

Newsletter

MCEDA SELECTS VISION FIRST ADVISORS TO CONDUCT COUNTY ECONOMIC DEVELOPMENT ASSESSMENT



Ken Oilschlager MCEDA

The Madison
County Economic
D e v e l o p m e n t
A u t h o r i t y 's
(MCEDA) Board
of Directors has
selected VisionFirst
Advisors, led by Gray
Swoope, to conduct a
competitive economic

development assessment of the county.

"For nearly 40 years, MCEDA has experienced great success and been considered a leader in local economic development. Today, the competition for jobs and private capital is increasingly more difficult, which is why the MCEDA Board selected VisionFirst Advisors to help us evaluate our past efforts and results, adjust our ongoing initiatives to market conditions and plan new strategies for the future to remain competitive," said Ken Oilschlager, MCEDA Interim Director

To kick-off the assessment, VisionFirst will be conducting interviews with local stakeholders all areas of the County beginning with the Madison County Board of Supervisors and its ally and partner, the Madison County Business League and Foundation as well as launching an online survey to gather input from the community. In addition to gathering local feedback, VisionFirst will compare Madison County to other similar counties as well as the nation using demographic research and outlining best practices in economic development activities. After accumulating and analyzing information collected in the interviews and online survey as well as the research, benchmarking data and other sources, the VisionFirst team will compile the key findings and overview of the current conditions, ultimately addressing the question, "Where is the community now and where does it want to go?"

"With more than 90 years of experience in our firm, we understand the key to the successful implementation of any economic development strategy is ensuring the community is engaged in every part of the process," said Gray Swoope, President and CEO of VisionFirst Advisors and former executive director of Mississippi Development Authority and Florida Secretary of Commerce. "We are excited to be an extension of the MCEDA team over the next several months to work with the county's leaders and businesses to develop an assessment that will help foster job creation and capital investment in the area."

The final step in the process will include VisionFirst developing a comprehensive assessment to connect and focus all of Madison County's economic development offerings and stakeholders towards a single core purpose. The core purpose will provide a clear course of action, milestones and a means of knowing when Madison County has achieved its objectives. The overarching goals, strategies and tactics will build upon the community's resources and infrastructure to strategically direct the county's efforts to grow jobs, support businesses and build a collaborative network to expand economic opportunity.

The final assessment will be presented to the MCEDA Board of Directors in early 2017.

About MCEDA:

Madison County Economic Development Authority's (MCEDA) mission is to assist our existing businesses and attract new investments and higher paying jobs to Madison County to increase the county's tax base and improve the quality of life and economic wealth of its citizens. MCEDA accomplishes that mission by offerings a broad array of economic development,

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business development, and corporate site location assistance services to new and expanding businesses and industry. www. madisoncountyeda.com.

About VisionFirst Advisors:

After 30 years of leading public and private economic development organizations in three different states, Gray Swoope helped launch Vision First Advisors, LLC, an economic development consulting company focused on location advisory services, economic development strategy, organizational management and result-driven marketing and communications. To learn more about Vision First visit www. vision first advisors.com.

Ken Oilschlager, Interim Director Madison County Economic Development Authority 601.605.0368 ken@madisoncountyeda.com

SAVE THE DATE! PUBLIC SAFETY BREAKFAST FORUM



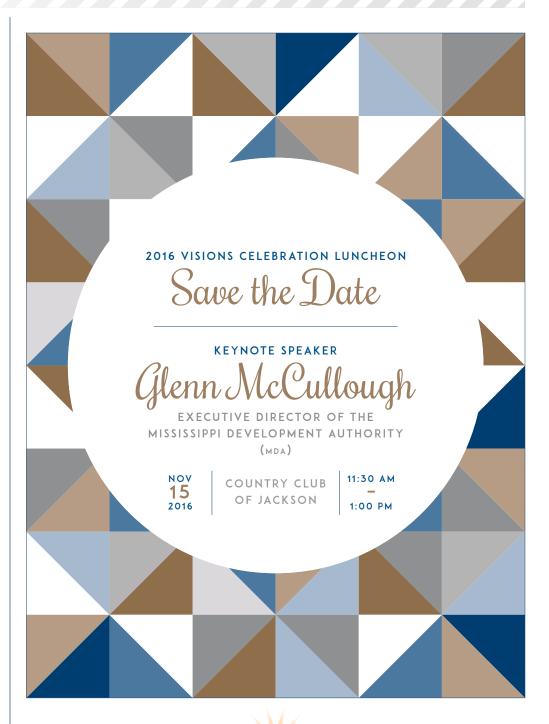
Dr. Lou Marciani USM

The Madison County Business League & Foundation invites you to attend a Public Safety Breakfast Forum on Tuesday, October 18, 2016, from 8:00 AM– 9:30 AM, at the Nissan Training Center (map at-

