

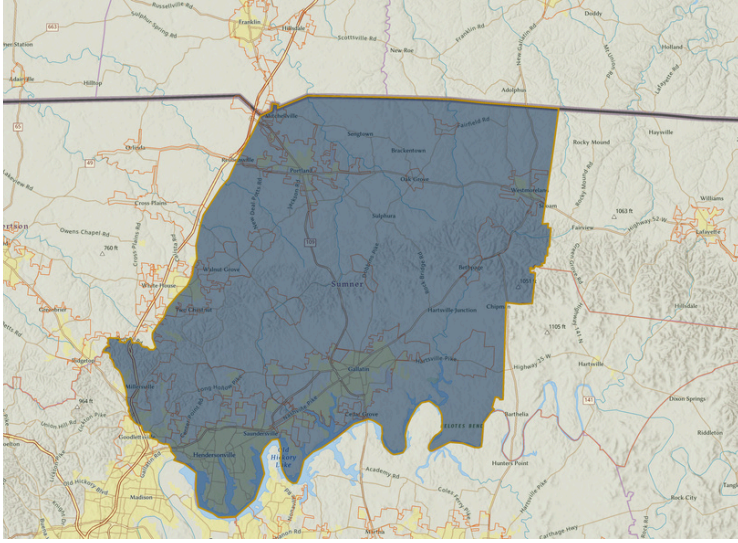


FY 2023 Annual Report to Membership



www.forwardsumner.org

615-206-6624



**Trusted
Since
2003**

About Forward Sumner

Forward Sumner Economic Partnership (FSEP) is a non-profit partnership between the local business community, the State of Tennessee, Sumner County, and its' municipalities. Together we focus on creating one voice for workforce development, economic prosperity, and infrastructure improvements for Sumner County.



Our Services

FSEP specializes in fostering regional economic growth and community advancement in Sumner County. Our dedicated efforts center on driving sustainable development and enhancing the quality of life through strategic collaborations and innovative initiatives.

- 01. Workforce Development Initiatives**
- 02. Infrastructure Improvement Projects**
- 03. Economic Growth Facilitation**
- 04. Community Engagement Programs**

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Message From the Chairman of the Board



As Chairman of the Board, I am committed to addressing the concerns surrounding Forward Sumner's challenges in 2023. While our county commission has withdrawn funding, it's important to recognize the strides we've made in enhancing Sumner County's economic vitality. Our efforts in job creation, economic development, and infrastructure planning — particularly in road improvements and workforce development — have been misinterpreted by some as contributing to unchecked growth. However, I stand firm in the belief that strategic growth is essential; stagnation is not a viable path forward.

Take, for example, the TriStar Hendersonville Medical Center's recent \$130 million expansion, which I oversee in my role as CEO. This development is a testament to the dynamism and potential of our local economy, promising to generate jobs and fortify our healthcare services. It exemplifies the type of growth that bolsters existing businesses and enriches the job market for our community.

In collaboration with Mayor John Isbell, we remain steadfast in our mission to represent countywide transportation projects that promise substantial improvements for generations to come. Our dedication to cultivating a skilled workforce through ongoing development initiatives remains unwavering.

We continue to support the economic engines within our cities, providing development services that drive progress. We are staunch advocates for public education, acknowledging that our exceptional schools are the cornerstone of economic advancement.

Forward Sumner stands as a unifying alliance between business, industry, local, and state governments, with a clear equation: Infrastructure + Workforce = Job Opportunities. To sustain our momentum, we seek the active engagement and backing of our stakeholders — your involvement as members and sponsors is the catalyst for our collective success.

Justin Coury

Chief Executive Officer -
TriStar Hendersonville
Medical Center

Workforce Development

The term “workforce” refers to employment that not only provides a source of income but also creates wealth and affords one the opportunity to provide and care for others. *Workforce Development* is programmatic alignment that builds trust between business and industry, educators and workforce development professionals. In 2023, Forward Sumner’s Workforce Cabinet initiated a strategic coordination that strengthens this trust, thereby cultivating a skilled workforce in critical areas. This initiative focused on three key areas: 1) Specialized Industry Training, 2) Paid Work Experiences/Work-Based Opportunities, and the utilization of 3) Customized Community Data, Analytics, Dashboards, and Digital Tools.

