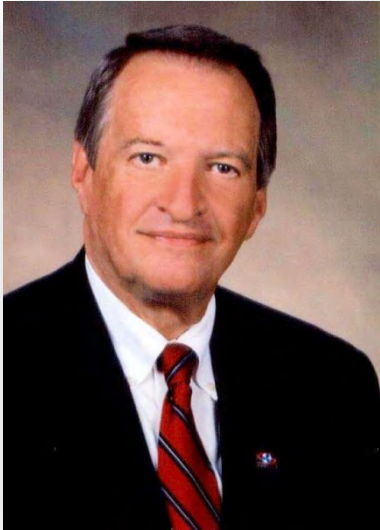


NORTHFIELD

WORKFORCE
DEVELOPMENT
& CONFERENCE
C • E • N • T • E • R

Continuing Success



“I continue to be amazed and pleased by the success that the Northfield Building has enjoyed and look forward to continued success in the future. Acquisition of this building from General Motors has directly led to the employment of over 1,400 employees and countless training opportunities for others. This building was going to be demolished by GM and due to the work of many individuals and the State of Tennessee a coalition was formed that allowed the creation of jobs and training opportunities.”

Jim Bailey, Maury County Mayor



The Obstacles

- Middle Tennessee Highest Unemployment Region in the state for 37 months in a row
- June 2009
 - GM declares Bankruptcy
 - Announces Spring Hill Assembly will 'IDLE' in November
 - 5,000 direct / indirect auto workers to be laid-off
- Tennessee Career Centers were all ready full
- With no certainty the SH GM Assembly Plant would re-open

The 'Urgent' Vision

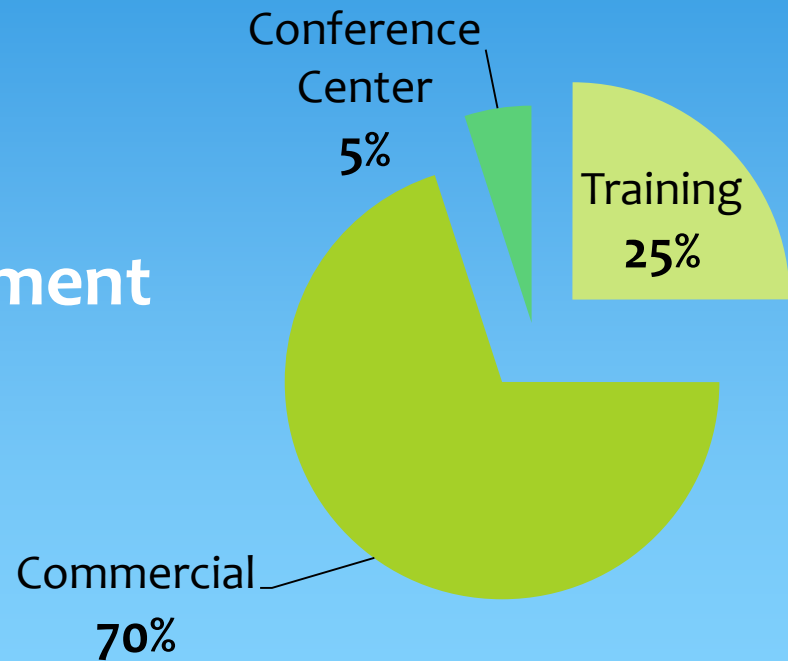
- Create a private/public coalition that would foster opportunities to increase the regional availability of training for the emerging workforce and dually enrolled youth, dislocated workers, transitional job seekers, and incumbent workers
- Utilize an existing facility in a unique Workforce and Economic Development model

The Concept

- Purchase and Utilize 320,000 sqft Saturn Corporation Training Center as a Community Asset
- Revenues from commercial property and conference center offset the operational costs for entire building.
- Training is tied to employer driven workforce demands.
- Educational institutions utilize as satellite location at no facility cost.
- Planned academies: Healthcare, Information Technology, Advanced Manufacturing & Clean Technologies, Public Safety, and Culinary Arts

