



# 2EQ LAST

ECONOMIC DEVELOPMENT IN THE  
GOLDEN TRIANGLE

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AICP • CECD • CES

# ROAD TO COLUMBUS

"THEY SHOULD HAVE  
BEEN WINNING"

**H O W   W E   D I D   I T**

**"FUNDAMENTALLY CHANGE OUR PLACE"**

Since this employer does not pay a wage sufficiently high enough to support a household in a high-wage economy, the community will actually have to subsidize this employer through increased property taxes (schools and county services), housing subsidies, and host of other low-income programs.

Because of the presence of individuals “willing to work for less,” the wages for existing low-skilled jobs, such as retailing, will actually drop. In this case, the entry of a low-wage employer actually hurts, or brings down, a high-wage economy.

The quality of this economy will begin to seek the level of the low-wage employer.

However, if an area is chronically distressed economically, with high unemployment, the entry of the low-wage employer is welcomed.

The opposite is also true. If a moderate-wage employer enters a low-wage economy, its presence will lift all other jobs in the area.

### ***How can we improve a local economy?***

What can communities do to improve the local economy, to increase the amount of money flowing within the area and improve the standard of living for the people who live and work in the community?

It is really very simple.

**Create more primary industry jobs which pay a wage higher than the area average wage.**

By doing this, more money will flow into the economy and the quality of the economy will improve over time.

Not only will the wages for the workers enter the bucket of wealth, so will all the spending and taxes paid by the companies themselves.

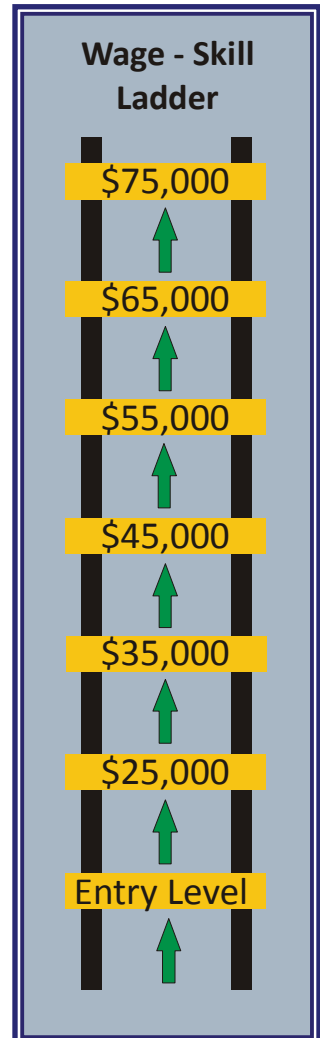
As a result, all businesses will grow, more taxes will flow to local government enabling more and better services, schools will improve, and socio-economic problems will begin to fade.

When a community increases the number of high-wage primary industry jobs, a “force” pulls up the bottom rung of the economic ladder, lifting all through a series of wage and skill steps, improving the standard of living for most people.

This “force” causes part-time low paying retail and service jobs to fold into full-time jobs at higher wage levels and with fringe benefits.

The quality of the economy will continue to rise if the new primary jobs created in the area pay a wage higher than the local average.

However, the quality will regress, decline, or dilute if new primary jobs created pay less than the area average.



## POLICOM RANKINGS

[www.policom.com](http://www.policom.com)

551 Micropolitan Areas

23 Sector Evaluations in Methodology

|              | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 |
|--------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Columbus, MS | 40   | 39   | 10   | 11   | 24   | 46   | 57   | 77   | 100  | 174  | 211  | 257  | 322  | 374  |

Position Yourself to Win

"I'LL TAKE TWO"





# GTRLINK STATS

## GOALS

\$8 B - Total investment by 2020

10,000 - Total jobs created by 2020

## PRESENT

\$5.9 B - Total investment to date

\$453 M - Current average annual investment

5,903 - Total jobs created to date

454 - Current average annual job creation

12 - Fee-in-Lieu projects

8 - International companies

3 - Counties represented

4 - Megasites

3 - of TVA's 9 certified Megasites

2 - Certified economic developers

# GTRLINK STATS

## INFRASTRUCTURE DEVELOPED

|          |                                  |
|----------|----------------------------------|
| 30 mi    | New and improved roads           |
| 20 mi    | Rail                             |
| 20 mi    | Water lines                      |
| 16 mi    | Sewer lines                      |
| 1,500 ft | GTRA runway extension            |
| 5        | 1 million gallons per day wells  |
| 2        | 1 million gallon water tanks     |
| 2        | Sewer treatment plant expansions |

## PROPERTY

|          |                                |
|----------|--------------------------------|
| 6 M sf   | Facilities constructed         |
| 9,000 ac | Shovel-ready property acquired |
| 6,300 ac | Property available             |
| 2,700 ac | Property occupied              |

# KNOW YOUR COMPETITION









**WHERE ARE WE NOW?**

**DON'T BE A COMPANY TOWN,  
WHAT IF PEACE BROKE OUT?**

# PROJECTED INVESTMENT

## Fee in Lieu Project

|                    |               |
|--------------------|---------------|
| Company Investment | \$625,000,000 |
| Job Commitment     | 450           |

|                      |              |
|----------------------|--------------|
| Loan Amount          | \$12,000,000 |
| Annual Interest Rate | 3.15%        |
| Loan Period in Years | 20           |
| Monthly Debt         | \$67,456     |
| Annual Debt          | \$809,477    |