tached). The doors will open at 8:00 AM for a buffet breakfast and networking. The program begins promptly at 8:30. Dr. Lou Marciani, Director of the National Center for Spectator Sports Safety and Security (NCS4) at The University of Southern Mississippi, will be the keynote speaker.

With the threat of violence in today's world, I believe that our businesses, churches, schools, homes and community should be proactive in preparing for any crisis that may strike Madison County! Dr. Marciani's work at the Center focuses on the development and implementation of risk management, incident management, and evacuation training. He collaborates with professional sport leagues, intercollegiate and interscholastic athletics, marathon events, along with professional associations, private sector firms and government agencies to address the issues constituting potential, actual threats and risks to the ongoing security and safety of spectators at sporting events, event venues and other large gatherings. He gathers the latest knowledge, technology and strategies to deal with today's safety and security challenges and solutions. NCS4 is a critical resource for sport venue managers, event managers, first responders and other key stakeholders. His topic will apply these techniques to our community needs.

Please join us for this most interesting and important forum. Please RSVP no later than Friday, October 14, 2016. Tickets are \$25.00 and can be purchased by clicking on http://madisoncountybusinessleague.com/sponsor. (No charge for Pillar Sponsors or elected officials).



THE MISSION OF THE MADISON COUNTY BUSINESS LEAGUE & FOUNDATION

"The mission of the Madison County Business League & Foundation is to bring together, under one organization, the voice of numerous entities in order to establish a clear and concise message for the future. This organization, which is comprised of elected, appointed, business, and individual leaders of Madison County, will enable all partners in business and economic development to participate collectively in bringing together the overall vision for Madison County. Simply put...one vision, one voice."

WORKFORCE READINESS BREAKFAST FORUM -WEDNESDAY, SEPTEMBER 28, 2016



Dr. Jim Haffey, President of Holmes Community College, was the keynote speaker for a breakfast forum on Wednesday, September 28, 2016, from 8:00 – 9:15 at the Embassy Suites Hotel in Ridgeland, MS.

Dr. Haffey addressed the role of Holmes CC in the Work Ready Communities (WRC) initiative being implemented by MCEDA, the state and throughout the country to measure the skills gap of our workforce. Participating in WRC empowers states, regions, and counties with data, process and tools that drive economic development. Madison County can identify both skills gaps and quantify the skill level of our workforce. This helps educators build career pathways aligned to the needs of business and industry and it also helps Madison County stand out and be recognized for its workforce development efforts; thus, creating a tremendous economic development advantage in recruitment efforts!

Interim MCEDA Executive Director, Ken Oilschlager, explained the importance of the business community supporting the initiative. MCEDA Business Development Manager, Danielle Winningham, and Holmes Community College VP Mike Blankenship assisted in the presentation.

ACT WORK READY COMMUNITIES



Danielle Winningham Business Development Manager MCEDA

A strong workforce is a tremendous economic development advantage. When companies consider expanding or relocating, access to a skilled labor pool is key to the decision-making process. In order to compete for new jobs and capital investment, states and communities have to be aggressively proactive to not only quantify the workforce, but also prove that the workforce is qualified.

Capital investment necessitates a strong confidence in the workforce's ability to support new skilled jobs. So, how do we position Madison County's workforce to compete for available and new jobs?

By participating in the ACT Work Ready Communities [WRC] initiative, Madison County can identify skill gaps and quantify the skill level of our workforce. This helps educators build career pathways aligned to the needs of business and industry -- and it also helps our community stand out and be recognized for its workforce development efforts.