In partnership with Volunteer State Community College and the Tennessee College of Applied Technology – Portland/Nashville (TCAT), the Forward Sumner/TVA Workforce Invest Program has been instrumental in conducting Heavy Duty Equipment Operator training. This initiative successfully certified 35 full-time employees. Both institutions have completed two cohorts and are slated to initiate additional specialized industry training in early 2024. The first phase of this program received a grant of \$460,000.

October 2023 saw Forward Sumner securing a second phase TVA Workforce Invest grant. Collaborating again with Volunteer State Community College and TCAT – Nashville/Portland, the program aims to offer electrician apprenticeship classes, fiber optic certification training, and industrial certification for justice-involved training. The budget for this phase is \$160,000.

Furthermore, in November, the Sumner County Mayor was honored with a \$50,000 Workforce Development grant through the TN Department of Economic and Community Development - ThreeStar Program. At the time of the award, TNECD cited Sumner County as a paradigm of ‘best practices’ in workforce development, a testament to the success of prior ThreeStar grant initiatives.



Update: Advancing Workforce Development and Economic Competitiveness

The Sumner County Schools Career and Technical Education Advisory Council which was created in 2015 and chaired by the Forward Sumner President since its inception merged with the Forward Sumner Workforce Cabinet. This is an excellent example of program alignment and sustainability.

The Forward Sumner Board of Director’s and the Workforce Cabinet are developing the Sumner County Workforce Intelligence Template that will inform the community customized data, and dashboards and provide the analytics to drive alignment and awareness and the creation of digital tools. A unique aspect of the work will be to enhance alignment with the Sumner County Schools Career and Technical Education (CTE) Career Coaches and to inform dual enrollment and work-based learning opportunities. The workforce cabinet and staff will work with the local economic development officials and chambers of commerce to source business and industry partners to provide work-based learning opportunities be they part-time or full-time employment, internships and /or apprenticeships.

The Workforce cabinet and staff are working with Volunteer State Community College to share position data and provide internship options with a focus on health services, business and IT, advanced manufacturing, and transportation/logistics careers.

FSEP Workforce Cabinet (2023-2024)						
Private Sector	WILSON Bank & Trust Kelly Crecelius VP Business Development/Group Banking	Metco Tara Tenorio Community Development Regional Manager	GAP Kevin Releford Vice President of Distribution	CSDG Jim Harrison Principal	Sumner County Schools Tim Altizer Vice President Operations	UNIPRES Susan Dye GM Finance and Administration
Education	Volunteer State Dr. Russ Deaton Interim President, VSOC	Volunteer State Nick Bishop VP Economic Dev. & Regional Centers, VSOC	TCAT Dr. Nathan Garrett President, TCAT Nashville / Portland	TCAT Kevin Harrison Campus Director, TCAT Portland	Sumner County Schools Scott Langford Director, Summer County Schools	Sumner County Schools Chase Moore Admin. Career & Technical Education - Summer County Schools
Workforce Services	Workforce Essentials Maria Rye President & Executive Director Workforce Essentials & Workforce Board	Workforce Essentials John Watz Special Projects - Workforce Essentials	Sumner County Schools John Zobl Chairman, Northern Middle Workforce Board			
Local govt. & Admin	Sumner County John Isbell Sumner County Mayor	Sumner County Kim Norfleet Program Manager				
Non-profit	Forward Sumner Chris Taylor President & CEO, Forward Sumner (Chairman, Workforce Cabinet)	Forward Sumner Deanne Dewitt				

VITAL WORKFORCE DEVELOPMENT PARTNERS INCLUDE



Community Development and Infrastructure

The Forward Sumner Community Development and Infrastructure committee is made up of the Mayor's and/or City Managers of each city along with the Sumner County Mayor and private sector members of Forward Sumner. The collaborative space allows for a shared agenda and a focus on the Sumner County 'transportation corridors' including State Route 109, State Route 386 (Vietnam Veterans Blvd.) and I-65N from Goodlettsville to Portland. The initiative is designed around the premise that Roads + Workforce = Job Opportunities, and the results have been accomplished across Mayoral terms and multiple TN Department of Transportation Commissioners. The collaboration efforts are showcased during the MPO planning process which creates 25- year regional transportation plans (2050 RTP) for a 6-county area in Middle TN. The NETcorridor (Northeast Transportation Corridor) is a 5-star regional priority project within the 2045 RTP.

