

MEMPHIS
FAST FORWARD



MEMPHISED
MEMPHIS AREA ECONOMIC DEVELOPMENT PLAN

Campaign Close-Out Report

2008 - 2012

SUBMITTED BY:
Resource Development Group
January 2009

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CAMPAIGN OVERVIEW

As of January 20, 2009 our campaign status is as follows:

	Annual <u>Pledges</u>	Five-Year <u>Pledges</u>
63 Committed Investors	\$469,600	\$2,372,800

Committed Investors:

- 41 are new program investors
- 22 are renewing investors
 - 12 increased their investment
 - 2 renewed at the same level
 - 8 renewed at a lower level

125 Campaign prospects declined to invest at this time

- 45 were Think Memphis Investors
- 80 were new potential Investors

69 Campaign prospects declined an appointment

217 Campaign prospects were unable to schedule

513 organizations were contacted

- 225 solicitation calls were conducted
 - 63 Committed 12%
 - 14 Pending 2%
 - 125 Declined Investment 25%
 - 25 Revisit in 2009 5%
- 69 Declined Appointment 14%
- 217 Unable to schedule 42%

CAMPAIGN SUMMARY

As a follow up to the August 2007 Campaign event, we launched a broad base direct solicitation campaign in February 2008. The decision was made in mid-February to forgo a traditional community assessment/financial feasibility study as the strategic plan was solid and already being implemented. We proceeded to develop our campaign materials presenting the MemphisED program of work and begin Campaign Leadership recruitment and active solicitation efforts in March.

The campaign was fortunate to have Tom Schmitt and Charles Burkett serve as Campaign Co-Chairs and benefitted from their leadership. Their support was greatly appreciated. We then recruited 23 business leaders in a variety of industry sectors to serve as Investment Council members to provide us with advice and counsel in conjunction with our sector solicitation strategies.

The vast majority of solicited campaign prospects understood the need for this program and appreciated its scope and boldness. Some of the challenges we encountered during the first half of the campaign included:

- Lack of awareness of the Memphis Fast Forward and MemphisED program. Only 25% of campaign prospects solicited, mostly active Chamber members, had heard of or understood these programs;
- Widespread skepticism of Memphis City and Shelby County government's involvement and effectiveness in economic development initiatives;
- The approximate 2 year gap between the end of the Think Memphis program/funding cycle and the start of the MemphisED program/campaign.

Beginning in September 2008, additional market conditions and challenges arose to adversely impact the ultimate number of committed investors and money raised. Uncertainty about the Presidential election compounded by the economic slowdown and capital market crisis severely diminished our ability to secure financial commitments from 50 – 75 companies which might have come aboard under “normal” economic conditions.

The economic slowdown and capital market crisis directly impacted our ability to secure funding support from a number of industry sectors which are traditionally engaged and supportive of economic development programs. The following traditionally supportive industry sectors were taken completely “out of play” during this campaign.

- Homebuilders
- Title Insurance Companies
- Residential Realtors
- Mortgage Companies
- Automobile Dealers

The following industry sectors were directly impacted by economic conditions and resulted in a much lower penetration rate and aggregate funding levels compared to projected levels.

- Banking
- General Contractors
- Sub Contracting firms
- Architects/Engineering
- Casinos
- Investment Firms
- Accounting Firms

Funding shortfalls from sizeable industry sectors resulted from the lack of a past connection and/or limited relationship with the Memphis Regional Chamber. These include:

- Transportation (Trucking, Intermodal)
- Construction
- Insurance Agencies
- Logistics (Warehousing, Freight Forwarders)
- Manufacturing
- Distributors
- Large retail operations

Although we did not reach our anticipated funding level, there are positive “take-aways” that help to form a stronger foundation for the future:

- Delivered the Chamber’s value proposition to more than 200 leading business leaders throughout the Memphis region;
- Secured the participation and financial support from 41 companies not previously engaged in funding economic development programs.
- Implemented a consistent communication and investor relations program to promote our value proposition and strengthen the Chamber/business relationship.
- Developed a detailed database of local businesses with updated contact information for future cultivation for MemphisED investment and/or Chamber memberships.

COMMITTED INVESTORS - INDUSTRY SECTORS

	<u>Annual Pledge</u>	<u>Five-Year Pledge</u>	<u>% of Total</u>
Accounting			
Deloitte	\$10,000	\$50,000	
Dixon-Hughes, PLLC	\$10,000	\$50,000	
Ernst & Young, LLP	\$2,000	\$10,000	
Frazee Ivy & Davis, PLC	<u>\$500</u>	<u>\$2,500</u>	
	\$22,500	\$112,500	5%
Advertising/PR			
Archer/Malmo	\$5,000	\$25,000	
Oden Marketing & Design	<u>\$2,500</u>	<u>\$7,500</u>	
	\$7,500	\$32,500	1%
Architects/Engineers			
Allen & Hoshall	\$10,000	\$50,000	
EnSafe, Inc.	\$2,500	\$12,500	
Fleming/Associates/Architects, PC	\$5,000	\$25,000	
Hnedak-Bobo Group, Inc.	\$15,000	\$15,000	
Pickering Incorporated	\$10,000	\$50,000	
SSR Ellers, Inc.	<u>\$5,000</u>	<u>\$25,000</u>	
	\$47,500	\$177,500	7%
Attorneys			
Bass, Berry & Sims, PLC	\$5,000	\$25,000	
Burch, Porter & Johnson, PLLC	\$1,000	\$1,000	
Butler, Snow, O'Mara Stevens & Cannada	\$5,000	\$25,000	
Ford & Harrison, LLP	\$5,000	\$25,000	
Glankler Brown, PLLC	\$10,000	\$50,000	
Weintraub & Stock	<u>\$1,500</u>	<u>\$7,500</u>	
	\$27,500	\$133,500	6%
Automotive			
General Truck Sales and Service, Inc.	\$1,000	\$5,000	
Tag Truck Center	<u>\$500</u>	<u>\$2,500</u>	
	\$1,500	\$7,500	<1%
Banking			
Independent Bank	\$5,000	\$25,000	
Regions Bank	\$25,000	\$125,000	
SunTrust Bank	\$35,000	\$175,000	
Trustmark National Bank	<u>\$5,000</u>	<u>\$25,000</u>	
	\$70,000	\$350,000	15%

Business Supplier			
NovaCopy, Inc.	<u>\$2,000</u>	<u>\$10,000</u>	
	\$2,000	\$10,000	<1%
Communications			
AT&T	\$25,000	\$125,000	
Cricket Communications	\$2,500	\$12,500	
Power & Telephone Supply Co.	<u>\$100,000</u>	<u>\$100,000</u>	
	\$127,500	\$237,500	10%
Construction Supply			
APAC - Tennessee, Inc.	\$5,000	\$25,000	
Southern Steel Supply Co.	<u>\$2,500</u>	<u>\$12,500</u>	
	\$7,500	\$37,500	1%
Contractors / General			
Flintco, Inc.	\$5,000	\$25,000	
Inman Construction Corporation	\$5,000	\$25,000	
Montgomery Martin Contractors, LLC	\$10,000	\$50,000	
Smith-Doyle Contractors, Inc.	\$1,000	\$5,000	
Zellner Construction Company, Inc.	<u>\$5,000</u>	<u>\$25,000</u>	
	\$26,000	\$130,000	5%
Contractors / Specialty			
Chris Hill Construction	\$500	\$2,500	
Standard Construction Co., Inc.	<u>\$5,000</u>	<u>\$25,000</u>	
	\$5,500	\$27,500	1%
Education			
Southern College of Optometry	\$5,000	\$25,000	
Southwest Tennessee Community College	<u>\$10,000</u>	<u>\$50,000</u>	
	\$15,000	\$75,000	3%
Entertainment/Recreation			
Elvis Presley Enterprises	<u>\$5,000</u>	<u>\$25,000</u>	
	\$5,000	\$25,000	1%
Government Authority			
Memphis/Shelby County Airport Authority	<u>\$50,000</u>	<u>\$250,000</u>	
	\$50,000	\$250,000	10%
Health Care			
Saint Francis Hospital	<u>\$5,000</u>	<u>\$25,000</u>	
	\$5,000	\$25,000	1%
Hotels/Motels			
Peabody Hotel	<u>\$17,100</u>	<u>\$51,300</u>	
	\$17,100	\$51,300	2%

Insurance

BlueCross BlueShield of Tennessee	\$20,000	\$80,000	
Sedgwick Claims Management Services, Inc.	<u>\$10,000</u>	<u>\$50,000</u>	
	\$30,000	\$130,000	5%

Investment Firms

Duncan-Williams, Inc.	\$5,000	\$25,000	
Waddell & Associates, Inc.	<u>\$2,500</u>	<u>\$12,500</u>	
	\$7,500	\$37,500	1%