What is an ACT Work Ready Community? ACT Work Ready Communities (WRC) empowers states, regions and counties with data, process and tools that drive economic growth. Participants are leveraging the National Career Readiness Certificate (NCRCTM) to measure and close the skills gap — and building common frameworks that link, align and match their workforce development efforts. Here is a short YouTube video that explains the Work Ready Communities initiative: https://www.youtube.com/watch?v=cKhpRy6hTLk

How can you help? Employers embracing a common language around workforce skill requirements are a crucial part of the Work Ready Communities effort. Community goals include a measure of business engagement. Madison County's goal is to have 128 supporting employers. Please take time to indicate your company's support of this initiative and help Madison County become a Work Ready Community by visiting this link http://workreadycommunities.org/business/form and filling out the requested information.

This chart shows Madison County Goals for the NCRC test and Actual NCRC testing that is complete. Based on our demographics, ACT assigned the goals. These NCRC results will help us as economic developers to communicate to site selectors and potential employers that we have a highly skilled workforce. In the past, it

Workforce	Goals	Actual NCRC	
Emerging	177	19	
Current	26	24	
Transitioning	227	28	
Totals	430	71	
Workforce category not identified		0	
Total NCRC		71	
	Goals	Actual	
Employers Supporting	128	6 🗓	
Participating counties will have two years to complete goals			

has been hard to quantify our workforce. It was more of a "take my word for it" kind of thing. However, the NCRC is a credential that companies nationwide consider in their location and expansion decisions. The certification provides a quantifiable measure of how many qualified workers make up our local workforce. The credential will separate our community so that we will be able to not only talk about our skilled labor availability, we will be able to demonstrate the available skill sets.

MADISON COUNTY BUSINESS LEAGUE & FOUNDATION ELECTS NEW DIRECTORS

CANTON – Rodney Grogan and Donna A. Sims have been elected to four-year terms on the Madison County Business League & Foundation Board of Directors.



Rodney Grogan is currently the President of MMC Materials, Inc., a ready-mix concrete company. He graduated from the University of Alabama with a Bachelor of Science degree in Aerospace Engineering and a Master of Business Administration degree. Mr. Grogan's involvement includes serving as a Statewide Board Member for the Fellowship of Christian Athletes and the Board of Directors for both the

Mississippi Roadbuilders Association and the National Ready Mix Concrete Association.



Donna A. Sims is President of the Madison County offices of BankPlus and is responsible for the management and overall administration of the offices located in Madison, Ridgeland, Canton, Gluckstadt, Nissan, and Flora. Sims, who began her banking career in 1982, is a Starkville native and graduate of Mississippi State University, the Mississippi School of Banking at the University of Mississippi, and

the American Bankers Association's Consumer and Commercial Lending Schools at the University of Oklahoma.

Active in her community, Sims serves as Chairman of the Board of Directors of the Greater Jackson Chamber Partnership which includes the eight counties of Hinds, Madison, Rankin, Warren, Simpson, Copiah, Leake, and Attala. She has served on the board of St. Dominic's Hospital since 2007 and is currently chairman of its Finance Committee. Sims is serving as Past-Chairman of the Board of Special Olympics Mississippi and was awarded the Pat Fordice Volunteer of the Year award for that organization. She serves as Past President and currently serves as Secretary of the Board of Directors of Willowood Developmental Center. She is also serving on the Board of the Madison County Community Trust. Sims is currently serving on the Executive Leadership Team of Go Red for Women and is incoming Chair of the 2018 Go Red for Women Champaign. She is also a member of Century Club Charities.

Sims has served on the Board of the Madison County Foundation where she also served as Chairman, and in 2005, was awarded the Brance Beamon Award, the Madison County Goodwill Award given by that organization. Additionally, she has served as President and on the Board of Directors of the Madison County Chamber of Commerce and was selected as Volunteer of the Year for that organization. Sims also served as President of the Board of Directors of Madison the City Chamber of Commerce. She served on the Board of Trustees for United Way of the Capital Area for many years and was the Chair of the 2005 United Way Campaign for the Capital Area. Chosen as one of the 50 Leading Business Women of Mississippi in 2002, Sims was chosen as a finalist for Business Woman of the Year in 2003. A graduate of Mississippi's Economic Council's Leadership Mississippi and Leadership Madison County, Sims has also served on the Board of Trustees for the County organization.

Other boards Sims has served on include: Advisory Board for The Center for Violence Prevention, ARK animal rescue kennel in Madison, The Attic Youth Center, Advisory Board for the Junior Auxiliary of Madison-Ridgeland, and the Dropout Prevention Team for the Madison County School System.

