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T H E R O A N E C O U N T Y C H A M B E R O F C O M M E R C E

T H E R O A N E C O U N T Y V I S I T O R S B U R E A U





At the Roane Alliance, we bring opportunity to Roane County. Whether that's by promoting the uniqueness of our community, attracting exciting new industry to the area, or helping existing businesses grow, we're committed to helping Roane County grow and prosper.



Table of Contents

Letter from the President / CEO	2
The Roane Alliance	2-5
Industrial Development Board	6-10
Roane County Tourism	11-14
The Chamber of Commerce	15-19

Letter from the President / CEO

Dear Friends,

I am pleased to report in this year's Roane Alliance Annual Report that Roane County's economic growth continued to climb and strengthen in 2006. Despite some softening of a few sectors of our economy nationwide, our county's economy continued to experience overall steady growth – continuing the trend of the last two years. Some of the new milestones of sustainable growth we achieved this year include:

- Independent research ranked the Roane County micropolitan area in the top ten in the state of Tennessee in quality growth.
- Per capita income continued to climb – reaching and surpassing \$26,000 annually and staying in the top tier of all counties in the state in percentage increases.
- Unemployment rates dropped below 5% for the first time in recent memory . . . and stayed near there through year-end.
- Industrial prospect proposal packages were generated and subsequent site visits continued at a healthy pace, culminating in the closings of a number of commercial / industrial projects bringing more than \$500,000 in sales proceeds from the industrial board to the county coffers to help pay down the county's debt.
- Two corporate headquarters projects came to Roane County in 2006 – projects that will create 250-550 new high-paying jobs with expected annual payrolls of some \$20-\$40 million total between the two projects.
- Despite an 8% decrease in housing starts in 2006, high-end residential and commercial and industrial building continued at a strong, steady pace, with \$40 million in construction being permitted in 2006.
- Chamber membership hit a record-setting 400 members and the annual dues investments increased nearly 25% over the year before.
- Tourist spending continued to climb, with \$48 million in tourist dollars coming in to the county, according to the state's latest figures, an increase of nearly 8.5% over the year before.



What we saw in 2006 is that the statistics finally caught up to reflect the growth we knew we had been experiencing. We have known for the past two years that we were becoming a “hot property” but the numbers generally lag by a year or two and they are finally starting to show that very trend. What we also saw in 2006 was that although our commercial sector may not have experienced the explosive activity that we saw during parts of 2005, the year featured instead a steady growth pattern – a gratifying indication of the sustainability and long-term strength of our growth.

As the president and CEO of The Roane Alliance – the lead entity for economic development in Roane County – I am, of course, gratified to see these indications of economic strength. It makes all our hard work worthwhile. As the umbrella organization over all the economic development organizations in the county – the Chamber, the Industrial Board and the Visitors Bureau – The Roane Alliance is working smarter and better than ever before. Much of the credit for these accomplishments, though, goes not only to the staff here at the Alliance, but, even more so, to all of the community volunteers who came together and really seemed to hit their stride this past year – expanding by leaps and bounds the reach of all the partners in the Alliance.

I hope you enjoy seeing some of the fruits of our labors over the past year in our 2006 Roane Alliance Annual Report. Remember, at The Roane Alliance, “We Mean Business.” I think you’ll see that it shows.

“We move in the direction of what we repeatedly focus on . . .”

Sincerely,

A handwritten signature in black ink, appearing to read 'Leslie Henderson', written in a cursive style.

Leslie Henderson

The Roane Alliance Board of Directors

CHAIRMAN:	Keith Uselton
VICE CHAIRMAN:	Jerry Stephens
SECRETARY:	Dean Ethridge
TREASURER:	George Wilson
MEMBERS:	Julian Ahler Ben Andrews Troy Beets Ron Berry Bill Biloski Steve Buckley Jerry Davis Tim Duff Jerry Duncan Mike Farmer Jim Gann James "Dub" Harmon Jim Henry Charles Holiway Greg Hill Sonny Hunter Edwin Kelley Steve Kirkham Robert Kyker Mike Miller Jim O'Conner Terry Payne Fred Tedder

Roane Alliance Founder Jim Henry Honored at Alliance's 5th Annual Gala

The Roane Alliance inducted Jim Henry into its Hall of Fame at its annual fund-raising Gala in 2006, honoring him for "providing outstanding leadership and unwavering support" to the Alliance over the years.



Jim Henry

"It's time to honor the man who had the vision to make it happen and has always been there to make sure it succeeded," Leslie Henderson, President and CEO of The Roane Alliance said as she inducted Henry into the Alliance's Hall of Fame at this year's Gala.

