

# TENNESSEE

## ECONOMIC PARTNERSHIP

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2024 MEMBERSHIP &  
BENEFITS GUIDE





# FROM OUR CHAIR

Dear Future TEP Member:

Thank you for your interest in the Tennessee Economic Partnership (TEP). TEP is a public-private program of the State of Tennessee, the Tennessee Valley Authority and Tennessee's business and economic development community that are proud collaborators in marketing our state to key business decision makers across the country. Our efforts bring jobs and new investment to Tennessee, and I am writing today to encourage your involvement.

This partnership has allowed us to better showcase our strengths and provides promotional opportunities that go beyond anything that our individual communities can accomplish alone. By working together we have increased the visibility of our state, leveraged additional funds and participated in key events that give Tennessee a business advantage.

When you support TEP you become a key member of a public private-partnership that is making a difference in the state's business recruitment efforts. Through networking events and marketing activities, TEP creates and expands relationships with key corporate real estate executives involved in making decisions about business relocation and expansion.

We hope you will take a few moments to review the attached outline of TEP's mission, activities and investment structure. A commitment form is also attached. Your financial and in-kind contributions will greatly enhance our joint capabilities as we work together to promote Tennessee in the coming years. Working with the Tennessee Department of Economic and Community Development, our board members are continuously evaluating the role of TEP and how to improve marketing efforts. The development of opportunities to meet prospects, consultants and other key decision makers in the economic development arena remains our top priority.

On behalf of the TEP Board, we appreciate your continued support and thank you in advance for your efforts in helping TEP further its mission. As always, please do not hesitate to contact us with questions and feedback.

Sincerely,

Patrick Cammack, Chair  
Tennessee Economic Partnership

# MISSION STATEMENT

“The **Tennessee Economic Partnership** is a public-private, non-profit organization of the State of Tennessee, the Tennessee Valley Authority and Tennessee’s business and economic development community. Through strategically planned networking events, **TEP generates leads and business relationships** with key prospects and consultants in an effort **to attract jobs and investment** to Tennessee.”

## HISTORY

**1990**

The Tennessee Economic Partnership is created by the State’s leading economic development professionals and corporate executives to organize marketing opportunities that attract new jobs to the state.

**1992**

The International Development Research Council (IDRC) takes place in Nashville, Tennessee. Originally, TEP was established for the express purpose of hosting this leading corporate real estate conference.

**1999**

The IDRC conference returns to Tennessee and TEP is once again called upon to be the host organization. In 1996 and 1997, TEP raised more than \$1.2 million to host IDRC. The state’s largest employers, including FedEx, Eastman, BellSouth and Bridgestone, as well as government organizations TVA and the Tennessee Department of ECD were all major contributors to the efforts. All 95 counties contributed to the conference as well.

After the 1999 conference, the Commissioner of ECD raised additional funds to ensure that TEP would remain a strategic marketing organization in Tennessee. TEP’s new purpose was expanded to market Tennessee through strategically planned networking events to generate more jobs and investment in the state.

# KEY ACTIVITIES

The Tennessee Economic Partnership hosts six to eight activities per year that market Tennessee as a great place to do business and generate leads for the State's economic development officials. These activities are identified during an annual planning retreat where TEP members select target industries and site location consultant firms that have high potential to bring business to Tennessee. The calendar of events generally includes the following types of activities.



*Taste of Tennessee Dinner at IAMC in Indianapolis*

## Signature Events

Signature TEP events highlight not only our people, but also our state's unique assets. These gatherings bring together an elite crowd of consultants and TEP members for a memorable showcase of Tennessee's strengths. Often featuring a Tennessee sports team or talented songwriter, these events are centered around cultivating an ideal networking opportunity. In previous years, both the Governor and Commissioner have participated in a selection of signature events, taking these impactful experiences to the next level.



*Suite at Cubs game during Chicago Key Market Visit*

## Key Market Visits

The Tennessee Economic Partnership sends delegations across the country to cities that are concentrated with valuable site selection consultants. During a key market visit, in-office meetings are scheduled at top consulting firms and companies in the area, allowing TEP's membership to acquire face time with consultants and provide an overview of East, Middle and West Tennessee's assets. Common destinations include Atlanta, New York, Chicago and Dallas.