Ms. Sims and Mr. Grogan will be joining the current board of directors which includes Tina Lakey, CenterPoint Energy; Sam Kelly, Brunini Grantham Grower Hewes; Phil Buffington, Adams & Reese; Dr. Don Burnham, Holmes Community College; Terrell Knight, C Spire; Barney Daly, Trustmark; Trace Swartzfager, St. Dominic Health Services; Brad Maley, BancorpSouth; Brad McMullan, bfac.com; Jim Smith, Merrill Lynch; Calvin Harris, MCEDA Appointee; Dr. Dwight Luckett, MCEDA Appointee; Doug Jones, MCEDA Appointee.

The Madison County Business League & Foundation was created in 2008 by the Madison County Economic Development Authority (MCEDA) and the Madison County Board of Supervisors to promote economic planning and development.

For more information about the MCBL&F, contact Jan Collins, Executive Director, at 601-832-5592 or collins.janOl@gmail.com.

MADISON COUNTY ECONOMIC INDICATORS 2016 REPORT

The Madison County Business League & Foundation engaged the Trent Lott National Center for Economic Development and Entrepreneurship at the University of Southern Mississippi to prepare the 2016 Madison County economic indicators. A formal presentation of this report by the Chairman of the USM Economic Development Department, Dr. William Smith, was given at the June MCEDA Board meeting.

LINKS TO REPORTS/DOCUMENTS

* MADISON COUNTY ECONOMIC IMPACT ANALYSIS 2016 *

MCBL&F ONLINE CHARGE PAYMENTS

The Madison County Business League & Foundation is proud to introduce online charge payments for membership dues renewal, event sponsorship and event tickets.

LINK TO PAYMENTS PAGE

* http://madisoncountybusinessleague.com/sponsor *

SUMMER CELEBRATION



The Madison County Business League & Foundation hosted a "Summer Celebration" on Tuesday, June 14, 2016, at the Jackson Yacht Club. Members, guests and elected officials had an opportunity to network and meet Interim MCEDA Executive Director Ken Oilschlager.

Guests enjoyed music provided by the Raphael Semmes Island Trio. The exotic tropical floral arrangements were created by Green Oak Floral & Garden Center. And, a beautiful view of the Madison County side of the Ross Barnett Reservoir at sunset!

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COFFEE WITH SENATOR WICKER LUNCHEON



The Madison County Business League & Foundation was honored to host U.S. Senator Roger Wicker at the 2016 "Coffee with the Senator" luncheon on August 30, 2016, at the Country Club of Jackson.

The 112th Military Police Battalion presented the colors, Incoming Adjutant General of the Mississippi National Guard Durr Boyles led the pledge of allegiance to the American flag, the national anthem was sung by vocalist Derrick Burt and Bishop Jerry Dillon offered a powerful invocation. C Spire CEO Hu Meena

introduced Senator Wicker. Derrick Burt closed the event with a rousing rendition of Proud to be an American. Raphael Semmes and his jazz ensemble entertained the 400 members, guests and elected officials with their Mississippi born and raised talents!



MEMBERSHIP SPOTLIGHT BARRETT DESIGN STUDIO: OUR STORY





Celia Barrett

Center: Celia Barrett; Left to right: Dorothy Hawkins, Penny Tant, Allyn Inzinna, Kristen Anderson, Mary Goodwin; Front: Grace McWatters

Returning to Mississippi was the best decision of my business life. I moved back to

Mississippi from New York to be with family. After living there for over 22 years, it was time to come home. That was several years ago now.

I grew up in McComb, the only daughter of an architect. My four brothers and I have now all returned to this area. After graduating from the Auburn University School of Architecture in Interior Design, and a short stint in New Orleans, I headed for New York. I worked for large architectural firms, for Macy's designing stores, studied theatre on the side and ran a not-for-profit acting company producing new American plays. I never stopped. Parson's School of Design was a wonderful place to continue my studies.