"The man we are honoring tonight is really the father of The Roane Alliance," Henderson said in her award presentation remarks. "He was the one who conceived it and was there at the birth. His dream was to pull all of our economic development efforts together under one roof, and without him, quite simply, The Roane Alliance would not be here today . . . Jim Henry was the one who made it happen. He had the clout and the influence and the respect. When Jim asked, people responded. He could get all the various personalities from all three of the towns together, and back then, that just didn't happen. Jim was the catalyst for it all."

Calling him Roane County's "elder statesman," Henderson presented Henry with the plaque inducting him into the Hall of Fame at the Alliance's Gala, where the Alliance raises funds to run its programming throughout the year. This year's Gala, which was held on Friday November 3, was a record-setting success.

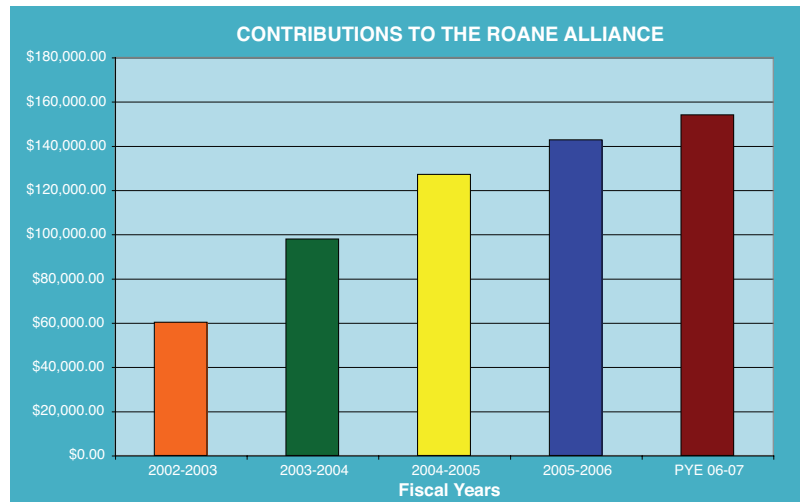
This year's auction offerings included: diamond, sapphire

and opal jewelry; luxurious lodging including a weekend at a condo near the ocean; a "Chocolate-Covered Wednesday" at a local bed and breakfast; a Blackberry Farms two-night stay; Bristol 2007 suite tickets; a Tara Boone handbag; a cruise package that includes a private butler; the



perpetually prized pedigreed puppies; and many, many other valuable items. To complement the elegance of the evening, Ashley Clark, Kingston's Miss Firecracker, Heather Williams, Harriman's Miss Polk Salad, and Ashleigh Watts, Rockwood's Miss Teen Rockwood, were there to greet the guests, showing off some the evening's luxurious furs and fine jewelry offerings.

Henderson said that this year's Gala had more participation from area businesses than ever before – more than 100 businesses donated goods and services to the auction / dinner



event, which took in more than \$120,000.

"The Roane Alliance forms the centerpiece of the county's economic growth mechanism," according to Keith Uselton, Chairman of The Roane Alliance Board. "Each year, the Alliance establishes rigorous goals to further define and support our economic base; support of the Gala is elemental in achieving these objectives."

Roane Economic Growth Rising in the Ranks

Roane County's economy has been growing by leaps and bounds over the past few years, and a report released last year from a private independent research firm shows growth even stronger than we may have realized.

In its most recent rankings of the country's 577 micropolitan areas, the POLICOM company reported that the micropolitan area that is roughly Roane County shot up from its position of 411 out of 577 in 2004 to 281 out of 577 in 2006.

"Micropolitan areas are mid-level cities functioning as significant economic hubs . . . with a population count between 10,000 and 49,999," according to the article in *Tennessee Town and City* (Oct. 9, 2006). The ranking system was based on economic strength, according to POLICOM president William H. Fruth, which is " . . . the long-term tendency for an area to consistently grow in both size and quality."

The most recent ranking put Harriman in the top ten micropolitan areas in the state – all of which rank in the top half of micropolitan areas nationwide.

Alliance Partner SCORE Helps Businesses

Quarter	Clients	Sessions	Hours
1	14	23	33
2	12	26	71
3	19	28	50
4	9	22	51
Totals*	40	99	205