Sumner County Projects - TDOT 10 Year Project Plan

SR 109 - Section 1
Cost Estimate: **\$133.4 million**

I-65 Widening from Goodlettsville - Section 1
Cost Estimate: **\$137.5 million**

SR 386 to 109 - Widening
Cost Estimate: **\$111.8 million**

SR 109 - Section 2
Cost Estimate: **\$72.3 million**

Saundersville Rd at SR 386 - CSX Underpass
Cost Estimate: **\$35.5 million**

Est. Construction Year
2025

2025

2031

2031

2030

Totaling \$490.5 M

Pending TDOT Projects Awaiting Inclusion in Sumner County

NETcorridor (Northeast Transportation Corridor) Phase 1 is the widening of the first 10 miles of Vietnam Veterans Blvd, along with a wide shoulder that can accommodate alternative (choice and/or transit) remains a TDOT regional priority project within the 2045 Regional Transportation Plan (RTP). A TDOT conceptual study estimated the cost at \$476M. Unfortunately it was not selected for the new TDOT 10-year construction plan and we will now seek annual TDOT program funds to implement the project. The NETcorridor Phase 2 runs on SR 386 from exit 8 to SR 109 in Gallatin in also in the 2045 RTP as a TDOT regional priority project.

There remains a strong collaborative effort from the Sumner County governmental entities through the Forward Sumner Community Development and Infrastructure committee to bring leadership and alignment for the 2050 Regional Transportation Plan that will be developed through the local MPO in 2024. Transportation corridor projects need to be in the 2050 RTP so that TDOT can utilize federal funds together with state dollars to construct our planned projects.

FSEP_CD&I Workbook

An instrumental resource for Forward Sumner, providing a comprehensive overview of local 2045 RTP projects through an interactive platform that tracks progress, amendments, and statuses of transportation initiatives. Detailed project information, including cost estimates, timelines, and funding sources, are methodically organized, allowing stakeholders to monitor and manage developments efficiently.

The "CityBreakout" workbook collection, linked below, intricately connect to the FSEP_CD&I Initiative and streamlines project oversight for six cities in Sumner County with active transportation developments. By curating city-specific data ranging from TDOT's pivotal infrastructure projects to critical funding sources, this compilation facilitates targeted and efficient navigation for stakeholders, fostering localized engagement and informed decision-making.

-  **Gallatin**
-  **Goodlettsville**
-  **Hendersonville**
-  **Millersville**
-  **Portland**
-  **White House**

PROJECT OVERVIEW MAP



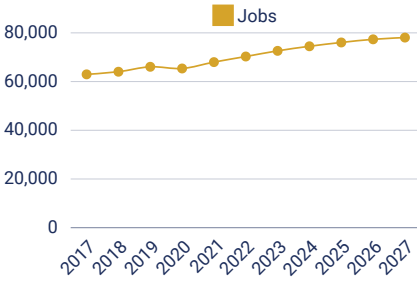
Economic Development

In 2023, Sumner County's economic landscape exhibited remarkable durability and growth, with key indicators reflecting a community poised for prosperity. Economic development, the cornerstone of this advancement, is evidenced by the healthy increase in median listing prices, suggesting a robust housing market and consumer confidence. Our labor force participation rate consistently surpassed state and national levels, underscoring the county's industrious spirit. Small businesses remain the lifeblood of our economy, with a significant proportion employing under 20 people, driving innovation and employment. With a GDP trajectory on a steady climb and a projected job growth reaching 72,612, Sumner County stands as a testament to the power of economic development in enhancing the quality of life and fostering a sustainable future for all its residents.