Logistics

Mallory Alexander International Logistics	\$10,000	\$50,000	
Ozburn-Hessey Logistics	<u>\$10,000</u>	<u>\$50,000</u>	
	\$20,000	\$100,000	4%

Real Estate

ALCO Properties, Inc.	\$1,500	\$7,500	
Parkway Realty Services	<u>\$3,000</u>	<u>\$15,000</u>	
	\$4,500	\$22,500	1%

Real Estate (Developers)

Belz Investco, GP	\$10,000	\$50,000	
Boyle Investment Company	\$10,000	\$50,000	
Commercial Advisors, LLC	\$7,500	\$37,500	
Commercial Alliance Management	\$2,500	\$12,500	
Industrial Developments International, Inc.	\$15,000	\$75,000	
Panattoni Development Co., LLC	\$5,000	\$5,000	
Poag & McEwen	<u>\$10,000</u>	<u>\$50,000</u>	
	\$60,000	\$280,000	12%

Real Estate (Realtors)

CB Richard Ellis Memphis	\$10,000	\$50,000	
Colliers Wilkinson & Snowden, Inc.	\$5,000	\$15,000	
Crump Commercial, LLC	<u>\$500</u>	<u>\$2,500</u>	
	\$15,500	\$67,500	3%

Trade Groups/Associations

Memphis Area Association of Realtors	<u>\$10,000</u>	<u>\$50,000</u>	
	\$10,000	\$50,000	2%

COMMITTED INVESTORS - ALPHABETICAL

<u>Organization</u>	<u>Contact Name</u>	<u>Annual Pledge</u>	<u>Five-Year Pledge</u>
ALCO Properties, Inc.	Frank Jemison, Jr.	\$1,500	\$7,500
Allen & Hoshall	David L. Nicholson	\$10,000	\$50,000
APAC - Tennessee, Inc.	Nick Haynes	\$5,000	\$25,000
Archer/Malmo	Russ Williams	\$5,000	\$25,000
AT&T	Bill Ray	\$25,000	\$125,000
Bass, Berry & Sims, PLC	John A. Stemmler	\$5,000	\$25,000
Belz Investco, GP	Ronald Belz	\$10,000	\$50,000
BlueCross BlueShield of Tennessee	Calvin Anderson	\$20,000	\$80,000
Boyle Investment Company	Paul Boyle	\$10,000	\$50,000
Burch, Porter & Johnson, PLLC	David Harris	\$1,000	\$1,000
Butler, Snow, O'Mara Stevens & Cannada	Frank Holbrook	\$5,000	\$25,000
CB Richard Ellis Memphis	Kelly Truitt	\$10,000	\$50,000
Chris Hill Construction	Craig Christenbury	\$500	\$2,500
Colliers Wilkinson & Snowden, Inc.	Daniel F. Wilkinson	\$5,000	\$15,000
Commercial Advisors, LLC	Larry Jensen	\$7,500	\$37,500
Commercial Alliance Management	Larry Jensen	\$2,500	\$12,500
Cricket Communications	Elizabeth Hough	\$2,500	\$12,500
Crump Commercial, LLC	Charles Sevier	\$500	\$2,500
Deloitte	Robert S. Hester, Jr.	\$10,000	\$50,000
Dixon-Hughes, PLLC	David B. Baggett	\$10,000	\$50,000
Duncan-Williams, Inc.	Duncan F. Williams	\$5,000	\$25,000
Elvis Presley Enterprises	Jack Soden	\$5,000	\$25,000
EnSafe, Inc.	Phillip G. Coop	\$2,500	\$12,500
Ernst & Young, LLP	William Drummond	\$2,000	\$10,000
Fleming/Associates/Architects, PC	Scott Fleming	\$5,000	\$25,000
Flintco, Inc.	Kevin W. Moyes	\$5,000	\$25,000
Ford & Harrison, LLP	Louis Britt	\$5,000	\$25,000
Frazee Ivy & Davis, PLC	John Ivy	\$500	\$2,500
General Truck Sales and Service, Inc.	James McCullough, Jr.	\$1,000	\$5,000
Glankler Brown, PLLC	Charles Hill	\$10,000	\$50,000
Hnedak-Bobo Group, Inc.	L. Kirkpatrick Bobo	\$15,000	\$15,000
Independent Bank	Susan S. Stephenson	\$5,000	\$25,000
Industrial Developments International, Inc.	Kurt A. Nelson	\$15,000	\$75,000
Inman Construction Corporation	Page Inman	\$5,000	\$25,000
Mallory Alexander International Logistics	Neely Mallory III	\$10,000	\$50,000
Memphis Area Association of Realtors	Jules Wade	\$10,000	\$50,000

<u>Organization</u>	<u>Contact Name</u>	<u>Annual Pledge</u>	<u>Five-Year Pledge</u>
Mr. Brad Champlin	Brad Champlin	\$1,000	\$3,000
NovaCopy, Inc.	Darren Metz	\$2,000	\$10,000
Oden Marketing & Design	Bill Carkeet	\$2,500	\$7,500
Ozburn-Hessey Logistics	Karen White	\$10,000	\$50,000
Panattoni Development Co., LLC	Al Andrews, Jr.	\$5,000	\$5,000
Parkway Realty Services	Connie Kjellin	\$3,000	\$15,000
Peabody Hotel	Doug Browne	\$17,100	\$51,300
Pickering Incorporated	Mike Pohlman	\$10,000	\$50,000
Poag & McEwen	G. Dan Poag	\$10,000	\$50,000
Power & Telephone Supply Co.	Jim Pentecost	\$100,000	\$100,000
Regions Bank	Joe DiNicolantonio	\$25,000	\$125,000
Saint Francis Hospital	David L. Archer	\$5,000	\$25,000
Sedgwick Claims Management Services, Inc.	Don Burkett	\$10,000	\$50,000
Smith-Doyle Contractors, Inc.	Wayne L. Smith	\$1,000	\$5,000
Southern College of Optometry	Richard Phillips	\$5,000	\$25,000
Southern Steel Supply Co.	Neil J. Cohen	\$2,500	\$12,500
Southwest Tennessee Community College	Nathan Essex	\$10,000	\$50,000
SSR Ellers, Inc.	Ralph Richardson	\$5,000	\$25,000
Standard Construction Co., Inc.	Clifton S. Hunt	\$5,000	\$25,000
SunTrust Bank	John Frazer, CFP	\$35,000	\$175,000
Tag Truck Center	Tommy Earl	\$500	\$2,500
Trustmark National Bank	Gene Henson	\$5,000	\$25,000
Waddell & Associates, Inc.	David S. Waddell, CFP	\$2,500	\$12,500
Weintraub & Stock	Jeff Weintraub	\$1,500	\$7,500
Zellner Construction Company, Inc.	Gary Meter	<u>\$5,000</u>	<u>\$25,000</u>
Totals		\$585,600	\$2,372,800

COMMITTED INVESTORS - DESCENDING

Organization	<u>Contact Person</u>	<u>Annual Pledge</u>	<u>Five-Year Pledge</u>
Memphis/Shelby County Airport Authority	Larry Cox	\$50,000	\$250,000
SunTrust Bank	John Frazer, CFP	\$35,000	\$175,000
AT&T	Bill Ray	\$25,000	\$125,000
Regions Bank	Joe DiNicolantonio	\$25,000	\$125,000
Power & Telephone Supply Co.	Jim Pentecost	\$100,000	\$100,000
BlueCross BlueShield of Tennessee	Calvin Anderson	\$20,000	\$80,000
Industrial Developments International, Inc.	Kurt A. Nelson	\$15,000	\$75,000
Peabody Hotel	Doug Browne	\$17,100	\$51,300
Boyle Investment Company	Paul Boyle	\$10,000	\$50,000
Ozburn-Hessey Logistics	Karen White	\$10,000	\$50,000
Montgomery Martin Contractors, LLC	H. Montgomery Martin	\$10,000	\$50,000
Memphis Area Association of Realtors	Jules Wade	\$10,000	\$50,000
Sedgwick Claims Management Services, Inc.	Don Burkett	\$10,000	\$50,000
Allen & Hoshall	David L. Nicholson, PE	\$10,000	\$50,000
Glankler Brown, PLLC	Charles Hill	\$10,000	\$50,000
Poag & McEwen	G. Dan Poag	\$10,000	\$50,000
Deloitte	Robert S. Hester, Jr.	\$10,000	\$50,000
Mallory Alexander International Logistics	Neely Mallory III	\$10,000	\$50,000
Pickering Incorporated	Mike Pohlman	\$10,000	\$50,000
Belz Investco, GP	Ronald Belz	\$10,000	\$50,000
CB Richard Ellis Memphis	Kelly Truitt	\$10,000	\$50,000
Dixon-Hughes, PLLC	David B. Baggett	\$10,000	\$50,000
Southwest Tennessee Community College	Nathan Essex	\$10,000	\$50,000
Commercial Advisors, LLC	Larry Jensen	\$7,500	\$37,500
Saint Francis Hospital	David L. Archer	\$5,000	\$25,000
Elvis Presley Enterprises	Jack Soden	\$5,000	\$25,000
Duncan-Williams, Inc.	Duncan F. Williams	\$5,000	\$25,000
Inman Construction Corporation	Page Inman	\$5,000	\$25,000
Southern College of Optometry	Richard Phillips	\$5,000	\$25,000
Standard Construction Co., Inc.	Clifton S. Hunt	\$5,000	\$25,000
Butler, Snow, O'Mara Stevens & Cannada	Frank Holbrook	\$5,000	\$25,000
Archer/Malmo	Russ Williams	\$5,000	\$25,000
Ford & Harrison, LLP	Louis Britt	\$5,000	\$25,000
APAC - Tennessee, Inc.	Nick Haynes	\$5,000	\$25,000
Flintco, Inc.	Kevin W. Moyes	\$5,000	\$25,000
Fleming/Associates/Architects, PC	Scott Fleming	\$5,000	\$25,000
SSR Ellers, Inc.	Ralph Richardson	\$5,000	\$25,000