Northfield Components

- Training
- Conference Center
- Commercial Development



Training

- Current satellite location for Columbia State Community College, Tennessee College of Applied Technology-Hohenwald, and Tennessee College of Applied Technology-Pulaski.
- Depending on the workforce demands, other institutions have held courses at Northfield.
- Since **2010**, **32** classes have been held at Northfield with **706** students completing.
- **\$789,950** annually in-kind to post-secondary schools.
- **\$65,490** annually in-kind to Maury County School System.



Current Training Classes

- EMS – EMT
- EMS – Paramedic
- Licensed Practical Nurse
- Phlebotomy
- CNC Machining
- Industrial Maintenance
- Automotive Technology
- Advance Industrial Technology (Mecatronics)
- Call Center / Customer Support
- High School Diploma – Non Traditional High School







TENNESSEE COLLEGE
OF APPLIED TECHNOLOGY
HOHENWALD



TENNESSEE COLLEGE
OF APPLIED TECHNOLOGY
PULASKI



Conference Center

- **100** Seat Theater
- **300** Seat Multi-Purpose Room / Conference Center
- Multiple breakout rooms and areas.
- Conference Center is regularly utilized by organizations (public and private) and industries for training sessions, annual meetings, and conferences.
- Over **4,000** people have visited the conference center during 2013.









"The Northfield Workforce Development & Conference Center has delivered unmeasureable economic value to Spring Hill with over 1,400 jobs. We will never know the true value, but rest assure, we are all appreciative of what this complex has brought to our region. It has been a great boost to our city's economy."

Rick Graham, Mayor for the City of Spring Hill



"The facility at Northfield has been looked at as an opportunity to create job training in multiple fields and at the same time create jobs for all the region which has impacted Marshall County job opportunity for our work force."

Joe Boyd Liggett, Marshall County Mayor

Commercial Development

- October 2011, IBEX Global set up operations at Northfield with plans for **400** employees.
- September 2013, IBEX Global employs **1,400** local residents with a **\$36M** plus annual payroll.
- Employer Incentives to date.
 - Competitive lease rate
 - Cubicles and furniture included
 - **\$300,000** provided for back-up generator for initial 400
 - TECD provides **\$280,000** FastTrack Training Grant for second wave of hiring 400 additional employees
 - **\$2.1M** in tenant improvements funded through lease agreement



IBEX GLOBAL
 ★ Spring Hill, TN

Total: 838 people

of Commuters to **IBEX** GLOBAL (Spring Hill location)

Source: IBEX Global, 2012



“Since the initial job hiring at then TRG in October, 2011, the city’s local option sales tax has increased an additional \$75,000.00 per month as of April, 2013. The increase in local option sales tax is the result of increased consumer spending.

A probable cause of the increased spending could simply be more consumers. During that period 1,400 new jobs were added at the Northfield complex. While it’s difficult to say how much of the growth is purely attributable to the Northfield complex, the data seems to suggest it has had a notable positive impact.”

Victor Lay, City of Spring Hill-City Manager

IBEX | GLOBAL



Current Tenants

- autoXLR8R Entrepreneur Center
- City of Spring Hill Chamber of Commerce
- IBEX Global
- Laughing Apron Catering
- The Event Restaurant
- Randstad Staffing Services
- reNOVA Janitorial Services
- Columbia State Community College
- Northfield Academy – Non-Traditional High School
- TCAT – Hohenwald
- TCAT – Pulaski
- Tennessee Tech University (Winter 2014)

Continuing Success

From an empty parking lot

.... To a RFQ to expand the Parking Lot



Before



After



For more information contact:

Tom Brewer, Managing Director

Workforce Development & Conference Center at Northfield

615-400-1268

Thomas.brewer@sctworkforce.org