# KEY ACTIVITIES



*TEP investors showcase the benefits of locating in Tennessee at a target industry conference.*

## Conferences and Trade Shows

Whether the focus is consultants or a target industry, TEP attends a variety of conferences and conventions that are valuable to its membership. The organization's level of involvement varies from a conference sponsorship to hosting a networking reception in conjunction with the event to secure one-on-one face time with attendees.

Examples of previous conferences include SEDC Meet the Consultants, Center for Automotive Research's Management Briefing Seminars, Jones Lang LaSalle Academy, SIOR Southeastern Regional Convention and CoreNet Global Summit.

## Red Carpet Tours

Bringing key consultants on an in-bound tour is one of the most effective ways to showcase the State of Tennessee. Red Carpet Tours highlight a local community and region, usually in conjunction with a hallmark event in the area and allow consultants to witness Tennessee's assets first hand. TEP's unique Red Carpet Tour program allows a number of members to attend a tour in their region and interact with consultants. Previous Red Carpet Tours have taken place in conjunction with the Irwin Tools Night Race in Bristol, Tenn., The CMA Awards in Nashville, Tenn. and the FedEx St. Jude Classic in Memphis, Tenn.



*Red Carpet Tour in Bristol, Tennessee at Bristol Speedway*



*Red Carpet Tour Memphis at Graceland*

# CURRENT MEMBERSHIP

State of Tennessee Department of  
Economic & Community Development

Tennessee Valley Authority

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Blount Partnership  
Chattanooga Area Chamber of Commerce  
Clarksville Montgomery County Economic Development Council  
Dyersburg/Dyer County Chamber of Commerce  
East Tennessee Economic Development Agency  
Forcum Lannom Contractors  
Gallatin Economic Development Agency  
Greater Jackson Chamber  
Greater Memphis Chamber  
Greene County Partnership  
Highlands Economic Partnership  
Industrial Board of Coffee County  
Knoxville Chamber  
Loudon County Economic Development Agency  
Maury County Chamber and Economic Alliance  
Middle Tennessee Industrial Development Association  
Nashville Area Chamber of Commerce  
NETWORKS Sullivan Partnership  
Obion County Joint Economic Development Council  
RFW Construction Group  
Rutherford County Chamber of Commerce  
South Central Tennessee Development District  
Tennessee Central Economic Authority  
Tipton County Community Development Council  
The University of Tennessee System  
Weakley County Economic Development Board  
West Tennessee Industrial Association  
Williamson, Inc.

# LEADERSHIP

## Officers

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Patrick Cammack, Chair  
Rutherford County Chamber of Commerce

Slater Barr, Chair-Elect, Treasurer  
Dyersburg/Dyer County Chamber of Commerce

Charles Wood, Past Chair  
Chattanooga Area Chamber of Commerce

Lindsay Frilling, Secretary  
Obion Co. Joint Economic Development Corp.

Brad Maul, Marketing Committee Chair  
East Tennessee Economic Development Agency

Stephen Crook, Investor Relations Committee Chair  
Industrial Board of Coffee County

## Ex Officio

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Stuart McWhorter, Commissioner of Tennessee  
Dept. of Economic & Community Development

Allen Borden, ECD Representative  
Tennessee Department of Economic and  
Community Development

Marshall Ramsey, TEDC President  
Morristown Area Chamber of Commerce

John Bradley, TVA Representative  
Tennessee Valley Authority

## Statewide

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Anna Bradford, West Tennessee Representative  
Forcum Lannom Contractors

Justin Crice, West Tennessee Representative  
Weakley County Economic Development Board

Susan Maynor, West Tennessee Representative  
Greater Memphis Chamber

Kyle Spurgeon, West Tennessee Representative  
Greater Jackson Chamber

Kendrick Curtis, Middle Tennessee Representative  
Middle Tennessee Industrial Development Association

Jeff Hite, Middle Tennessee Representative  
Nashville Area Chamber of Commerce

Charly Lyons, Middle Tennessee Representative  
Tennessee Central Economic Authority

Nathan Zipper, Middle Tennessee Representative  
Williamson, Inc.

Lauren Emert, East Tennessee Representative  
Blount Partnership

Doug Lawyer, East Tennessee Representative  
Knoxville Chamber Clay Walker, East Tennessee Representative  
NETWORKS Sullivan Partnership

# MEMBERSHIP LEVELS

The Tennessee Economic Partnership brings together public and private entities to showcase our state and to provide promotional opportunities that go beyond anything an individual community can accomplish alone. Membership is divided into five levels, each of which offers a set of valuable benefits.