Organization	<u>Contact Person</u>	<u>Annual Pledge</u>	<u>Five-Year Pledge</u>
Independent Bank	Susan S. Stephenson	\$5,000	\$25,000
Zellner Construction Company, Inc.	Gary Meter	\$5,000	\$25,000
Trustmark National Bank	Gene Henson	\$5,000	\$25,000
Bass, Berry & Sims, PLC	John A. Stemmler	\$5,000	\$25,000
Parkway Realty Services	Connie Kjellin	\$3,000	\$15,000
Hnedak-Bobo Group, Inc.	L. Kirkpatrick Bobo	\$15,000	\$15,000
Colliers Wilkinson & Snowden, Inc.	Daniel F. Wilkinson	\$5,000	\$15,000
Cricket Communications	Elizabeth Hough	\$2,500	\$12,500
Commercial Alliance Management	Larry Jensen	\$2,500	\$12,500
EnSafe, Inc.	Phillip G. Coop	\$2,500	\$12,500
Waddell & Associates, Inc.	David S. Waddell, CFP	\$2,500	\$12,500
Southern Steel Supply Co.	Neil J. Cohen	\$2,500	\$12,500
NovaCopy, Inc.	Darren Metz	\$2,000	\$10,000
Ernst & Young, LLP	William C. Drummond	\$2,000	\$10,000
Oden Marketing & Design	Bill Carkeet	\$2,500	\$7,500
ALCO Properties, Inc.	Frank Jemison, Jr.	\$1,500	\$7,500
Weintraub & Stock	Jeff Weintraub	\$1,500	\$7,500
Smith-Doyle Contractors, Inc.	Wayne L. Smith	\$1,000	\$5,000
Panattoni Development Co., LLC	Al Andrews, Jr.	\$5,000	\$5,000
General Truck Sales and Service, Inc.	James McCullough, Jr.	\$1,000	\$5,000
Mr. Brad Champlin	Brad Champlin	\$1,000	\$3,000
Tag Truck Center	Tommy Earl	\$500	\$2,500
Crump Commercial, LLC	Charles Sevier	\$500	\$2,500
Frazee Ivy & Davis, PLC	John Ivy	\$500	\$2,500
Chris Hill Construction	Craig Christenbury	\$500	\$2,500
Burch, Porter & Johnson, PLLC	David Harris	<u>\$1,000</u>	<u>\$1,000</u>
Totals		\$469,600	\$2,372,800

REMAINING PENDING ACCOUNTS

<u>Organization</u>	<u>Contact Name</u>	<u>Annual Request</u>	<u>Five-Year Request</u>
BancorpSouth Bank	Tom Portis	\$20,000	\$100,000
BankTennessee	R. Todd Vanderpool	\$5,000	\$25,000
Barge, Waggoner, Sumner & Cannon, Inc.	Charles Goforth	\$2,500	\$12,500
BNSF Railway Company	Scott Jenkins	\$20,000	\$100,000
Buckeye Technologies, Inc.	John B. Crowe	\$15,000	\$75,000
Canadian National Railroad	Patrick Waldron	\$20,000	\$100,000
Commercial Bank & Trust	Mott Ford	\$5,000	\$25,000
D. Canale Beverage, Inc.	Chris Monroe	\$10,000	\$50,000
Ethridge Enterprises	Jim Ethridge	\$5,000	\$25,000
Fogelman Properties	Richard L. Fogelman	\$10,000	\$50,000
Kele, Inc.	Bernice Bloom	\$5,000	\$25,000
Northwest Airlines	Andrea Newman	\$75,000	\$375,000
Tetra Tech, Inc.	Frank B. Gianotti, III, P.E.	\$5,000	\$25,000
Time Warner Telecom	Garner Bailey	<u>\$5,000</u>	<u>\$25,000</u>
Totals		\$202,500	\$1,012,500

As of January 20, 2009, these organizations have not committed or declined. I will continue to pursue these accounts by telephone through the end of February 2009.

DECLINED INVESTMENT

<u>Organization</u>	<u>Contact Name</u>	<u>Think Memphis Investment</u>	<u>Annual Request</u>	<u>Five-Year Request</u>
Adams and Reese, LLP	James McLaren, Jr.	\$0	\$5,000	\$25,000
Adams Keegan, Inc.	Jay Keegan	\$0	\$20,000	\$100,000
Addison Capital	Andrew Forsdick	\$0	\$5,000	\$25,000
Aerospace Products International	Jim Howell	\$0	\$10,000	\$50,000
Allstate Insurance Company	Cynthia Scales Hill	\$0	\$1,000	\$5,000
American Cellular, Inc.	Rachel Oakley	\$0	\$2,500	\$12,500
American Residential Services LLC	Dave Slott	\$0	\$20,000	\$100,000
Askew Hargraves Harcourt Assoc.	Mark W. Askew	\$0	\$5,000	\$25,000
Averitt Express	Mike Maynard	\$0	\$5,000	\$25,000
Bank of Bartlett	Robert C. Byrd	\$0	\$10,000	\$50,000
Barnes & Brower Inc.	Jeff Barnes	\$0	\$2,000	\$10,000
Brimhall Foods	Terry Brimhall	\$0	\$5,000	\$25,000
Burr & Cole Consulting Engineers	Bruce Burr	\$0	\$2,000	\$10,000
Cadence Bank	Bob Booth	\$0	\$10,000	\$50,000
Capital Realty Services LLC	Coleman O'Keefe	\$0	\$2,500	\$12,500
Cargill, Inc.	Kathy Garrison	\$7,500	\$20,000	\$100,000
Carpenter/Sullivan/Sossaman	Doug Carpenter	\$0	\$5,000	\$25,000
Cellular South	Bruce Orpet	\$0	\$10,000	\$50,000
Central Freight Lines, Inc.	Tony Elliott	\$0	\$5,000	\$25,000
Century Management, Inc.	Steve Lykins	\$0	\$10,000	\$50,000
Chemtura Corporation	Richard Kuhn	\$0	N/A	N/A
Clay & Land Insurance, Inc.	Louis Clay	\$0	\$10,000	\$50,000
Collins Thomas & Associates, PLLC	Larry Collins	\$0	\$2,500	\$12,500
CFGM	Robert M. Fockler	\$0	\$10,000	\$50,000
ConWay Freight-Southern	Charles Leeke	\$0	\$5,000	\$25,000
Cushion Employer Services	Pam Brooks-Martin	\$0	\$2,500	\$12,500
DBI Distributing, Inc.	Fred Warner	\$0	\$5,000	\$25,000
Delta Materials Handling	Gregory A. Costa	\$0	\$10,000	\$50,000
Delta United Specialties	Billy Babb	\$0	\$5,000	\$25,000
Drexel Chemical Company, Inc.	Leigh Shockey	\$0	\$50,000	\$250,000
Easy Way Food Stores	Barry Carter, Jr.	\$0	\$2,500	\$12,500
Empire Express, Inc.	Tim Gatlin	\$0	\$2,500	\$12,500
Exel	Kip Greer	\$0	\$10,000	\$50,000
Express America Trucking, Inc.	Barry E. Bernard	\$0	\$5,000	\$25,000
FaxonGillis Homes	W. Jerry Gillis	\$6,000	N/A	N/A
Ferguson Enterprises, Inc.	Rick Chandler	\$0	\$5,000	\$25,000
Fisher & Arnold, Inc.	Jeff Arnold	\$0	\$10,000	\$50,000
Fitzgeralds Casino/Hotel-Tunica	Bob McQueen	\$0	\$20,000	\$100,000
Fouts & Morgan, CPAs PC	Douglas A. Garner	\$0	\$5,000	\$25,000