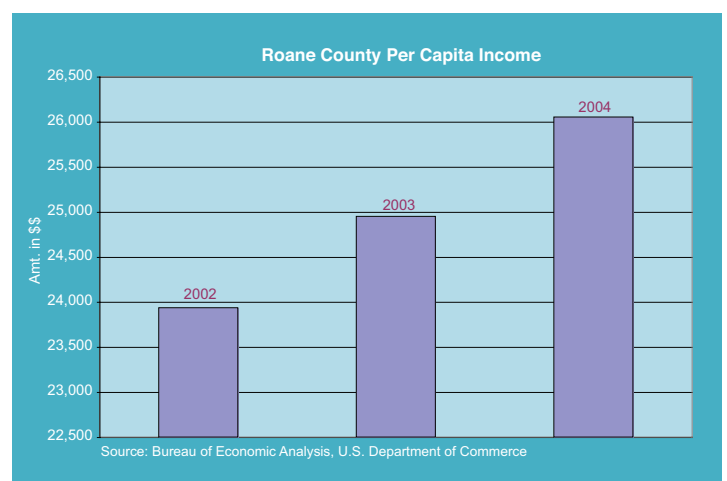
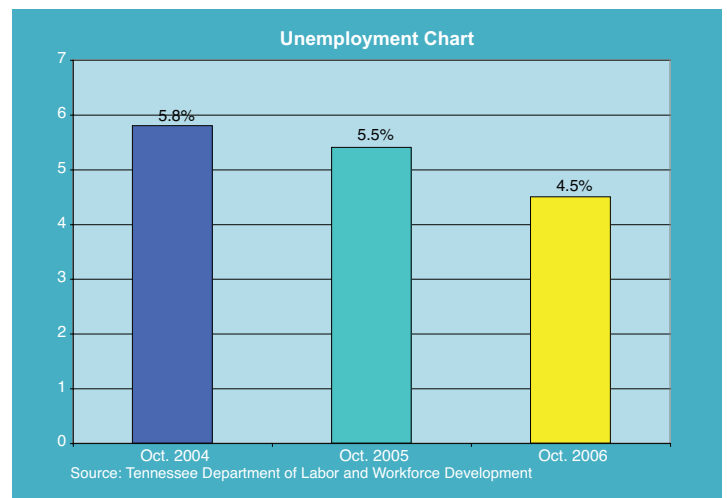
**In addition, 18 people attended a SCORE-sponsored internet marketing and web site seminar at the Alliance.*

SCORE's third year of partnering with the Alliance brought many hours of free counseling to Roane County's business community. SCORE counselors are retired executives from major companies who volunteer to assist local businesses.

Unemployment Goes Down and Per Capita Income Goes Up

Another economic growth indicator for Roane County can be seen in its dropping unemployment rates. For the first time in recent memory, unemployment rates in Roane County dropped below 5% and hovered there through year-end.

Meanwhile, per capita income continued to climb in the county, reaching and exceeding \$26,000 a year, keeping the county's income growth among the top in the state.



Roane County
Industrial Development
Board of Directors

CHAIRMAN: Steve Kirkham

VICE-CHAIRMAN: Bob Kyker

**SECRETARY/
TREASURER:** Jerry Stephens

MEMBERS: Kyle Agee, Jr.

Ron Berry

Jane Long

Bob Lunsford

Chris Mason

David Webb

Roane County Welcomes Two New Corporate Headquarters Facilities in 2006

Roane County welcomed two new corporate headquarters projects into our county in 2006. The engineering services firm, Pro2Serve, announced its plans to build a \$15-million corporate headquarters facility in Roane County's newest industrial park on the campus of the Oak Ridge National Lab, while Philotechnics opened its new corporate headquarters in the Horizon Center. Both projects are located in the Oak Ridge part of Roane County. The total annual payroll for the 250-550 new jobs that those two projects are expected to bring to our county reflects some \$20-\$40 million in annual payroll.

The new Pro2Serve building will be approximately 100,000 square feet and will be built on about eight acres. The total investment in the project is estimated to be \$16.5 million over the next three years. The Pro2Serve staff of 200 will move to the new headquarters from their existing offices in the Anderson County part of Oak Ridge, and an additional 200 jobs are expected to be added in the next 3-5 years. The average wage at Pro2Serve is



\$85,000 a year. Pro2Serve was founded 10 years ago by owner Barry Goss, who began the company in a spare bedroom of his house. The technical and engineering services company's primary client is the U.S. Department of Energy.

Philotechnics, meanwhile, officially opened its new corporate headquarters facility in Horizon Center. Philotechnics is a national company specializing in waste disposal for industrial, radioactive and mixed contaminants. The company has two locations in Roane County – one in Harriman and now its corporate headquarters in the Horizon Center.

Flanked by the mayors of Roane County and Oak Ridge, Philotechnics officials presented their new corporate headquarters with a ribbon-cutting ceremony and open house. The event was attended by more than 100 people including mayors from Roane County and Oak Ridge, several local politicians, customers, vendors, friends, and the local press.

Philotechnics was founded in 1998 and currently employs about 35 of its 150 employees locally. As the consolidation of its operations continues, future job growth is expected in the Roane County offices.