Selected Metrics for Sumner County

Labor Market Dynamics

Job Trends



Total Employment (2023 Est.)



72,612

Median Compensation



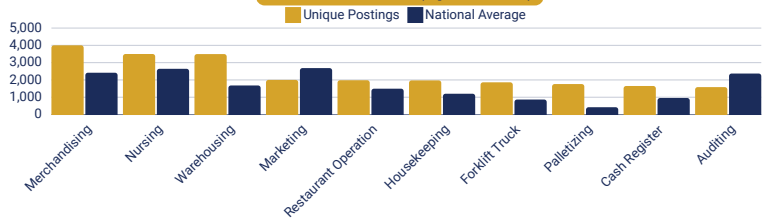
39K

Cost of Living

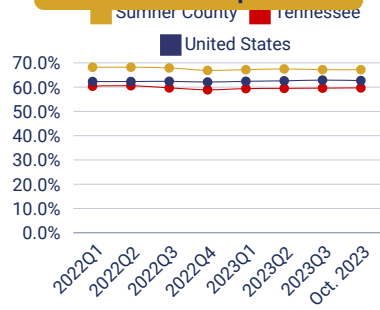


95.5

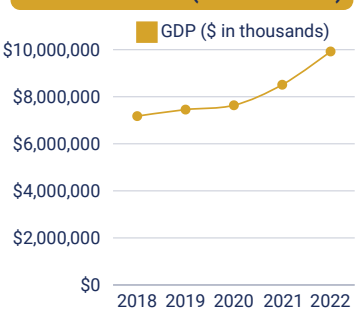
In Demand Skills (Specialized)



Labor Force Participation Rate

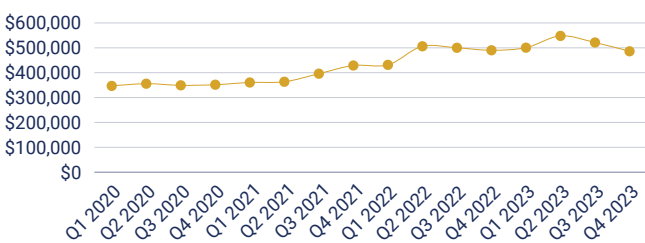


5-YR GDP Trend (All Industries)