General Shale Brick	Bryan Hawkins	\$0	\$5,000	\$25,000
Gibson Guitar Corporation	Henry Juskiewicz	\$0	N/A	N/A
GlaxoSmithKline	Wanda Golden	\$0	\$2,500	\$12,500
Gold Strike Casino Resort	George Goldhoff	\$0	\$20,000	\$100,000
Graybar Electric Company, Inc.	Tony Edge	\$0	\$5,000	\$25,000
Greenscape	Frank Colvett, Jr.	\$0	\$2,500	\$12,500
Harris, Madden & Powell	Mark Harris	\$0	\$10,000	\$50,000
Hershey Memphis	Raymond Jennings	\$10,000	\$10,000	\$50,000
Highwoods Properties, Inc.	Steven L. Guinn	\$2,000	\$10,000	\$50,000
Ideal Chemical & Supply Co.	Sam Block, Jr	\$0	\$5,000	\$25,000
In-Rel Management, Inc.	Ron Riley	\$0	\$10,000	\$50,000
InSouth Bank	Deron G. Wisdom	\$0	\$5,000	\$25,000
Intermodal Cartage Company, Inc.	Mark H. George	\$0	\$10,000	\$50,000
Investec Realty Services, LLC	Anthony Lopes	\$0	\$2,500	\$12,500
Jimmy Whittington Lumber	Jimmy Whittington	\$0	\$2,500	\$12,500
Kajima Construction Services, Inc.	Jack A. Yates	\$0	\$5,000	\$25,000
Kiesewetter, Wise, Kaplan Prather	Jay W. Kiesewetter	\$0	\$2,500	\$12,500
KPMG, LLP	Greg Barnes	\$2,850	\$10,000	\$50,000
Lenny's Franchisor, LLC	George Alvord	\$0	\$5,000	\$25,000
Linkous Construction Company	Rusty E. Linkous	\$3,700	\$20,000	\$100,000
Lipscomb & Pitts Insurance, LLC	Johnny Pitts	\$0	\$10,000	\$50,000
Marsh USA Inc.	W. Joseph Lammel	\$2,000	\$10,000	\$50,000
Mason Dixon Intermodal	James Paddock	\$0	\$2,500	\$12,500
MCDR, Inc.	David C. Dando	\$0	N/A	N/A
Memphis Area Teachers C. U.	Carlos S. Webb	\$0	\$20,000	\$100,000
Memphis Area Transit Authority	William Hudson	\$7,000	\$10,000	\$50,000
Memphis Motorsports Park	Jason Rittenberry	\$0	\$10,000	\$50,000
Memphis Ready Mix	Phillip Palczer	\$0	\$20,000	\$100,000
Memphis/Shelby Port Commission	Donald McCrory	\$20,000	\$10,000	\$50,000
Meritex Logistics - Memphis, Inc.	Gregg M. Johnson	\$0	\$5,000	\$25,000
NAI/Saig Company	Edward Saig	\$0	\$5,000	\$25,000
National HVAC Service	Jim Crone	\$0	\$2,500	\$12,500
Norfolk Southern Corporation	Robert E. Martinez	\$0	N/A	N/A
Old Dominion Freight Line, Inc.	Johnny Stricklin	\$0	\$5,000	\$25,000
Patriot Bank	Charles Ennis	\$0	\$2,500	\$12,500
Patterson Warehouses, Inc.	Harlan "Buzz" Fly	\$0	\$10,000	\$50,000
Pepsi Americas	Ken Hall	\$0	\$10,000	\$50,000
PFSweb, Inc	Scott Talley	\$0	\$10,000	\$50,000
ProLogis	Jeremy D. Giles	\$0	\$15,000	\$75,000
Red Deluxe LLC	Stinson Liles	\$0	\$2,500	\$12,500
Renasant Bank	Frank Cianciola	\$0	\$10,000	\$50,000
Resorts Casino Tunica	Michael Frawley	\$0	\$20,000	\$100,000
RGT Management, Inc.	Stanford Roberts	\$0	\$5,000	\$25,000
River City Sprinkler, Inc.	Lynn Sanders	\$0	\$2,500	\$12,500

<u>Organization</u>	<u>Contact Name</u>	Think Memphis Investment	Annual Request	Five-Year Request
Roadway Express, Inc.	Gene Reeder	\$0	\$10,000	\$50,000
Salton Companies	Jim Palmer	\$0	\$2,500	\$12,500
Sam's Town	George Stadler	\$0	\$20,000	\$100,000
Schnucks Markets, Inc.	John O'Donnell	\$0	\$20,000	\$100,000
Self Tucker Architects, Inc.	Juan R. Self, AIA	\$0	\$5,000	\$25,000
Shelby County Employees FCU	Lin Winkler	\$0	\$2,500	\$12,500
Southern Security FCU	David Gadd	\$0	\$5,000	\$25,000
Southland Park Gaming & Racing	Troy L. Keeping	\$0	\$5,000	\$25,000
Southwestern Distributing	John Barzizza	\$0	\$5,000	\$25,000
Stribling Equipment, LLC	Brandon McMaster	\$0	\$5,000	\$25,000
Swift Transportation Co., Inc.	Sloan Sparrenberger	\$0	\$10,000	\$50,000
TD Capital Management LLC	Douglas Smith	\$0	\$5,000	\$25,000
The Lilly Company	Frank Clark	\$0	\$5,000	\$25,000
The Memphis Grizzlies	Greg Campbell	\$0	\$20,000	\$100,000
The Reaves Firm, Inc.	Harvey Marcom	\$0	\$5,000	\$25,000
Thomason, Hendrix, Harvey	Mike Keeney	\$0	\$5,000	\$25,000
Thompson & Company	Michael H. Thompson	\$4,000	\$2,500	\$12,500
Thompson & Dunavant, PLC	N. Gordon Thompson	\$0	\$10,000	\$50,000
Thompson Machinery	John Thompson	\$0	\$10,000	\$50,000
ThyssenKrupp Elevator Corp.	Angie Wilkinson	\$0	\$20,000	\$100,000
Trezevant Realty Corporation	John H. Trezevant	\$0	\$10,000	\$50,000
TRO Jung/Brannen	Stephen C. Berger	\$0	\$5,000	\$25,000
United Liquors Corporation	Keith Riggins	\$0	\$10,000	\$50,000
UT Medical Group, Inc.	Steven H. Burkett	\$0	\$10,000	\$50,000
Valero Energy - Memphis Refinery	John Hill	\$2,500	\$50,000	\$250,000
VCM, LLC	Joel P. Smith	\$0	\$2,500	\$12,500
Verizon Wireless	Sheryl Waggener	\$0	\$5,000	\$25,000
Waste Connections	Tim Fadul	\$0	\$10,000	\$50,000
Waste Management, Inc.	Vince Timberlake	\$0	\$10,000	\$50,000
Watkins, Uiberall, P.L.L.C.	Jeffrey Thomason	\$0	\$5,000	\$25,000
Watson Wyatt Worldwide	Lauranne Wyatt	\$0	\$5,000	\$25,000
Wolfchase Galleria	Keith Stewart	\$0	\$20,000	\$100,000
Wright Medical Technology	Bill Griffin	<u>\$0</u>	<u>\$20,000</u>	<u>\$100,000</u>
		\$67,550	\$1,091,000	\$5,455,000

DECLINED APPOINTMENT

Organization

Allenberg Cotton Company
AOC, LLC
Bank of America
Barnhart Crane & Rigging Co.
Bogatin Law Firm, PLC
Bounds & Gillespie Architects, PLLC
Bryce Corp.
Building Plastics, Inc.
Cary Oil Company, Inc.
CH Robinson Worldwide, Inc.
Chris Woods Construction Co., Inc.
Cline Maxcy of Memphis
Comtrak Logistics, Inc.
Consolidated Poultry & Egg Company
Cooper Companies
Davis Engineering Co., Inc.
Delta Metals Company, Inc.
EDCO Title & Closing Services
Estes Express Lines
Evans & Petree, PC
Ewing Moving Service
Extra Space Storage
FAA Federal Credit Union
FFE Transportation Service
Fidelity National Bank
Financial Federal Savings Bank
First National Financial Title
Greyhound Package Xpress
Grubb & Ellis/Memphis
H. W. Jenkins Lumber Co.
Health Choice, LLC
Highland Capital Management
Hunter Fan Company
Husch & Eppenburger
Ingram Micro, Inc.
J.T. Shannon Lumber Company
Kimberly Clark Credit Union
Konica Minolta Business Solutions