Roane Regional Continues to Grow – Adding Mixed-Use Commercial

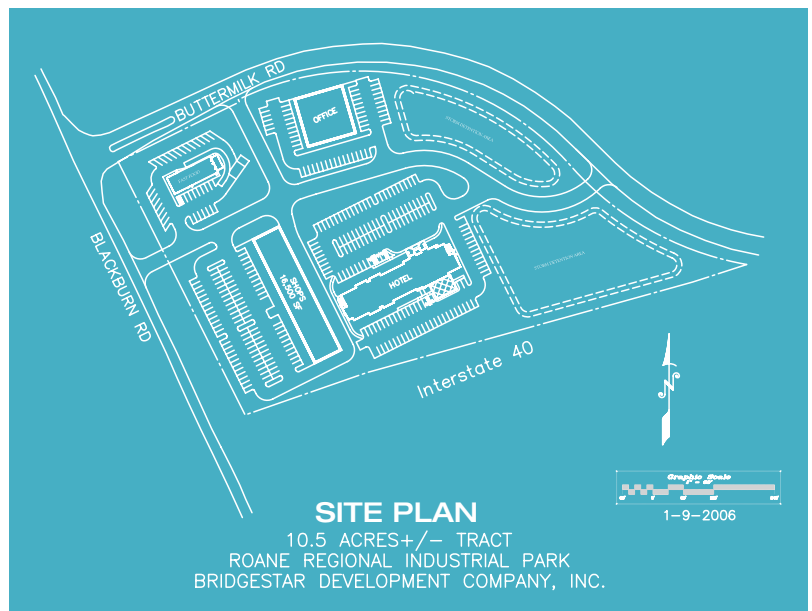
The Industrial Development Board of Roane County sold a 10.5-acre parcel at the entrance of the Roane Regional Business and Technology Park to an Atlanta developer to build a mixed-use commercial development. The property is to be developed with a mix of retail, lodging, restaurant, light industrial and / or storage. The sale to the developer, BridgeStar Development of Atlanta, GA, was for \$26,000 an acre, or roughly \$275,000 total for the parcel.

This type of development is good for the park because it provides more amenities and makes it easier to market the property to industrial prospects. The park's original covenants envisioned this type of use, allowing for park property to be used for support commercial. Those uses could include such things as day care centers, business services centers, restaurants, motels to provide lodging to visitors to the businesses in the park and a fitness center for park employees. The market will determine which of those will locate there, but all those would be a plus to an industry looking to relocate.

The trend in industrial park development both in this region and around the country is to foster some support commercial businesses on the periphery of industrial parks to provide the industries and their employees with the services they need to be successful. For example, Henderson said that a prospect recently told her that its employees were concerned about where they

would go for lunch if they sited their next expansion at Roane Regional.

BridgeStar Development is owned by developer Frank Callaway, whose real estate development career has roots in this region. Callaway, who got his start working for Horne Properties in Knoxville in the late 80s and early 90s, has 17 years of commercial real estate development experience focusing on retail shopping center development. Callaway formed BridgeStar two-and-a-half years ago and since then has been involved as principal in seven retail and residential development projects in three states (Georgia, Alabama and Tennessee), according to his resume.



Callaway expects to invest a minimum of \$4-\$8 million in the site and create at least 40-50 jobs. He said he will also be handling all the site work at his cost. The site will be developed in phases over several years, with development most likely occurring when the Blackburn Road interchange project is nearing completion, which is expected at the end of 2007.

Good Year for Roane County's Existing Industries

The year 2006 was a good one for many of Roane County's existing industries. For instance, a quick look at just a few of the industries in the Roane County Industrial Park on Highway 27 between Rockwood and Harriman shows:

1. Oldcastle Big Rock's business has seen continuous growth over the past few years and last year was no exception.
2. Toho Tenax America continued retooling its plant and adding to its workforce, as it becomes more competitive in the carbon fiber field.
3. Day Cab – a Seattle company that refurbishes truck cabs that came to Rockwood two years ago – has tripled their small workforce and, when their lease ran out at the old Watermark building at Roane County Industrial Park, purchased the Mini-Fibers building, renovated it and laid down permanent roots in Roane County.
4. Roane Transportation and Roane Metals have been continuously adding to their workforce to handle their increased activity.

Other industries may not have been in an expansion mode by adding jobs or even staying at their existing level, but many of those companies reported significant investment into their operations, moving more toward high-tech equipment, replacing some of the entry-level, repetitive motion-type positions that are more and more often going to such countries as China or Mexico.

A new initiative, in which Mike Farmer, County Mayor and the President and CEO of the Alliance, makes weekly calls on existing industries, has been very effective not only for keeping in touch with the needs of our industries but also to make sure our existing industries

hear that Roane County and The Roane Alliance appreciate them and are there to help them if they need us. Several of those visits led to a wide range of follow-up assistance, from help in finding employees to help in getting TVA to agree to move inactive power lines that were in the way of a proposed expansion.