## Oktibbeha Lowndes Clay

| Location | City | County | County |
|----------|------|--------|--------|
|----------|------|--------|--------|

|                             |             |             |             |
|-----------------------------|-------------|-------------|-------------|
| Tax Revenue (City)          | \$759,330   | \$0         | \$0         |
| Tax Revenue (County)        | \$1,683,410 | \$1,187,678 | \$1,428,123 |
| Tax Revenue (City School)   | \$2,031,984 | \$0         | \$0         |
| Tax Revenue (County School) | \$0         | \$1,459,542 | \$1,674,833 |

|                                 |             |             |             |
|---------------------------------|-------------|-------------|-------------|
| Available Funds to Service Debt | \$2,442,740 | \$1,187,678 | \$1,428,123 |
| Annual Debt                     | \$809,477   | \$809,477   | \$809,477   |
| Variance                        | \$1,633,263 | \$378,201   | \$618,646   |

## Annual Revenue end of 10 years

|               |             |             |             |
|---------------|-------------|-------------|-------------|
| City          | \$2,398,125 | \$0         | \$0         |
| County        | \$5,316,563 | \$3,750,938 | \$4,510,313 |
| City School   | \$6,096,563 | \$0         | \$0         |
| County School | \$0         | \$4,379,063 | \$5,025,000 |

|                       |           |          |          |
|-----------------------|-----------|----------|----------|
| LINK Share of Revenue | \$128,565 | \$62,509 | \$75,164 |
|-----------------------|-----------|----------|----------|

**Memo: Revenue at 10 years does not include depreciation**  
**County Income after FIL expires:**

**\$2,969,195.24**  
**(\$809,476.62)**  
**\$2,159,718.62**



# ACTUAL INVESTMENT

## Fee in Lieu Project

|                    |                 |
|--------------------|-----------------|
| Company Investment | \$1,000,000,000 |
| Job Commitment     | 450             |

|                      |              |
|----------------------|--------------|
| Loan Amount          | \$12,000,000 |
| Annual Interest Rate | 3.15%        |
| Loan Period in Years | 20           |
| Monthly Debt         | \$67,456     |
| Annual Debt          | \$809,477    |

|                                       | Oktibbeha   | Lowndes     | Clay        |
|---------------------------------------|-------------|-------------|-------------|
| Location                              | City        | County      | County      |
| Tax Revenue (City)                    | \$1,214,928 | \$0         | \$0         |
| Tax Revenue (County)                  | \$2,693,456 | \$1,900,285 | \$2,284,996 |
| Tax Revenue (City School)             | \$3,251,175 | \$0         | \$0         |
| Tax Revenue (County School)           | \$0         | \$2,335,266 | \$2,679,732 |
| Available Funds to Service Debt       | \$3,908,384 | \$1,900,285 | \$2,284,996 |
| Annual Debt                           | \$809,477   | \$809,477   | \$809,477   |
| Variance                              | \$3,098,908 | \$1,090,808 | \$1,475,520 |
| <b>Annual Revenue end of 10 years</b> |             |             |             |
| City                                  | \$3,837,000 | \$0         | \$0         |
| County                                | \$8,506,500 | \$6,001,500 | \$7,216,500 |
| City School                           | \$9,754,500 | \$0         | \$0         |
| County School                         | \$0         | \$7,006,500 | \$8,040,000 |
| LINK Share of Revenue                 | \$205,704   | \$100,015   | \$120,263   |

**Memo: Revenue at 10 years does not include depreciation**  
**County Income after FIL expires:**

\$4,750,712.38  
 (\$809,476.62)  
 \$3,941,235.77



# TO DATE INVESTMENT

## Fee in Lieu Project

|                    |                 |
|--------------------|-----------------|
| Company Investment | \$1,650,000,000 |
| Job Commitment     | 450             |

|                      |              |
|----------------------|--------------|
| Loan Amount          | \$14,500,000 |
| Annual Interest Rate | 3.15%        |
| Loan Period in Years | 20           |
| Monthly Debt         | \$81,510     |
| Annual Debt          | \$978,118    |

## Oktibbeha Lowndes Clay

| Location | City | County | County |
|----------|------|--------|--------|
|----------|------|--------|--------|

|                             |             |             |             |
|-----------------------------|-------------|-------------|-------------|
| Tax Revenue (City)          | \$2,004,632 | \$0         | \$0         |
| Tax Revenue (County)        | \$4,444,202 | \$3,135,470 | \$3,770,244 |
| Tax Revenue (City School)   | \$5,364,439 | \$0         | \$0         |
| Tax Revenue (County School) | \$0         | \$3,853,190 | \$4,421,558 |

|                                 |             |             |             |
|---------------------------------|-------------|-------------|-------------|
| Available Funds to Service Debt | \$6,448,834 | \$3,135,470 | \$3,770,244 |
| Annual Debt                     | \$978,118   | \$978,118   | \$978,118   |
| Variance                        | \$5,470,716 | \$2,157,353 | \$2,792,127 |

| Annual Revenue end of 10 years |              |              |              |
|--------------------------------|--------------|--------------|--------------|
| City                           | \$6,331,050  | \$0          | \$0          |
| County                         | \$14,035,725 | \$9,902,475  | \$11,907,225 |
| City School                    | \$16,094,925 | \$0          | \$0          |
| County School                  | \$0          | \$11,560,725 | \$13,266,000 |

|                       |           |           |           |
|-----------------------|-----------|-----------|-----------|
| LINK Share of Revenue | \$339,412 | \$165,025 | \$198,434 |
|-----------------------|-----------|-----------|-----------|

**Memo: Revenue at 10 years does not include depreciation  
County income after FIL expires:**

**\$7,838,675.43**  
**(\$978,117.58)**  
**\$6,860,557.85**

# **WHAT YOU CAN DO**

**DON'T OVER ESTIMATE THE POLITICAL AND**

**DON'T UNDERESTIMATE THE TECHNICAL**