Contact Name

Joseph T. Nicosia
Randall A. Weghorst
Michael R. Frick
Alan Barnhart
Russell J. Hensley
Danny G. Bounds
Thomas J. Bryce
Daniel Riley
Oakley Bohannon
John Strange
Chris Woods
Wayne Maxcy
Michael J. Bruns
Sam Eschue
Pace Cooper
Mark E. Davis
Darren H. Aghabeg
W. Terry Edwards
Randy Drake
Mike Williams
Charles Ewing
Diane Cooper
Stan Fraser
Ken Chisholm
P. Michael Murphy
Kent Wunderlich
Bryan P. Griffin
Keith Robinson
Joseph L. Steffner
Chip Jenkins
William Breen
Steve Wishnia
Chuck Smith
Burt Wolf
Perry Morgan
Jack T. Shannon, Jr.
Janice W. Welch
Bill Wilson

Organization

LandAmerica Lawyers Title
Landau Uniforms, Inc.
Leitner, Williams, Dooley & Napolitan, PLLC
Magna Bank
Malco Theaters
Memphis Area Home Builders Association
MetLife Financial Services
Metro Foods, Inc.
Mid-South Transport, Inc.
Millington Telephone Company
Nahon, Saharovich & Trotz, PLC
North American Van Lines
NYK Logistics Americas
Office Scapes, Inc.
Ozark Motor Lines, Inc.
Paragon National Bank
Pass Realty, LLC
Pete Mitchell & Associates
Power Equipment Co.
Power Equipment Co. Of Memphis
Primerica Financial Services
Quebecor World Memphis
Racquet Club of Memphis
River City Materials
Rock Island Corporation
Rural Metro, Inc.
Sayle Oil Co.
Schneider National, Inc.
Somerville Bank & Trust Co.
Southern Sun Asset Management
Stepherson's, Inc. dba Superlowfoods
Strategic Financial Partners
Sycamore Bank
TBC Wholesale
The Industrial Group, LLC
Total Transportation of Mississippi, LLC
True Temper Sports, Inc.
Turner Holdings LLC
United Parcel Service, Inc.
US Foodservice

Contact Name

Benny Norris
Nathaniel Landau
Tom P. Cassidy
Bill Menkel
Stephen P. Lightman
Don Glays
Gene Hinders
Mitch Mattingly
Jack E. Henry
William S. Howard ,Sr.
Marcus Nahon
Steve Ryan
Lanny Vaughn
Larry Walker
Steve Higginbotham
Robert Shaw
William Pass
George Hilliard
Darryl Thompson
Joe Brackett
D. A. Richmond
Todd Randolph
Mac Winker
Steve Ham
Michael McDonnell
Nikki Gast
Barry Harston
Dan Flaherty
John D. Douglas
Michael W. Cook
William R. Stepherson
Russ VanderSteege
T. David Dowdle
Kenneth Dick
Chris Carruthers
Ron Lancaster
Scott C. Hennessy
Jim Turner
James D. Smith
Paul Wellons

Organization

Utley Properties
Valenti Mid-South Management, LLC
Wachovia Securities
Waddell & Reed Inc
Walker-J-Walker, Inc.
Whitehead Oil Co.
Williams, McDaniel, Wolfe & Womack, PC

Contact Name

Mark D. Utley
Peter Grant
John West
Aaron Suriss
John Walker
Gene Whitehead
Steve McDaniel

COULD NOT SCHEDULE

Organization

Acme Brick Company
Acoustics & Specialties
Acxiom Corp.
Aetna
Anderson-Tully Lumber Co.
Aramark Corp.
Archimania
Armstrong Relocation
Associated Wholesale Grocers
Barham/Cain/Mynatt, Inc.
BCS Industries LLC
BDO Seidman, LLP
Brandon Financial Planning, Inc
Bronze Construction
Brother International Corporation
Brundige, Payne & Company, PC
Buchart-Horn, Inc.
Buckman Laboratories
Builders Transportation Co., LLC
Campbell Clinic
Cannon & Company
Cannon Wright Blount
Cargill Cotton
Carlisle Corporation
Carrier Midsouth
Carty & Company, Inc.
Central Parking, Inc.
Century Wealth Management
CFH Financial Services
Chamberlain & McCreery, Inc.
Chandler Demolition
Chicago Title Insurance Company
Chuck Roberts Commercial Real Estate
CIGNA Healthcare of Tennessee
Cingular Wireless
City of Memphis Credit Union
Cleo, Inc.
Coca Cola Enterprises, Inc.

Contact Name

Joe Maas
Ed King
Mike Richardson
C. Carlton King
Charles R. Dickinson, Jr.
Connie Curtiss
Barry Yoakum
Todd Watson
Gary Jennings
William M. Cain
Joseph A. Higdon
Mark Puckett
Ray Brandon
Jeff Bronze
Toru Uchibayashi
Bob Payne
Jack Scherer
Steven B. Buckman
Frank Phillips, Sr.
John Vines
David Cuicchi
Judson Cannon
Gary Taylor
Gene Carlisle
Cyrus Booker
Bill R. Carty
Bill Horton
Jay Healy
Jim Forbis
Jon McCreery
Ricky Chandler
Tron Huynh
Chuck Roberts
Brent Wick
Keith Traster
Ken Swann
Scott Shea
Jeff Potter

Organization

Collier Insurance
Comcast
Commerce Capital Management
Community Bank
Compass Property Advisors, Inc.
Consolidated Pipe & Supply Co.
Continental Construction Co., Inc.
Continental Traffic Services, Inc.
Cooper Freight Service, Inc.
Cornerstone Systems
CRESA Partners Memphis
Crisler Tipton Wunderlich Inc
CSG
CSX Transportation
Cummins, Inc.
Davidson Hotel Company
Davis Patrikios Criswell, Inc.
Decosimo CPAs
DelBrocco & Associates
Delta Asset Management
Delta Medical Center
DePouw Engineering, LLC
Diamond Companies, Inc.
Eagle Global Logistics
Education Realty Trust, Inc.
Empire Food Brokers, Inc.
Equity Inns, Inc.
Exel Transportation Services, Inc.
Expeditors International
Farris Mathews Branan Bobango Hellen & Dunlap
Ferrell Paving, Inc.
First Citizens National Bank
First Data Corporation
First South Credit Union
FL Crane & Sons
Fleet Equipment LLC
Flextronics Global Services
Fred's, Inc.
Freightliner
Gerber Taylor Management

Contact Name

J. Stuart Collier
Trevor Yant
James Stubbs
Richard Exley
J. Patrick McDowell
Randy Bing
Joe B. McGaugh
J. Kenneth Hazen
Don Cooper
Rick Rodell
Mary Singer
Philip Zanone
Brian Jones
Eric Skinner
Jed Cowell
John A. Belden
Gerry Patrikios
Arnold McGruder
David L. DelBrocco
Myron Mall
J. Gene Faile
Monte DePouw
Dick Sweebe
Jimmy Garrison
Paul O. Bower
Danny Harris, Sr.
Howard A. Silver
Jim Damon
Gene Hixson
John Bobango
Keith Ferrell
Christian Heckler
Ed Labry
W. Craig Esrael
Robert Abney
Mark Welch
Robert Hill
Michael J. Hayes
Jason Soika
Andy Taylor

Organization

Gipson Mechanical
Glassman, Edwards, Wade & Wyatt PC
Goh America Corporation
Gossett Motor Cars, Inc.
Gresham, Smith & Partners
Grinder, Taber & Grinder, Inc.
Guardsmark, LLC
H & M Co., Inc.
Hackmeyer Realty
Hall, Blake & Associates, Inc.
Hardins Sysco Food Services, LLC
Harris Shelton Hanover Walsh, PLLC
Healthcare Realty Services
Healthspring USA, LLC
Helena Chemical Co.
Henry Turley Company
Hess Environmental Services, Inc.
Hillwood Investment Properties
Horizon Construction, LLC
Hub Group, Inc.
IKON Office Solutions
Indmar Products Company
Integra Logistics LLC
J. M. Smucker
Jabil Circuit, Inc.
Jackson Howell & Associates, PLLC
JNJ Express
Johnson & Johnson HCS, Inc.
Katt Worldwide Logistics, Inc.
Kelman Lazarov
Kenco Logistics Services
Kenny Floorcovering
Knight Transportation, Inc.
Kraft Foods
Lane Balance
LEDIC Management Group
Legacy Wealth Management
Lehman Roberts
Lenahan, Smith & Bargiachi
Lion Oil Co.