I've been a designer for over 30 years. I've designed multi-million dollar corporate spaces, innovative retail spaces, and beautiful high end residential spaces. Six years ago I

decided that I loved doing these projects, but my creative juices in combination with my love of the excitement of business, pointed toward the hospitality industry. I had worked on a renovation of The Stanhope Hotel on 5th Avenue and restaurants for Macy's. But my main office was here in Mississippi now and it was the recession. Well, lucky me, Hilton Hotels had a new requirement that the designer hired for their franchises had to be NCIDQ certified. We were hired to renovate a Hampton Inn in Wiggins, MS. It won an ASID award and that began a long relationship with the Sethi and Harrigill families here in Madison.

We began to secure more projects both locally and nationally. Six years later, Barrett Design Studio has a fabulous staff of designers and we've moved to a larger office space. We are the only female owed design firm in Mississippi that is not an architectural firm and not a retail residential company. Besides myself, I have four professional designers on staff and we are soon to hire a fifth. Six professional designers and growing fast is pretty exciting. I am so lucky to have this group of talented, loyal, sharp women who keep me on my toes. We

also have an administrative staff that helps us stay grounded and sane(almost).

This fall we are designing a four-star hotel in Indianapolis with a Canadian architectural firm. This one will be very stylish and has our creative resourcefulness spinning. Along with the new Hampton being built in Ridgeland, we are designing the Boutique style Hampton in Fondren for a local hotel group. And soon, our design for AAA BBQ restaurant will begin construction in Gluckstadt.

Barrett Design Studio has now designed more than 30 hotels and 11 restaurant projects from Sunnyvale, California to New York City to Houston, Texas to here in Madison, MS. We have now won 24 design awards. Our tag line is "New York Style... Mississippi Grace."

As I told my New Yorker husband, Joe Blake, when we met. Mississippi girls, eventually, go home. He's now as happy here as I am. Lucky me!

Barrett Design Studio, LLC is a MCBL&F SILVER Member



MADISON COUNTY YOUTH LEADERSHIP CLASS FOR 2016-2017 ANNOUNCED

Jan Collins, Executive Director of the Madison County Business League and Foundation, announced today that the Youth Leadership class for the 2016-2017 school year has been chosen. "Based on their activity sheets, this class is the most outstanding by far," said Collins. "The schools have selected the best and brightest. They are extremely academic, involved in sports, leadership, music, community service and church. They are all very well rounded."

The mission of the program is to inspire and educate area students about the variety of leading businesses which offer excellent career opportunities in Madison County. The students will also learn about local, county and state governments as well as Madison County's quality of life. Several motivational keynote speakers and successful business leaders will share character and leadership skills designed to develop future leaders for Madison County.

The program involves three days: Economic Development Career Day, Lifestyles Day and Government Day. The class will also be invited to the MCBL&F's annual VISIONS Celebration luncheon on November 15th as well as the 2017 League & Legislature luncheon in February of 2017. A graduation reception will be held in the spring, where the MCBL&F Board of Directors will present students completing all three days with a \$250 scholarship.

A privately funded 501(c)6 non-profit economic development stakeholder and support organization, the purpose of the Madison

Students selected to participate in the Youth Leadership Class

Canton Academy

Sydney Renee Thomason Joseph McLean

Canton High School

Inesha Jackson Garrison Gillum

Germantown High School

Kylie Cockrell Noah Greenwood

Jackson Academy

Maggie Smith Blaine Bowman

Madison Ridgeland Academy

Iake Reeves Caroline Loeb

Madison Central High School

Cedric Beal John Martin Paczak

Ridgeland High School

Leah Bishop

AnnDee Huskey

St. Andrew's Episcopal High School

Victoria Todd

Brooks Lacoste

St. Joseph Catholic High School Trey Frierson

Anna Baladi

Tri County Academy

Emma Bozeman Rebecca Grewe

Velma Jackson High School

Robert Anderson Kyla Harris

Jackson Preparatory School

Katherine Rose O'Quinn Christopher Russell

County Business League & Foundation is to act in partnership with the Madison County Economic Development Authority to provide the County a unique opportunity to unite the public and private sectors; thereby, encouraging proper planning for future growth and development.