Good Year for Industrial Recruitment Efforts, As Well

The year was also a good one for interest from prospective industries looking to relocate into our area. Industrial prospect proposal packages were generated and subsequent site visits occurred in 2006 at a healthy pace, culminating in the closings of a number of commercial / industrial projects bringing more than \$500,000 in sales proceeds from the industrial board to the county coffers to help pay down the county's debt. One of those projects will allow Harriman businessman Mike Edwards and his partner Cliff Hess to expand their electric supply business which is now located in Knoxville. Edwards will be expanding CSES and will build a new facility on a five-acre tract he purchased near the new Blackburn Road interchange. This facility will allow him to get into the high-end electrical supply business, as the demand for high-end residential and commercial in our area continues to grow.

New Jobs Created in Roane County

Company	Jan. 2006	Dec. 2006	New Jobs
Bechtel Jacobs	1100	1300	200
Oldcastle Big Rock Building Products	42	50	8
Cleveland Chair	36	42	6
Materials & Energy Corp.	83	90	7
Philotechnics**	0	35	35**
Pitts Engineering Works Division*	0	9	9*
Planet, Inc.	9	25	16
Roane Transportation/Roane Metals	55	90	35
TOHO Tenax America	140	175	35
Total			351

* New Company; ** New Corporate Headquarters

H.T. Hackney Named Roane County “Industry of the Year”

The Roane County Industrial Board named H.T. Hackney Company as the “Industry of the Year” for 2006. The award was announced at the Board’s annual Industry Appreciation Breakfast on Wednesday, May 24, 2006, at Roane State Community College in Harriman.

The H.T. Hackney Company was one of the top 100 largest private companies in 2002, according to *Forbes*.

They are one of the largest wholesale distributors in the U.S. with a clientele of over 20,000 retail customers and a distribution base in 22 states. The Roane County facility – which began operations in early 2005 – is a regional facility with nearly 400 employees.

“H.T. Hackney has made a significant impact on job creation and the economic infrastructure here in Roane County,” according to Roane Industrial Board Chairman Steve Kirkham. “Their positioning of market share is significant and we anticipate a long prosperous relationship between Hackney and Roane County. With a 335,000-square-foot operating center, they are a significant anchor for the Roane Regional Business and Technology Park.”

Accepting the award for Hackney was CEO and owner of the company, Bill Sansom, who has served in many leadership roles in both the public and private sector. Most recently appointed the new Chairman of the TVA Board, he has also served as a State

Commissioner of Transportation, as well as a Commissioner of Finance and Administration for the state of Tennessee.

Although the “Industry of the Year” award is a longtime tradition for the Roane County Industrial Board, the board this year decided to also honor industries for their beautification efforts. The beautification awards are being implemented to recognize different

industries that exhibit a clean, aesthetically pleasing appearance.

Two companies were so honored at this year’s appreciation breakfast – Pegasus Technologies and Capstan Tennessee. Pegasus Technologies, a new industry who just last year began operations at the Roane Regional Business and Technology Park, custom designs remote frequency and wireless technology systems. Their facility went above

and beyond any requirements for landscape architecture.

Also commended for their appearance was an established industry, Capstan Tennessee. Capstan Tennessee is located at the Roane County Industrial Park and has been in operation at that location since 1994. Housed in a 150,000-square-foot building with approximately 100 employees, Capstan Tennessee was formerly Caterpillar. The plant has reported a 40% increase in business since the acquisition.



Roane County Tourism Committee

County Commissioner James “Dub” Harmon

County Commissioner Copper Bacon

County Commissioner Ray Cantrell

County Commissioner Chris Johnson

County Commissioner Nadine Jackson

Full Court Press Raises Roane County's Visibility

Billboard advertising, website updates, radio spots, Sunday paper inserts and even tourism packages were in the mix in 2006 to boost the visibility of Roane County.

The whole idea is to let folks know where Roane County is. We have a beautiful county with a wealth of unique offerings, and we want people to know where we are and how to find us. Our location – close to the Smokies and Dollywood, and in between Nashville, Knoxville and Chattanooga – is one of our strongest assets.

A new billboard went up near exit 347 eastbound on Interstate 40 displaying a message encouraging travelers to stop at the visitors center located within the Roane Alliance Building in Kingston. “The specialists for outdoor advertising advised us to place our sign at least two exits away from where we want cars to stop. This gives travelers time to think about stopping and then to maneuver over to the right lane,” said Henderson.

We also updated our website (www.roanealliance.org) to give potential visitors more information and links about our hospitality industry, recreation and shopping opportunities.

The Roane Alliance has historically advertised in numerous printed magazines and newspapers, including the *Roane County News*, *Southern Living*, *Family Circle*, *Parents* and more. In addition, in 2006 they extended their coverage to the Georgia market by the insertion of an ad in a vacation guide which was distributed to over 120,000 homes on Sunday, May 21, plus an advertisement that was distributed to 250,000 households in Middle Tennessee via *The Tennessean* newspaper.