Contact Name

Winston Gipson
Richard Glassman
Kanzi Takayama
Al Gossett
Will Reid
Edward I. Grinder
Ira A. Lipman
Roger A. Cook
Tanis Hackmeyer
Joseph K. Hall
Peter Scatamacchia
John H. Harris, Jr.
Joyce T. Carter
Jon Buss
Michael W. McCarty
Henry Turley
Connie Hess
Joe Bass
Don Wallace
Katharine Schuler
Curtis Croft
Dick Rowe
Chuck Herzog
John Messina
Timothy Main
Larry W. Jackson
John Ennis, Sr.
Madeline Wilson
Mike Kattawar
Ronald Lazarov
Andy Smith
Kevin Kenny
Bo Brigman
Mike Strauch
Jeff Owen
Jeff Kelly
John W. Ueleke
Rick Moore
James A. Lenahan, III
Keith Smith

Organization

Loeb Properties, Inc.
Lowe's
Lucite International, Inc.
Lurgi, Inc.
Mainstream Transportation, Inc.
Malkin Management & Investment Co., Inc.
Manpower
McCrary Electric Company
McDonnell Insurance, Inc.
McKee and McFarland, Inc.
McKesson Corp.
McVean Trading & Investments
Memphis Business Interiors
Memphis Commercial & Industrial
Memphis Communications Corp.
Memphis Insurance Group, Inc.
Menlo Worldwide
Metropolitan Bank
Milan Express Company, Inc.
Mirabile Investment Corp.
Modern Propane LP Gas Inc
Morgan & Thornburg, Inc.
Mueller Industries, Inc.
Neely's Bar-B-Que, Inc.
New Breed Logistics
New York Life Insurance
nexAir, LLC
Nickey Warehouses, Inc.
Nike, Inc.
Nissan Liftrucks Memphis, LLC
Norfolk Southern Railway Co
O.T. Marshall Architects, PC
Office Furniture Factory
Office Interiors of Memphis
OGCB, Inc.
Orgill, Inc.
Otis Elevator Co
Paramount Financial, LLC
Patton & Taylor Enterprises, LLC
Peck Investment Company

Contact Name

Robert E. Loeb
John Shericke
J. Jefferson Davis
Sherman Shwartz
Dale Thompson
Arthus S. Malkin
Leslie Dean
Lynn McCrary
David McDonnell
Lewis K. McKee Jr.
Cindy Thornton
Charles Mcvean
Scott W, Messmore
Bruce Young
Dean W. Berry, Jr.
William M. Eck
Tony Bucco
Curt Garbardi
David Moore
Joseph Mirabile
Marvin Raines
Wes Thornburg
Greg Christopher
Patrick Neely
Louis DeJoy
Casey Weeks
Robert G. McEniry
Henry Estes
Linda Reynolds
Joe Trexler
Gary Ricard
Tom Marshall, III
Dick Bean
Bill Williams
Richard C. Bursi
Ronnell S. Beal
Mike Azzaro
Donald Helms
Clyde Patton
David Peck

Organization

Penn Specialty Chemicals
Perkins & Marie Callender's
Peterbilt of Memphis, Inc.
Pfizer Logistics Center
Plant Maintenance Service Corp.
Pope Asset Management
Price Ford, LLC
Private Wealth Partners
Protec Fire Systems Inc
Providential Fabricators
Quality Concrete Products Co.
Quality Iron
Realty Title
Renaissance Group, Inc.
Reynolds Bone & Griesbeck PLC
Ring Container Technologies
Riviana Foods, Inc.
Roadshow BMW
Rose Construction, Inc.
Rowland & Carter CPAs
Saia, Inc.
Schering-Plough Healthcare Products
Sector Capital Management
SFI of Tennessee LLC
Shapiro Uniforms, Inc.
Shelby Liquors
Shoemaker Financial
Signature Advertising & Marketing
Southland Development Partners
Spence Walk Law Firm
Spherion Staffing
Sprint Nextel
SR Consulting, LLC
St. Clair Foods, Inc.
Star Distributors Co.
Stein World
Summit Asset Management
T-Mobile USA
Talent Force Staffing
Technicolor Video Services, Inc.

Contact Name

Dale R. Fannin
Joseph F. Trungale
Dwayne Gallaher
Philip Rose
Robert Baker
Bill Wells
Chris Price
Ray Fracchia
Ed Dacus
Tommy Ferrari
Larry Kellett
Craig Salabar
Matt McDonald
Salvador Feraci, Jr.
John M. Griesbeck
Ben Livingston
Stephen A. Strong
Randy Patton
Paul Rose
Tom Rowland
Steven Cahill
John O'Mullane
William L. Gurner
Eddie Holloman
Freddy Shapiro
Jack Aaron
James Shoemaker
Mark Henry
Karl Schledwitz
Robert Spence, Jr.
Marlon Yander
Craven Shumaker
Bob Sweeney
Oscar H. Edmonds, III
Al La Rocca
Richard Olmeda
Alex Thompson
Tony Berger
Thomas Floyd
Robert D. Linne

Organization

The Burch Group
The DeHart Group
The Kroger Company
The Memphis Group
The West Clinic
The Weston Companies
Toyota Material Handling USA
Trane Company
Tri-State Bank of Memphis
Tri-State Plumbing
Trust One Bank
Unisource
United American Health Care
United Healthcare of Tennessee
UPS Freight
UTC-Carrier Corp.
UWT Logistics, LLC
Vawter, Gammon Norris & Company, PC
Vining Sparks
W.G. Yates & Sons Construction Company
WA Fortner Masonry
Wachovia Bank
Wal-Mart Stores, Inc.
WalMart Stores, Inc.
Wealth Strategies Group
Webb Building Corp.
West Memphis Fence
White Plumbing
Whitehorn Tankersley & Company, PLLC
Williams Pitts & Beard, PLLC
Williams-Sonoma
Workplace Essentials
Wunderlich Securities, Inc.
Wurzburg, Inc.
XO Communications
Zoccola Kaplan, PLLC

Contact Name

Edward A. Burch
Tom DeHart
Mark Prestidge
Sean Flannery
Steven Coplton
Mike Caldwell
Joe Clark
David Wilkins
Jesse Turner
Nickey Shah
James P. Farrell
John Ransone
Stephanie Dowell
Robert F. Horton Jr.
Vince Stataro
Phil Grady
Calvin Ozier, Jr.
Robert T. Vawter
James L. Vining
Ray Childress
Tim Fortner
Tom Patronis
Scott Williamson
Scott Williamson
Charles Auerbach
Bud Webb
Pat Turns
Don White
J. Steve Davis
Danny L. Williams
Dean Miller
John Warren
Gary K. Wunderlich Jr.
Richard Wurzburg
Brian M. Law
John L. Zoccola

ORGANIZATIONS TO REVISIT IN 2009

<u>Organization</u>	<u>Contact Name</u>	<u>Annual Request</u>	<u>Five-Year Request</u>
Allied Waste	Larry R. Hubbard	\$10,000	\$50,000
Apperson Crump	Thomas R. Buckner	\$5,000	\$25,000
Askew Nixon Ferguson Architects, Inc.	Lee Askew, III	\$5,000	\$25,000
Auto Dealers Association	Richard L. Reinhardt	\$10,000	\$50,000
Cintas Corporation	Jeff Alsip	\$10,000	\$50,000
Corporate Express	Dan Fichter	\$20,000	\$100,000
Diversified Trust	Samuel Graham	\$5,000	\$25,000
Enterprise Rent-A-Car	Larry Huber	\$10,000	\$50,000
ETI Corporation	Ralph B. Smith	\$5,000	\$25,000
Farnsworth Investment Company	Tommy C. Farnsworth, III	\$5,000	\$25,000
Fogelman Investments	Robert Fogelman, II	\$10,000	\$50,000
Grinder Haizlip Construction Co., Inc.	Henry Haizlip	\$5,000	\$25,000
John J. Campbell Company	Randy L. Fisher	\$5,000	\$25,000
Kimley-Horn & Associates, Inc.	James Collins	\$2,500	\$12,500
Looney Ricks Kiss Architects	Frank Ricks	\$10,000	\$50,000
Martin, Tate, Morrow & Marston, PC	Lee L. Piovarcy	\$5,000	\$25,000
Michael Lightman Realty Company	Michael Lightman, Sr.	\$15,000	\$75,000
Primacy Relocation	C. Matthew Spinolo	\$10,000	\$50,000
Professional Service Industries, Inc.	Steve Kenley	\$10,000	\$50,000
SSM Partners	Jim Witherington	\$5,000	\$25,000
The Crump Firm	Metcalf Crump	\$5,000	\$25,000
The Daily News	Eric Barnes	\$10,000	\$50,000
Wyatt, Tarrant & Combs, LLP	Phillip Mischke	<u>\$10,000</u>	<u>\$50,000</u>
Totals		\$187,500	\$937,500

These organizations indicated their support for the MemphisED program and would be very receptive to considering an investment pledge later in 2009, based on an improved economy.

