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FINAL REPORT

CRADA Y1293-0163
TENNESSEE TECHNOLOGY FOUNDATION
on behalf of
The STATE OF TENNESSEE

Rec'd 11/21/94

During the time from April 1993 through April 1994, the State of Tennessee and Martin Marietta Energy Systems, Inc. were engaged in a jointly supported economic development effort. This project was accomplished through collaboration with the Tennessee Technology Foundation (TTF) and supported a consultant to the Tennessee Commission of Economic and Community Development. This document will serve as the final report of that effort and will summarize the activities during the effective period of the subject agreement.

BACKGROUND

The primary focus of this effort was to focus upon the state's long range economic development strategy and identify opportunities consistent with the state administration's plans. To date, that plan has consisted of maximizing job creation at the lowest possible cost to the state. While there has been a natural gravitation to the manufacturing and production sectors, economic development has not been focused further to concentrate upon any particular segment of these sectors. The one true exception to this statement is the obvious interest that the state has placed upon the automotive manufacturing and assembly opportunities.

In keeping with the above mentioned agreement and in accordance with the DOE policies and guidelines, the individual engaged ECD officials, and focused upon those areas where the technologies of interests to the DOE corresponded with those of the state. As a result of the broad mission of the DOE's Oak Ridge facilities, this agreement encouraged a broad base of involvement in a number of activities of interest to Tennessee.

DISCLAIMER

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BRIEFINGS

During the period of time this agreement was in place, a number of oral and written briefs were provided to TTF regarding specific activities, programs and opportunities. These are listed by topic and date below:

May 28, 1993	Plan and Scope of Activities
July 6, 1993	Activity Briefing
July 30, 1993	Opportunities & Strategies Report
August 27, 1993	Technology & Economic Growth
October 1, 1993	Initiated an extensive series of briefings on Technopolis - a technology base development strategy.
January 14, 1994	The Role of Technology in Manufacturing Competitiveness
February 25, 1994	Activity Briefing
April 8, 1994	Activity Briefing

During the entire contract period, meetings were held with representatives from TTF on at least a bi-weekly basis and often with greater frequency. In addition, a number of ad hoc meetings were used to further the purposes and objectives set forth in the agreement.

OVERVIEW OF COMMUNITY LEVEL DISCUSSIONS

During the process of strategy formulation visits were made to various business centers of specific interest to the State of Tennessee. Those visits included the preparation of presentations to communities on a wide variety of development related issues and economic development opportunities. Those visits included 12 of the 15 counties in the TTF/Resource Valley sphere of influence, the cities of Chattanooga, Clarksville, Greenville, Jackson, Memphis, Nashville, and nearby Knoxville. The purpose of these visits and the presentations provided were to discuss the state's interests in economic development and how DOE developed technology could assist in meeting those objectives. Generally, there was a positive response by the communities and specific businesses around the state. The Energy Systems manufacturing assistance program and licensing and cooperative research activities with Tennessee businesses increased during the period. In many instances, jobs were saved and in some cases, new jobs were created and noted by the communities or businesses involved.

SPECIFIC ACTIVITIES OF INTEREST

Martin Marietta Energy Systems provided support and in some cases, solely supported highly visible economic development activities on behalf of the region and the State. These Energy Systems activities included, but were not limited to the following:

- Active support for project Rosewood, the recruitment effort for Mercedes Benz, (Fee, Martin, Grahl)
- Sponsored an economic panel discussion (two days) with Dr. George Kozmetsky, DRI/McGraw-Hill and other nationally known figures, (Grahl)
- Provided the use of the Martin Marietta Corporate aircraft to establish an information/exploration journey to Austin, Texas for state and industrial leaders, (Fee)
- Developed and promoted Technopolis: An East Tennessee Economic Development Strategy, (Martin, Grahl)
- Secured no cost real-estate for the creation of Technology 2020 -- a technology demonstration project and incubator facility, (Martin, Grahl)
- Supported ET2000, an effort to secure funding for several economic development efforts, (Y-12 & OTT)
- Supported an East-West Conference in Knoxville, (Martin)
- Supported and coordinated the formation of the Southeastern Regional Alliance involving Tennessee, Georgia, South Carolina and North Carolina, (Jamison)
- Established an extensive financing network with state wide investors in emerging businesses, (Grahl)
- Supported the Public-Private Partnership that evolved into Tennessee Tomorrow, Inc., (Ferguson, Grahl)
- Coordinated advertising/marketing efforts with Tennessee's Resource Valley in national publications on behalf of the State of Tennessee, (Culver)
- Supported the Knoxville Urban Empowerment Zone grant preparation, (Grahl) and
- Supported the Campbell County Rural empowerment zone preparation. (Grahl)

RECRUITING AND BUSINESS START-UP EFFORTS

During the course of this agreement, a number of recruiting efforts were also initiated and supported, as were several strategies for establishing strategic businesses in the state. The most highly visible of these efforts was Project Rosewood, the highly publicized, but unsuccessful Mercedes Benz recruiting effort. However, several smaller, but successful efforts included the start-up or relocation of several start-up firms. These included, but were never limited to the following:

Frametech, Inc.	Roane County
Sotoworks, Inc.	Knox County
Powell Labs, Inc.	Knox County
Environmental Source, Inc.	Blount County
General Ecology Corporation	Chattanooga
Woodward & Clyde	Anderson County

Support for other recruiting efforts was provided to several eastern counties. Some of these are continuing and Energy Systems continues to provide support activities.

Overall, this program was successful for both the State of Tennessee and the DOE facilities in Oak Ridge.

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