Expanding on this coverage from print sources, brief 30-second radio spots were aired on The South 105.7 FM in the spring and fall. “We wanted to encourage people who live nearby to consider taking advantage of our local attractions. Vacationing here in Roane County is a cost-effective alternative in these days of rising gas prices,” explained Henderson.

“Tear-off maps” of Roane County depicting key locations and major attractions in each town also became available to travelers and to city offices who may want to keep them available. The colorful maps have a picturesque scene of Watts Bar Lake on the back representing one of the county’s key resources.



Going After the Tourist Industry the “Smart” Way

The year of 2006 saw a change in the marketing strategy for Roane County tourism, both in the way we sell ourselves and in the way we work together. Emphasis is being focused on the prevalent “roots music” available here and in the available opportunities associated with the waterways, including the operation of the Watts Bar Belle Riverboat.

Cost-sharing by buying cooperative advertising resulted in a larger presence in significant magazine and marketing pieces at the state level and in *Southern Living*. Rather than using non-specific advertising, focus was placed on our events or major



tourism attractions such as the Whitestone Inn, the riverboat and the Caney Creek RV Park, as well as the 2006 Harriman and Rockwood Christmas Home Tours. The Rockwood Home Tour experienced an 18% increase in attendance, with Harriman’s Home Tour visitor rate climbing 5%.

Attendance at the annual Fourth of July Festival in Kingston appreciated this year primarily due to the return of the boat races. Attendance at the Rockwood Fall Festival increased significantly, and monthly classic car cruise-ins drew up to 400 antique cars at one time in Harriman. Rockwood began monthly cruise-ins this year as well. The Caney Creek Marina expanded their operation to include the posh recreational vehicle park, attracting a full occupancy rate for the majority of the summer season.

Other new initiatives include:

- Customized packages to travel writers to publicize our amenities.
- Video created to promote Roane County.
- Working with the East Tennessee Film Commission:
 - Harriman recently had a short film produced for the History Channel. They used one of the historic B&Bs in Harriman as well as the Carnegie Library for scenes.
 - In Rockwood, the Montel Williams Partnership for Prescription bus tour, filmed by Celsius Films of NY, filmed scenes of the bus going through Rockwood for a national commercial.
- Tourism e-mails: Weekly e-mails publicizing the events in the county to Chamber members and other interested parties.

Increases in Tourism Spending in Roane County Exceed State Average

In 2005, Roane County travel expenditures reached \$48.67 million – up 8.4% from the \$44.89 million that was spent by tourists in Roane County the year before. This was slightly better than the state’s increase in tourism dollars, which was up 8.3% over the previous year. Local tax receipts totaled \$2.52 million, equating to the conclusion that tourism is significantly strengthening the economic base of Roane County.

2005 Impact of Travel on Roane County Percent Change over 2004*

Travel Dollars Spent	Up 8.4%
Payroll	Up 4.4%
Local Tax Receipts	Up 7.2%

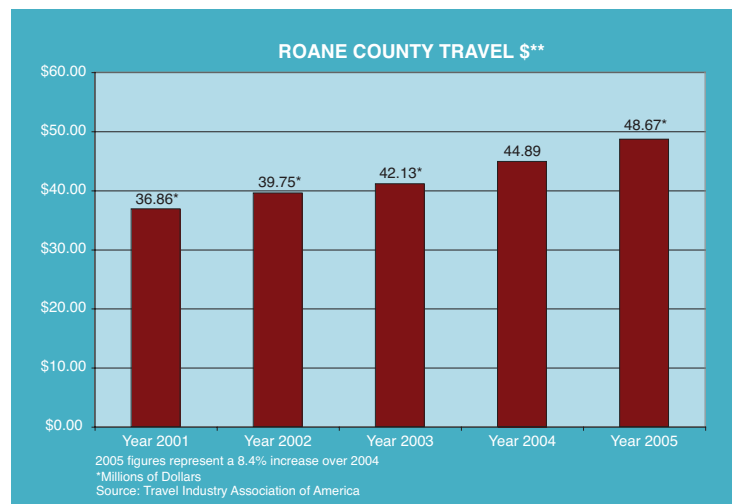
* Source: Travel Industry Association of America



The Sky’s the Limit

Next year will be even more exciting for the Alliance-led tourism effort for Roane County. After this past year’s revamp of its tourism recruitment program through the Visitors Bureau – and implementation of a number of new initiatives, from printing the county’s first-ever scenic postcards to erecting the county’s first-ever billboard touting Roane County – next year will include even more new activities and initiatives. The aggressive marketing campaign that is planned for 2007 will include targeted mailings, trips to trade shows, solicitations for fishing tournaments and boat traffic and much, much more.