TOP CAMPAIGN PROSPECTS

<u>Organizations</u>	<u>Employees Local/Total</u>	<u>Contact Person</u>	<u>Campaign Status</u>
Stanford Financial		Jim Davis	Did not Contact
First Data Corporation		Ed Labry	Could Not Schedule
Cargill Cotton	135/1,374	Gary Taylor	Declined Appointment
Allenberg Cotton	265/390	Joseph Nicosia	Declined Appointment
Kroger Company	3,000/	Mark Prestidge	Could Not Schedule
Smith & Nephew	1,800/	Joe Devivo	Pending
UTC Carrier	2,700/214,000	Phil Grady	Could Not Schedule
Williams Sonoma	1,000/38,000	Charlie Guardiola	Could Not Schedule
United Parcel Service	1,065/428,000	James Smith	Declined Appointment
Brother International	910/23,000	Jerry Dodds	Could Not Schedule
Coca Cola	800/71,000	Jeff Potter	Could Not Schedule
Ingram Micro	600/13,000	Bob Scott	Could Not Schedule
Hilton Hotels	1,100/	Tim Harvey	Could Not Schedule
Orgill	550/1,774	Ronnell Beal	Could Not Schedule
Fred's	950/11,500	Michael Hayes	Could not schedule
Technicolor Video	2,800/30,000	Bob Linne	Could Not Schedule
YRC Worldwide	1,850/70,000	William Zollars	Could Not Schedule
Mueller Industries	375/4,700	William O'Hagan	Could Not Schedule
Comcast	620/90,000	Trevor Yant	Could Not Schedule
Wal-Mart Stores	6,000/	Scott Williamson	Could Not Schedule
Buckeye Technologies	325/1,600	John Crowe	Pending
Lucite International	376/584	Jefferson Davis	Could Not Schedule
Perkins & Marie	400/1,500	Joseph Trungale	Could Not Schedule
AOC LLC	234/531	Randall Weghorst	Could Not Schedule
Guardsmark LLC	1,275/19,000	Josh Lipman	Could Not Schedule
American Residential Svcs.	100/	Dave Slott	Declined Investment
Buckman Laboratories	350/1,500	Katherine Buckman	Could Not Schedule
Conwood Company	240/	Bill Rosson	Could not Schedule
Davidson Hotel Company	65/4,000	John Belden	Could Not Schedule
Gossett Motor Cars	400/400	Al Gossett	Could Not Schedule
Wright Medical	700/1,000	Bill Griffin	Declined Investment
Bryce Corporation	475/1,100	Tom Bryce	Could Not Schedule
Cummins Mid-South	160/546	Doug Sunkel	Could Not Schedule
Varsity Brands	325/1,000	Jeffrey Webb	Could Not Schedule
Building Plastics	216/500	Daniel Riley	Could Not Schedule
Ring Container	260/740	Carl Ring	Could Not Schedule
Chuck Hutton Chevrolet	310/310	Henry Hutton	Revisit 2009
Cornerstone Systems	111/189	Rick Rodell	Declined Appointment
Bud Davis Caddilac	200/200	K.B. Davis	Revisit 2009
Wurzburg, Inc.	370/460	Richard Wurzburg	Could not Schedule

Valenti Mid-South	1,900/4,500	Peter Grant	Could Not Schedule
Ozark Motor Lines	733/	Tom Higginbotham	Declined Appointment
Delta Medical Center	530/530	Gene Faile	Could Not Schedule
Carlisle Corporation	210/4,000	Gene Carlisle	Could not Schedule
Barnhart	185/450	Alan Barnhart	Declined Appointment
Tri State Truck Center	70/250	James Maddox	Could Not Schedule
Century Management	2,000/2,400	Fred Tillman	Declined Investment
The West Clinic	350/350	Steven Coplon	Could Not Schedule
Cooper Companies	130/1,900	Pace Cooper	Could Not Schedule
nexAir LLC	180/325	Robert McEniry	Could not Schedule
Gwatney Companies	174/192	Russell Gwatney	Revisit 2009
Lexus of Memphis	83/83	Stefan Smith	Revisit 2009
D. Canale Beverages	200/200	Chris Monroe	Pending
Mirabile Investment	1,500/1,650	Joseph Mirabile	Could not Schedule
Katt Worldwide	1,400/2,100	Mike Kattawar	Could not Schedule
Malco Theaters	650/	Steven Lightman	Declined Appointment
RGT Management	420/2,500	Sean Tuohy	Declined Investment
Campbell Clinic	340/340	John Vines	Could Not Schedule
Ethridge Enterprises		Jim Ethridge	Pending
Hershey - Memphis	500/	Raymond Jennings	Declined Investment
Hardin's Sysco	487/	Peter Scatamacchia	Could not Schedule

CAMPAIGN MATRIX

20-Jan-09	#	COMMITTED	#	PENDING	#	REVISIT 2009	#	DECLINED INVESTMENT	Closing Ratio	DECLINED APPT.	COULD NOT SCHEDULE	TOTAL CONTACTS
ACCOUNTING	4	\$112,500	0		0		5	\$182,500	40%		14	23
ADVERTISING	2	\$37,500	0		0		3	\$37,500	40%		1	6
ARCHITECTS/ENGINEERS	6	\$177,500	2	\$37,500	6	\$182,500	6	\$160,000	32%	2	12	34
ATTORNEYS	6	\$133,500	0		3	\$100,000	3	\$62,500	45%	5	3	20
AUTOMOTIVE	2	\$7,500	0		2	\$100,000			50%		5	9
BANKING	4	\$350,000	3	\$60,000	0		8	\$275,000	50%	10	8	33
BUSINESS SERVICES	1	\$10,000	0		3	\$200,000	1	\$25,000	16%	2	9	16
COMMUNICATIONS	3	\$237,500	1	\$25,000			3	\$62,500	73%	1	5	13
CONSTRUCTION SUPPLY	2	\$37,500					9	\$412,000	8%	3	9	23
GENERAL CONTRACTORS	5	\$130,000			1	\$25,000	5	\$147,500	43%		7	18
SUBCONTRACTORS	2	\$27,500	1	\$25,000			5	\$162,500	13%	1	16	25
DISTRIBUTORS			1	\$50,000			8	\$192,500	0%	3	15	27
EDUCATION	2	\$75,000					1	\$25,000	75%			3
EMPLOYMENT							2	\$112,500	0%		3	5
ENTERTAINMENT	1	\$25,000					9	\$925,000	3%	1		11
FOUNDATIONS							1	\$50,000	0%			1
GOVERNMENT AGENCIES	1	\$250,000					2	\$100,000	71%			3
HEALTH CARE	1	\$25,000					2	\$150,000	50%		5	8
HOMEBUILDERS							1	\$25,000	0%			1
HOTELS	1	\$50,000					1	\$75,000	40%	2		4
INSURANCE	2	\$130,000					6	\$205,000	38%	6	12	26
INVESTMENT FIRMS	1	\$37,500			2	\$50,000	3	\$50,000	27%	5	20	31
LOGISTICS	2	\$100,000					9	\$387,500	20%	6	12	28
MANUFACTURING					2	\$100,000	4	\$62,500	0%	5	18	29
MEDIA					1	\$50,000			0%			1
OIL & GAS							1	\$250,000	0%	2	2	5
REAL ESTATE MGMT.	2	\$22,500	1	\$50,000	1	\$50,000	3	\$137,500	8%	1	3	11
REAL ESTATE DEVELOPERS	7	\$300,000			3	\$100,000			75%	1	7	18
REALTORS	3	\$67,500					2	\$37,500	68%	3	6	14
RESTAURANTS							3	\$100,000	0%	1	3	7
RETAIL							3	\$212,500	0%	1	6	10
TRANSPORTATION			3	\$575,000			11	\$287,500	0%	8	16	38
UTILITIES					1	\$50,000	2	\$100,000	0%			3
	63	\$2,372,800	14	\$822,500	25	\$1,007,500	125	\$5,012,000		69	217	513
	12%		2%		5%		25%			14%	42%	100%

THINK MEMPHIS INVESTORS

(EXCLUDING MEMPHIS TOMORROW & UTILITY COMPANIES)