2016-17 MCYL CLASS MEMBERS ATTEND "COFFEE WITH SENATOR WICKER" LUNCHEON



Sitting L to R: AnnDee Huskey, Noah Greenwood, Kylie Cockrell and Kyla Harris; Standing L to R: Blaine Bowman, Maggie Smith, Leah Bishop, Robert Anderson, Jake Reeves and Caroline Loeb



Sitting L to R: Anna Baladi, Emma Bozeman, Rebecca Grewe and Sydney Thomason; Standing L to R: Christopher Russell, Katie Rose O'Quinn, Trey Frierson and Joseph McLean



Front Row L to R: Rebecca Grewe and Sydney Thomason; Back Row L to R: Emma Bozeman, Rep. Greg Harper and John McLean

2016-17 Madison County Youth Leadership (MCYL) Class members attended the recent "Coffee with Senator Wicker" luncheon at the Country Club of Jackson. The Madison County Business League & Foundation and MCEDA sponsored the luncheon and the MCYL program.

INTEGRITY IN BUSINESS

BY PASTOR JASON DILLON

I personally believe the greatest lie propagated in our day is that your character and values can be different depending on your circumstances. Situational ethics have polluted the moral fabric of our society to the place that some practice business in a less than honorable way, feeling justified because "I'm not as bad as others around me." One's Sunday best is replaced by the Monday average, and we often sacrifice our character on the altar of today's definition of success. Let's see what the word of God says about this.

Everyone reading this article is in business to be a success, not a failure. God wants us to be successful, and continually assures us in the Bible that He wants to do good for us. His mercies are new every morning, and He blesses us so that our lives reflect His glory. The apostle Peter said in his letter, "We are to show forth the praises of Him who has called us out of darkness into His marvelous light." It's plain to see, God blesses us to reveal His goodness in us to the world.

There are spiritual and practical principles God put into place that protect us from the sin of our selfish nature. The Ten Commandments help us relate to God and our fellow man. These are not suggestions but commands that, when practiced, produce faith and trust. Having a really good product is important to people, but not the most important factor to success. The greatest foundation to true long term success is trustworthiness because what can be trusted is worthy of purchase and promotion time and again. Your dream, your business, and your efforts will flourish when you trust God and treat others with respect.



vid of Israel struggled with ungodly people's successes in Psalm 73 (NKJV). He said, "But as for me, my feet almost stumbled; my steps had nearly slipped. For I was envious of the boastful, when I saw the prosperity of the wicked." He goes on to say, "... because in their death, their strength is firm. They aren't in trouble as other men, and they are full of pride. They have more than heart could wish. They are corrupt and speak wickedly concerning oppression. They say, how does God know and will He hold us accountable? Behold these are the ungodly who prosper in the world, they increase in riches." David struggled, knowing he was 'doing the right thing' while others seemed to be getting away with doing wrong. Until when, in verse 17, He goes to the house of God and says, "... then I understood their end." God did not then, and will not

now, allow men to get by doing

God is not only interested in integrity he demands it. Thou shalt not lie doesn't just pertain to Sundays in church when we are on our best behavior. That word from God is really for Tuesday, when after two failed sales meetings, we are tempted to exaggerate our product or outright lie to make the sale.

God's ways are not our ways, but they are much better and far greater. When God established His covenant with Abraham, He told him, "I will bless you and you shall be a blessing." To bless someone you must Bless. Our human nature says, if I give, I have less. God's word says, "Give, and it shall be given unto you; good measure, pressed down, shaken together, running over, shall men give into your bosom. For with what measure ye measure, it shall be measured to you again." Luke 6:38 ASV. This scripture applies along the lines of you reap

what you sow. Our actions and reactions are the seeds we sow.

God's salvation produces a shining light in us that reveals to others how life ought to be done. Whether in business or in personal life, our biblical values must be the basis of our desire to make a profit and be successful.

Jesus summed up the Ten Commandments in Mark chapter 12 by saying, "Love God with all your heart and with all your soul and with all your mind and with all your strength...love your neighbor as yourself. There is no other commandment greater than these."

The Better Business Bureau would be a lot less busy if these verses were taken to heart by business people the world over.

Listen to the success God gave to Joshua in direct relation to his observance of God's word. "This book of the law shall not depart out of thy mouth, but thou shalt meditate thereon day and night, that thou mayest observe to do according to all that is written therein: for then thou shalt make thy way prosperous, and then thou shalt have good success." Joshua 1:8 ASV

God has not changed. He will bless people who observe and do His word. Let's finish 2016 with One Vision and One Voice upholding One Value system that honors God in all things!

Pastor Jason Dillon
Parkway Church is a SILVER Member of
the MCBL&F

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