Considerable growth in tourism has resulted in significant revenue for Roane County in 2006, and tourism has extremely high potential as a viable area for economic growth in Roane County in the future as well. In tourism, we feel that “The Sky’s the Limit!”



Roane County Chamber of Commerce Board of Directors 2006-2007

CHAIRMAN:	Dr. Terry Payne
CHAIR-ELECT:	Kathy May-Martin
VICE CHAIRS:	Johnny Teglas, <i>Membership</i> Dr. Gary Goff, <i>Public Affairs / Legislative</i> Jane Ollis, <i>Tourism</i> Penelope Uselton, <i>Educational Affairs</i> Frank Myers, <i>Small Business / Retail</i> Vickie Watts, <i>Economic Development</i> Kathy May-Martin, <i>Housing</i> Sonny Hunter, <i>Finance</i>
TREASURER:	Sonny Hunter
DIRECTORS:	Ken Beauchamp Bob Brooks Steve Byerly Una Coffman Paul Cowell Earl Deskins Rob Halcrow Greg Hill Pat Lett Chris Mason Tom Smith Lynne Spires Marc Verbruggen David Webb Dave Westberg

Deputy Governor Keynote at Chamber's 60th Annual Banquet



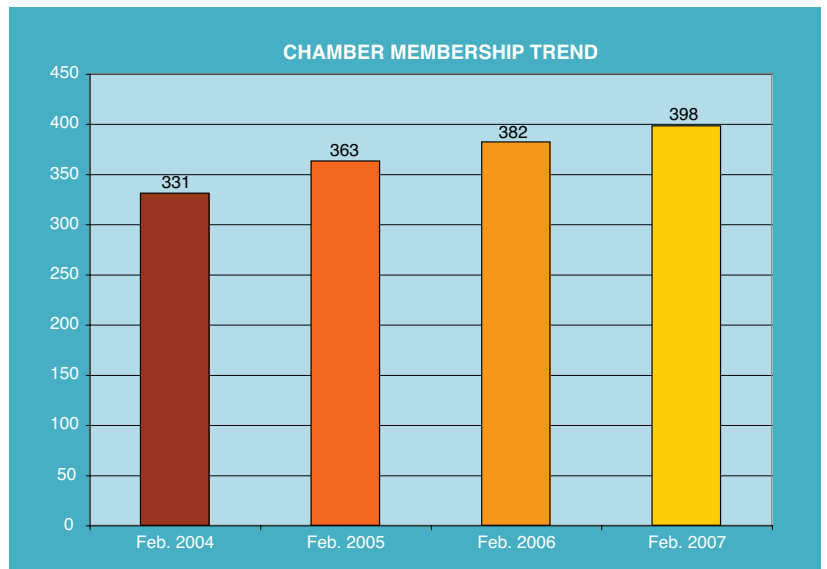
The 60th Annual Roane County Chamber of Commerce Banquet was held April 21 at the Whitestone Country Inn. The popular social / business awards event celebrated its 60th year and featured

Roane County native Deputy Governor Dave Cooley as its keynote speaker this year. Cooley is a former partner at a Nashville public relations firm and longtime Bredesen advisor and veteran political consultant.

The Roane Chamber traces its roots back to August of 1947. Founded by civic-minded volunteers who came from separate small towns with the goal of advancing themselves collectively, the Chamber is now a staffed, full-time operation and a partner of The Roane Alliance. The true force behind the Chamber, though, is its businesses and volunteers.

Cognizant of this, the banquet this year (as it has for many years) honored businesses and community leaders with three key annual awards: the Distinguished Service, the Athena and the Business of the Year awards.

A highlight of the evening was Rockwood native Dave Cooley, who delivered the keynote address. Cooley served as Deputy Governor after Phil Bredesen was elected to the statewide office (he has since gone back into the private sector). Before moving to his present position, Cooley was the director of Governor Bredesen's transition team and his senior strategist for his gubernatorial campaign. A graduate of Tennessee Technological University, Cooley also received a master's degree from the University of West Florida.



Not Your Father's Chamber Any More

Under the leadership of Chamber Board Chairman Dr. Terry Payne from the Oak Ridge National Lab, the Chamber Board definitely kicked it up a notch in many ways in 2006. For example, the board intervened often last year, writing letters and encouraging support in a number of issues where a business-friendly voice needed to be heard. One of those was when the Chamber Board voted to oppose the proposed TVA land-use plan. As other issues came up, the board wrote letters asking our elected officials to consider either supporting or delaying actions based on the effects their actions would have on the business community – and the results were gratifying.

In addition, this year saw the Chamber's committee system become much more effective, meeting more regularly and launching a number of new programs – extending the reach of the Chamber's work as never before. For example, the economic development committee began making regular visits to existing

industries who are members of the Chamber as part of an effort to make them more successful and improve their bottom line. Also, a housing committee was formed, and one of their first projects was to launch a home tour and start planning the county's first-ever Home and Garden Fair, which is to be held this spring. And the legislative affairs committee this year worked up a legislative agenda to give to our county's representatives to make it clear what projects the Chamber Board would like them to support in the upcoming session in Nashville.