## ALL TEP MEMBERS ARE ENTITLED TO THE FOLLOWING BENEFITS:

- Access to Site Selection Consultant Database
- Attendee list from every event
- Invitation to every board meeting
- Opportunity to participate on a TEP committee
- Recognition at all TEP activities
- Inclusion on TEP's website
- Inclusion in TEP's internal distribution list

## NETWORKING ACCESS IS DETERMINED BY THE FOLLOWING MEMBERSHIP TIERS:

### Tier One - \$26,000 AND UP

TEP's top membership tier offers full networking access and guaranteed admission for at least two representatives to all the organization's annual activities. At this level, members also receive:

- Opportunity to distribute promotional materials during events
- Opportunity to speak at each function
- Opportunity to apply for a Red Carpet Tour grant up to \$5,000

### Tier Two - \$11,000 AND UP

Members at this level are offered expanded networking access and guaranteed admission for at least one representative to all the organization's annual activities. At this level, members also receive the opportunity to apply for a Red Carpet Tour grant up to \$5,000.

### Tier Three - \$8,500 AND UP

Members at this level are offered enhanced networking access and guaranteed admission for at least one representative at a minimum of 70 percent of TEP's annual activities. At this level, members also receive the opportunity to apply for a Red Carpet Tour grant up to \$4,000.

### Tier Four - \$6,000 AND UP

Members at this level are offered basic networking access and guaranteed admission for at least one representative at a minimum of 40 percent of TEP's annual activities. At this level, members also receive the opportunity to apply for a Red Carpet Tour grant up to \$3,000.

### Tier Five - \$4,500 AND UP\*

This level of membership is reserved for quasi-governmental agencies. At this level, members are offered entry level networking access and guaranteed admission for at least one representative at a minimum of 30 percent of TEP's annual activities. At this level, members also receive the opportunity to apply for a Red Carpet Tour grant up to \$2,000.

### Tier Six - \$3,500 AND UP\*

Members at this level are offered entry level networking access and guaranteed admission for at least one representative at a minimum of 20 percent of TEP's annual activities. At this level, members also receive the opportunity to apply for a Red Carpet Tour grant up to \$1,000.

\*Private companies are not eligible to participate at the Tier Five or Six levels.





# COMMITMENT FORM

2024 - 2026

\_\_\_\_\_ will financially support the Tennessee Economic Partnership.  
ORGANIZATION NAME AS YOU WOULD LIKE TO BE LISTED

\_\_\_\_\_  
PRIMARY CONTACT NAME

\_\_\_\_\_  
CONTACT SIGNATURE

\_\_\_\_\_  
COMPANY

\_\_\_\_\_  
ADDRESS

\_\_\_\_\_  
CITY, STATE ZIP

\_\_\_\_\_  
BUSINESS PHONE

\_\_\_\_\_  
CELL PHONE

\_\_\_\_\_  
E-MAIL

## SUBMIT

Please send this form to Jena Thomas, and keep a copy for your records.

Tennessee Economic Partnership  
Attn: Jena Thomas  
Post Office Box 60539  
Nashville, Tennessee 37206

Phone - 615-337-1596  
Email - jena@tennep.com

Checks should be made payable to:  
Tennessee Economic Partnership

## SPONSORSHIP LEVEL

Please select an investment level:

- Tier 1 (\$26,000/year) for 3 years
- Tier 2 (\$11,000/year) for 3 years
- Tier 3 (\$8,500/year) for 3 years
- Tier 4 (\$6,000/year) for 3 years
- Tier 5 (\$4,500/year) for 3 years\*
- Tier 6 (\$3,500/year) for 3 years\*

\*Private companies are not eligible to participate at the Tier Five or Six levels.

## THREE-YEAR PAYMENT PLAN

Please write your desired billing month in each of the blanks below.

Bill in \_\_\_\_\_ of 2024.  
MONTH

Bill in \_\_\_\_\_ of 2025.  
MONTH

Bill in \_\_\_\_\_ of 2026.  
MONTH

## BILLING CONTACT

If different than the information to the left, please list the contact and address for your annual invoice.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## MANAGEMENT USE ONLY

Date submitted: \_\_\_\_\_