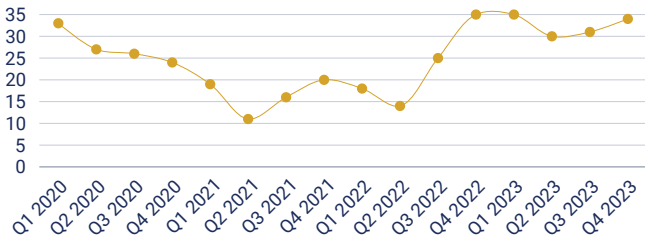


Housing Market Snapshot

Median Listing Price



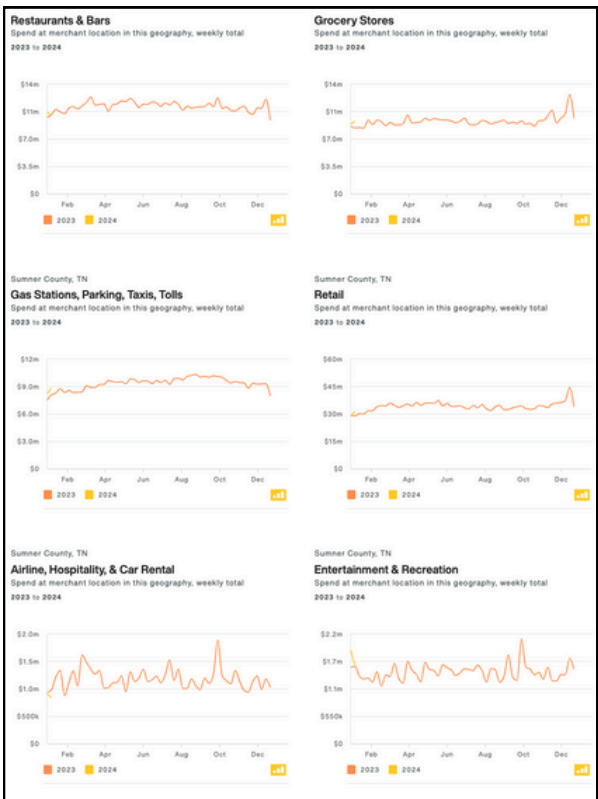
Median Days on Market



Targeted County Merchant Spend Markers

2023
Weekly
Avg

\$11.15 M



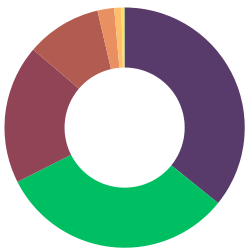
2023
Weekly
Avg

\$9.28 M

\$34.17 M

\$1.44 M

Business Sizes



*Excluding Unknown (n= 93) and Personal (n= 447) businesses. All businesses in this query have a deliverable address & phone number.

	Location Employees	Records	% of Total
	Up to 4	2246	35.81%
	5 to 9	1990	31.73%
	10 to 19	1173	18.70%
	20 to 49	635	10.12%
	50 to 99	141	2.25%
	100 to 249	59	0.94%
	250 to 499	23	0.37%
	1,000 to 4,999	3	0.05%
	500 to 999	2	0.03%

Investor and Stakeholder Relations

FSEP Board of Directors

EXECUTIVE COMMITTEE

MEMBERS



Justin Coury

Chairman
CEO
Hendersonville Medical Center



Hillary Bonham

Principal
Creative Ventures Development



Rod Harkleroad

CEO
Highpoint Health Systems/Sumner Regional



Tara Tenorio

Community Dev Regional Manager SE
Meta / Facebook



Chris Taylor

President/CEO
Forward Sumner Economic Partnership



Paige Brown

Mayor
City of Gallatin



Tim Cole

CEO
Tennessee Grasslands



Dr. Kaylin Smith Craig

Assistant Professor of Clinical Medicine
Vanderbilt Hendersonville



Kelley Crecelius

ABP, Business Development
Wilson Bank & Trust



Ashley Crews

Division President
Goodall Homes



Susan Dye

General Manager
Unipres USA, Inc.



Johnny Garrett

Attorney
Spencer Fane



Mike Gaughan

Real Estate Broker
RE/MAX Choice Properties



Tony Gregory

President/CEO
Volunteer State Bank



Mack Hodges

Project Manager/Estimator
Hodges Group



Meredith Hunter

Director, Transition Project Management
C&W Services



Bill Mouchette

Business Development Analyst
Garrott Bros. Ready Mix



Scott Perry

President
The Memorial Foundation, Inc



Kevin Releford

Regional Vice President
GAP



Chris Rippy

SVP, Area Manager - Sumner County
Pinnacle Financial Partners



Scot Robinson

Managing Member
Olympian Construction



Marius Sipos

General Manager
Boyd Corporation



Randy Smith

Owner
Moonlight LLC



John Turner

Director of Sales
Rogers Group



John Isbell (Ex Officio)

Sumner County Mayor

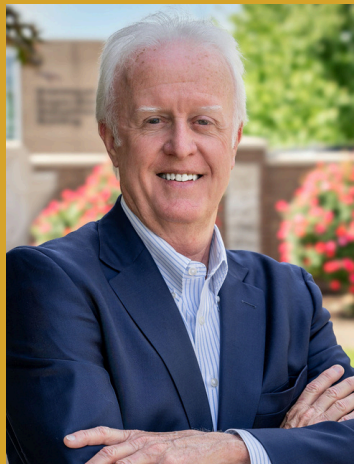
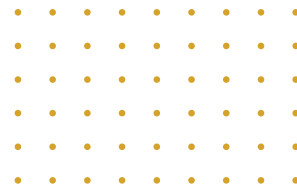
The Forward Sumner Board of Directors embodies a dynamic spectrum of leadership, encompassing a collective vision for economic prosperity and community enrichment. Chaired by Justin Coury and bolstered by the acumen of industry trailblazers, our board is the cornerstone of strategic development initiatives. Each member contributes a distinct perspective, fostering a culture of innovation and collaboration essential for steering Sumner County towards a thriving future. In parallel, the community's robust infrastructure supports a vibrant quality of life, as evidenced by an abundance of restaurants, healthcare facilities, educational institutions, and recreational spaces. Together, these elements exemplify our commitment to fostering a cohesive, well-rounded environment where businesses flourish and residents thrive. Our dedication to investor and stakeholder relations ensures continual growth, engagement, and a shared pursuit of excellence within Sumner County.