And last but not least, Chamber membership hit a record-setting 400 members last year and hovered near there throughout the year, while the annual dues investments increased nearly 25% over the year before.

Roane County Chamber of Commerce Legislative Initiatives for 2007

Economic Development & Tourism

- Support expanded funding for Roane County Tourism
- Support industrial recruitment and retention for Roane County
- Support no state laws impacting on local governments
- Support no "job killer" bills
- Support affordable health care and worker's compensation

Transportation

- Support the widening of Highway 61 between Harriman and Oliver Springs
- Support the widening of Highway 58 in the vicinity of Heritage Center to Oak Ridge
- Support the widening of Highway 70 through Roane County
- Support the continued development of Rockwood Airport

Education

- Support "stay in school" initiatives
- Support P-12 curriculum re-structuring and increased funding
- Support enhanced teacher preparation and certification
- Support increase funding to higher education

There's No Place Like Roane

The popularity of Roane County as a place for many to call home continued in 2006. Though requests for information about our county came more commonly from the Midwest and Florida than anywhere else, calls and e-mails came to us from all over the country.

And the interest in living on or near our lovely Watts Bar Lake continued to be a draw – especially for the Baby Boomers. Although housing starts fell a little more than 8% in Roane County in 2006, high-end residential and commercial and industrial building continued at a strong steady pace, with \$40 million in construction being permitted. Existing home sales continued to be strong, and our median home sales price was reported to be just over \$190,000.

Roane County Achieves Top Level in State 3-Star Program

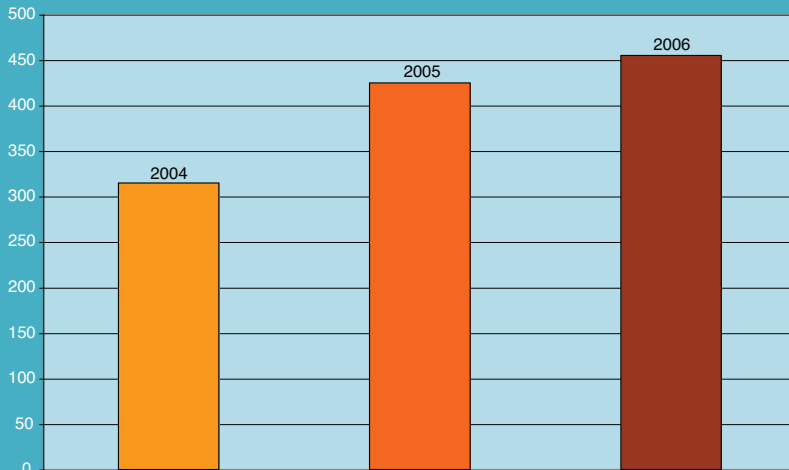
Roane County achieved a significant milestone in 2006, reaching the third and top level of the state's Three-Star Program. This put Roane County among an elite group, as only 22 other counties are at this prestigious level in the state program, which rates each county's readiness for economic development.

What this means is that the state has said that our county has an effective and efficient blueprint in place to be able to be successful in economic development – from its educational system to its county-wide zoning to its beautification efforts and on and on. This should translate into a savings of thousands of dollars to the county and each of its municipalities, both through access to individual grants as well as the reduction of local match

amounts needed for state grants.

This is Roane County's 18th consecutive year being designated a Three-Star Community by the State of Tennessee.

Chamber Relocation Packets



Chamber Events

Chamber members had lots of opportunities to meet and greet many people and grow their business in 2006 with numerous ribbon cuttings, Chamber coffees, open houses and more. A number of Chamber businesses celebrated anniversaries in 2006: Scandlyn Lumber – 50 years, United Way and Eye Center of Oak Ridge – 10 years and 1st Bank of Tennessee – 5 years.

Some other Chamber events from 2006 included:

- Philotechnics new corporate headquarters grand opening.
- AGA Insurance open house at their new offices in Kingston.
- New Gateway Supermarket grand opening in Rockwood.
- New Caney Creek RV Resort ribbon-cutting.
- New Holiday Inn Express grand opening in Harriman.
- New Grigsby Insurance office's grand opening.
- New Rosemary's Florist retail store ribbon-cutting.
- Quality Paint and Flooring ribbon-cutting.
- ORNL Credit Union ribbon-cutting.
- New Renu-U Salon grand opening.
- Valley Farmers Co-Op grand opening after renovation.
- Tennessee Members 1st Credit Union ribbon-cutting.
- Oak Ridge Utility District's new facility ribbon-cutting.
- Cheers of Kingston grand opening.





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