2012 True South Economic Development Course

Business Retention and Expansion

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“About 80% of the state’s job and investment growth comes from existing business and industry; however **100%** of jobs **lost** come from existing business and industry”

--Chandler Russ, Former MDA EIB Division Director
MDA Overview

- Mississippi’s Lead Economic Development Agency
- Brent Christensen, Executive Director
- 8 Divisions
- 300 Plus Employees
The Global Investment and Retention Division recruits new business to Mississippi and works to retain and expand the state’s existing businesses, providing customized service to companies looking to locate a new facility or expand current operations.

Six Bureaus

- Regional Offices*
- Special Programs and Initiatives*
- Trade*
- Investment and Retention Bureau*
- The Entrepreneur Center
- Foreign Offices
Regional Offices

- 2011 Industry Visitations:
  - 879 Industry Visits

- 2011 PriorityOne Surveys:
  - 528 Surveys Completed
Business Retention and Expansion Activities

- Special Programs and Initiatives Bureau
  - Mississippi Market
  - Cross Match
  - Special Events

- Trade Bureau
  - International Business Training and Protocol
  - Technical Assistance
  - Trade Missions
Business Retention and Expansion Activities

- **Investment and Retention Bureau**
  - **Expansion and Retention Project Management**
    - Specialized Incentives and Programs
      - EIB Loan
      - Investment Tax Credit
      - Job Protection Funds
  - **Corporate Visitation Program**
    - Visits to Corporate HQ Who Operate Facilities In Mississippi
      - Atlanta; June 2010 and December 2011
      - Chicago November 2009 and March 2012
      - New Orleans/Baton Rouge April 2010
  - **Building Key Relationships**
    - Local Developers
    - Regional/Utility Partners
Recent Successes

- Metso, Clarksdale, MS. 50 new jobs
- Rolls Royce, Stennis Space Center. 35 new jobs
- Caterpillar, Corinth, MS. 80 new jobs
- General Atomics, Lee County, MS. 25 new jobs
- Nissan, Canton, MS. 1000 new jobs
- **Borg Warner, Water Valley, MS.** Three expansions over three years, 230 new jobs
- Delphi, Brookhaven, MS. 10 new jobs, retained 250
- Genesis Energy, Natchez, MS. 20 new jobs
- Milwaukee Tool, Olive Branch, MS. 25 new jobs
- Southern Motion, Baldwyn, MS. 150 new jobs
- Sealed Air Corporation, Grenada, MS. 10 new jobs
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