What's In My Community?

A quality of life snapshot for Sumner County in 2023



Tribute to Former President & CEO Jimmy Johnston



Wishing you a delightful retirement!

As Mr. Johnston stepped down officially in October 2023, we acknowledge his profound impact on Sumner County. His strategic foresight, dedication to community service, and commitment to economic growth have left an indelible mark on our organization and the region.

A Legacy of Leadership and United Development

As Forward Sumner Economic Partnership honors the remarkable tenure of our outgoing CEO, Jimmy Johnston, we reflect on his transformative impact on both our organization and Sumner County at large. A strategic visionary, Johnston adeptly navigated Forward Sumner through financial challenges, advocating for efficiency while ensuring impactful growth. His tenure, marked by his role as President/CEO from 2008 to 2023, garnered recognition and accolades including the Sumner County Impact Awardee and TCEA Economic Development Professional titles. Johnston's deep commitment to community and workforce development is evidenced in his pivotal roles in creating the North Middle TN Workforce Board and the Forward Sumner Workforce Cabinet, initiatives that have significantly enhanced the region's economic prospects and talent development.

Under Johnston's guidance, Sumner County achieved major milestones, witnessing significant projects that bolstered both the local economy and community infrastructure. Notable achievements include the under consideration development of Music City Studios, the expansion of the TriStar Hendersonville Medical Center, and substantial transportation corridor improvements. His efforts in educational advancement, notably the establishment of the Tennessee College of Applied Technology in Portland, have been instrumental in elevating technical education and workforce readiness. Additionally, Johnston's leadership in securing critical funding through TNECD Sumner County ThreeStar grants and TVA Workforce Invest Grants catalyzed further economic development, solidifying his legacy as a steward for growth and innovation.

As we bid farewell to Jimmy, we acknowledge his indelible influence on the economic and community landscape of Sumner County. His visionary leadership and dedication to making a positive impact have set a high bar for his successor. With Johnston's retirement, Forward Sumner embraces a new chapter of leadership, carrying forward his ethos of transformative growth and community service. We extend our deepest gratitude to Johnston for his unwavering commitment and visionary leadership. His legacy continues to inspire us as we navigate future challenges and opportunities, building upon the robust foundation he has established for a prosperous Sumner County.

SUMMARY

This annual report encapsulates a year of strategic advancement and commitment to economic prosperity in Sumner County.

Furthermore, in September, Chris Taylor was hired as the third President/CEO of the Forward Sumner Economic Partnership which. We believe his expertise and abilities are instrumental in steering our strategic initiatives towards unprecedented success. Mr. Taylor recently retired as the Deputy Police Commissioner for Metro Police following a distinguished 30-year career. Chris has served two four-year terms on the Sumner County Commission and served as the budget chairman for six of those years. Chris, his wife, and three children are longtime residents of Hendersonville.



What's Next for 2024

- **Expansion of Workforce Development Initiatives:** Building upon our successful workforce programs, we will continue to support training and skill development initiatives, particularly in burgeoning sectors like technology, healthcare, and advanced manufacturing.
- **Enhanced Infrastructure Projects:** A continued focus on strategic infrastructure improvements, including transportation and digital connectivity, to support economic growth and quality of life.
- **Digital Transformation Strategies:** Implementing advanced digital tools and analytics to drive data-informed decisions and community engagement. Completed update of Forward Sumner's website.
- **Strengthening Public-Private Partnerships:** Cultivating deeper collaborations with local businesses, educational institutions, and community organizations to drive sustainable development and job creation.

Stay in Touch

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