<u>Organization</u>	<u>2001-2005 Investment</u>	<u>MemphisED Investment</u>	<u>Campaign Status</u>
Memphis/Shelby County Airport Authority	\$325,000	\$250,000	Committed
Belz Enterprises	\$250,000	\$50,000	Committed
Regions Bank	\$181,000	\$125,000	Committed
SunTrust Banks, Inc.	\$170,000	\$175,000	Committed
Comcast (Time Warner Cable)	\$150,000	\$0	Could not Schedule
Bank of America	\$110,000	\$0	Declined Appointment
Industrial Developments International, Inc.	\$100,000	\$75,000	Committed
Boyle Investment Company	\$72,000	\$50,000	Committed
Smith & Nephew, Inc.	\$65,000	\$0	Could not Schedule
Wyatt, Tarrant & Combs, LLP	\$60,000	\$0	Declined Investment
Saint Francis Hospital	\$59,000	\$25,000	Committed
Weston Companies	\$45,000	\$0	Declined Appointment
AT&T (Formerly BellSouth)	\$42,277	\$125,000	Committed
Colliers Wilkinson & Snowden, Inc.	\$37,500	\$15,000	Committed
Memphis Area Association of Realtors	\$37,500	\$50,000	Committed
Blue Cross & Blue Shield of Tennessee	\$36,210	\$100,000	Committed
Crye-Leike Realtors	\$35,000	\$0	Declined Investment
Elvis Presley Enterprises	34,000	\$25,000	Committed
Clark & Clark	\$30,000	\$0	Declined Investment
Glankler Brown, PLLC	\$30,000	\$50,000	Committed
Commercial Advisors, LLC	\$26,850	\$50,000	Committed
Racquet Club of Memphis	\$25,000	\$0	Could not Schedule
Mueller Industries Inc	\$25,000	\$0	Could not Schedule
Panattoni Development	\$25,000	\$25,000	Committed
Hardin's Sysco Food Services, LLC	\$25,000	\$0	Could not Schedule
Coors Brewing Company	\$20,000	\$0	Could not Schedule
Memphis/Shelby County Port Commission	\$20,000	\$0	Declined Investment
Frederick Smith Enterprise Company, Inc.	\$20,000	\$0	Could not Schedule
Farnsworth Investment Company	\$15,000	\$0	Revisit
Pickering Incorporated	\$15,000	\$50,000	Committed
Buckeye Technologies Inc	\$11,000	\$0	Revisit
Sedgwick Claims Management Services	\$10,000	\$50,000	Committed
Hershey Memphis	\$10,000	\$0	Declined Investment
Montgomery Martin Contractors, LLC	\$10,000	\$50,000	Committed
Harrah's Entertainment, Inc.	\$9,250	\$0	Revisit
Mallory Alexander International Logistics	\$9,000	\$50,000	Committed

<u>Organization</u>	<u>2001-2005 Investment</u>	<u>MemphisED Investment</u>	<u>Campaign Status</u>
Cargill, Inc.	\$7,500	\$0	Declined Investment
Memphis Area Transit Authority	\$7,000	\$0	Declined Investment
Inman Construction Corp.	\$6,500	\$25,000	Committed
FaxonGillis Homes	\$6,000	\$0	Declined Investment
Lucite International, Inc.	\$6,000	\$0	Could not Schedule
Cummins Inc.	\$5,550	\$0	Could not Schedule
Harrah's Corporate Services	\$5,550	\$0	Could not Schedule
Memphis Area Home Builders Association	\$5,000	\$0	Could not Schedule
BDO Seidman	\$5,000	\$0	Could not Schedule
Pepsi Americas	\$5,000	\$0	Declined Investment
J. M. Smucker	\$5,000	\$0	Could not Schedule
Williams Sonoma	\$5,000	\$0	Could not Schedule
Malco Theaters	\$4,000	\$0	Could not Schedule
Thompson & Company	\$4,000	\$0	Declined Investment
Technicolor Distribution of Memphis	\$4,000	\$0	Could not Schedule
Linkous Construction Company, Inc.	\$3,700	\$0	Declined Investment
H & M Company, Inc.	\$3,000	\$0	Could not Schedule
Praxair, Inc.	\$3,000	\$0	Could not Schedule
KPMG, LLP	\$2,850	\$0	Declined Investment
Dixon-Hughes, PLLC	\$2,500	\$50,000	Committed
Valero Energy - Memphis Refinery	\$2,500	\$0	Declined Investment
Primacy Relocation	\$2,500	\$0	Declined Investment
Marsh USA, Inc.	\$2,000	\$0	Declined Investment
CB Richard Ellis	\$2,000	\$50,000	Committed
Highwoods Properties	\$2,000	\$0	Declined Investment
Cleo, Inc.	\$1,500	\$0	Could not Schedule
Kellogg Company	\$1,500	\$0	Could not Schedule
Goh America Corporation	\$1,000	\$0	Could not Schedule
McKee and McFarland, Inc.	\$1,000	\$0	Could not Schedule
Evans & Petree, PC	\$1,000	\$0	Could not Schedule
Graphic Systems, Inc.	\$1,000	\$0	Could not Schedule
	\$2,270,000	\$1,515,000	

2009 PROSPECT CULTIVATION STRATEGIES

Reid Dulberger has developed and is implementing a systematic communications strategy for MemphisED investors. Additionally, we recommend that e-newsletters and other communication strategies also be targeted to those business leaders with whom we met and who remain pending, declined to invest or comprise our revisit list. Finally, we offer the following industry specific outreach strategies to supplement on-going investor relations:

ACCOUNTING (Mark Herbison, Dexter Muller)

Should conduct a mid-year (May/June) sector briefing – discuss Chamber’s Economic Development tool box and strategies which may help their local clients grow and expand.

ARCHITECTS/ENGINEERING FIRMS (Mark/Reid)

Should conduct spring and fall sector briefing emphasizing business development, relocation trends, etc.

ATTORNEYS (Mark Herbison, Mike Demster, Dexter Muller)

Conduct Spring & Fall sector briefing – Topics might include IBC & RLC activities, Airport update, new business recruitment efforts.

AUTOMOTIVE (Chip Holcombe)

Include prominent dealerships in regular program communications. Key Auto Association leaders include Ben Keras at Jim Keras Auto and Richard Reinhardt at Ford & Harrison. Chip will solicit Auto Dealers Association and selected dealerships in the fall of 2009

BANKING (Mark Herbison, Mike Demster, Dexter Muller)

Spring and Fall sector briefing – Discuss IBC & RLC activities, economic development tools which may help their local clients expand and grow and new business recruitment strategies.

GENERAL CONTRACTORS (Mark Herbison, Jim Covington, Mike Demster)

Spring & Fall sector briefing – Marketing, New business recruitment, R&E projects

LOGISTICS/TRANSPORTATION (Dexter Muller, Mike Demster, Jim Covington)

Broaden invitation list for events & RLC meetings

Multi-Modal Conference

Airport Cities Conference

Red Carpet Tour – Inbound Logistics

MANUFACTURING (Mark Herbison, Dexter Muller)

Spring & Fall briefings – update on incentives, workforce development initiatives, minority business development

MEDIA (Brooke Tweddell)

Develop a list of local media companies (Print, TV, Radio) which can be solicited to provide in-kind financial support to fund Strategy 4 programs.

CASINOS

A number of General Managers are no longer working at their respective Tunica Casinos (Bill Wright – Harrah’s and Mike Frawley at Resorts Casino are gone). Valerie Morris has replaced Bill Wright and Cindy Borkowsky has replaced Michael Frawley at Resorts). We need to reach out to them and the other GMs and schedule a program update in Tunica. A potential host might be John Osborne at Hollywood Casino – he had been there a long time and well respected by his colleagues.

REAL ESTATE (Mark Herbison, Mike Demster.)

This industry sector (primarily the commercial and industrial developers and brokers) has a good deal of upside program investment potential when the market strengthens. Maintaining regular communications and scheduling a mid-year breakfast briefing is recommended to keep them close to the program.

SUPPLEMENTAL SOLICITATION

The vast majority of business leaders we solicited in 2008 were supportive of the MemphisED program of work and the Chamber’s leadership in driving this important initiative. The economic slowdown/credit crisis caused at least 60% of our pending accounts in October and November to decline our investment request or delay their financial commitments until the economy improves.

Provided the economic conditions strengthen during 2009, the opportunity exists to re-visit 75 – 100 business leaders in the fall of 2009 and re-solicit them for 2009/10 funding support. This pool of prospects would include those listed on the Pending, Revisit and some on the Declined Investment lists. The investor relations/communication, sector cultivation strategies and program performance will certainly influence the effectiveness and ultimate success of a 60 – 90 day supplemental solicitation effort.

CAMPAIGN CO-CHAIRS

Charles Burkett
First Tennessee Bank

Tom Schmitt
FedEx Supply Chain Services

INVESTMENT COUNCIL MEMBERS

Michael Amick
International Paper

Calvin Anderson
Blue Cross Blue Shield

Ron Belz
Belz Enterprises

Nick Clark
Clark & Clark

Julie Ellis
*Butler, Snow, O'Mara,
Steven & Cannada*

Nate Essex
*Southwest Tennessee
Community College*

Steve Fracchia
*Southeastern Asset
Management*

John Frazer
SunTrust Bank

Bob Gordon
Baptist Memorial

Bill Griffin
Smith & Nephew

Bob Hester
Deloitte

Larry Jensen
Commercial Advisors

Jim Keras
Jim Keras Automotive

Dick Leike
Crye-Leike Realtors

B. Lee Mallory
Mallory Alexander

Montgomery Martin
*Montgomery Martin
Contractors*

Arnold Perl
Ford & Harrison

Frank Ricks
Looney Ricks Kiss

Thad Solomon
Nucor Steel

Phillip Trenary
Pinnacle Airlines

Russ Williams
Archer/Malmo

David Waddell
Waddell & Associates

Bill Wright
Harrah's Entertainment