling \$337,842,000 of capital investment resulting in 2,918 jobs. Small business and industrial project financing utilizing EDA/RLF funds processed in 2008 resulted in 4 loans totaling \$310,000 creating 23 jobs for a total investment of \$1,415,000.

SPONSORSHIPS — SEIDA was a proud sponsor of the following events during 2008

Corridor K Economic Development & Transportation Study	Economic Development Partners Dinner
IEDC Annual Meeting in Atlanta	ED Professional Briefings —International Protocol & Etiquette
Tennessee Valley Technology Corridor Summit	Tri-State Regional Workforce Alliance



Southeast Industrial Development Association

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