



Mane Street Centre

S h e l b y v i l l e , T N

47,620sf of Retail Space adjoining **Walmart** 

A B r i g h t - M e y e r s D e v e l o p m e n t P r o j e c t

Fletcher Bright Company
(423)755-8830

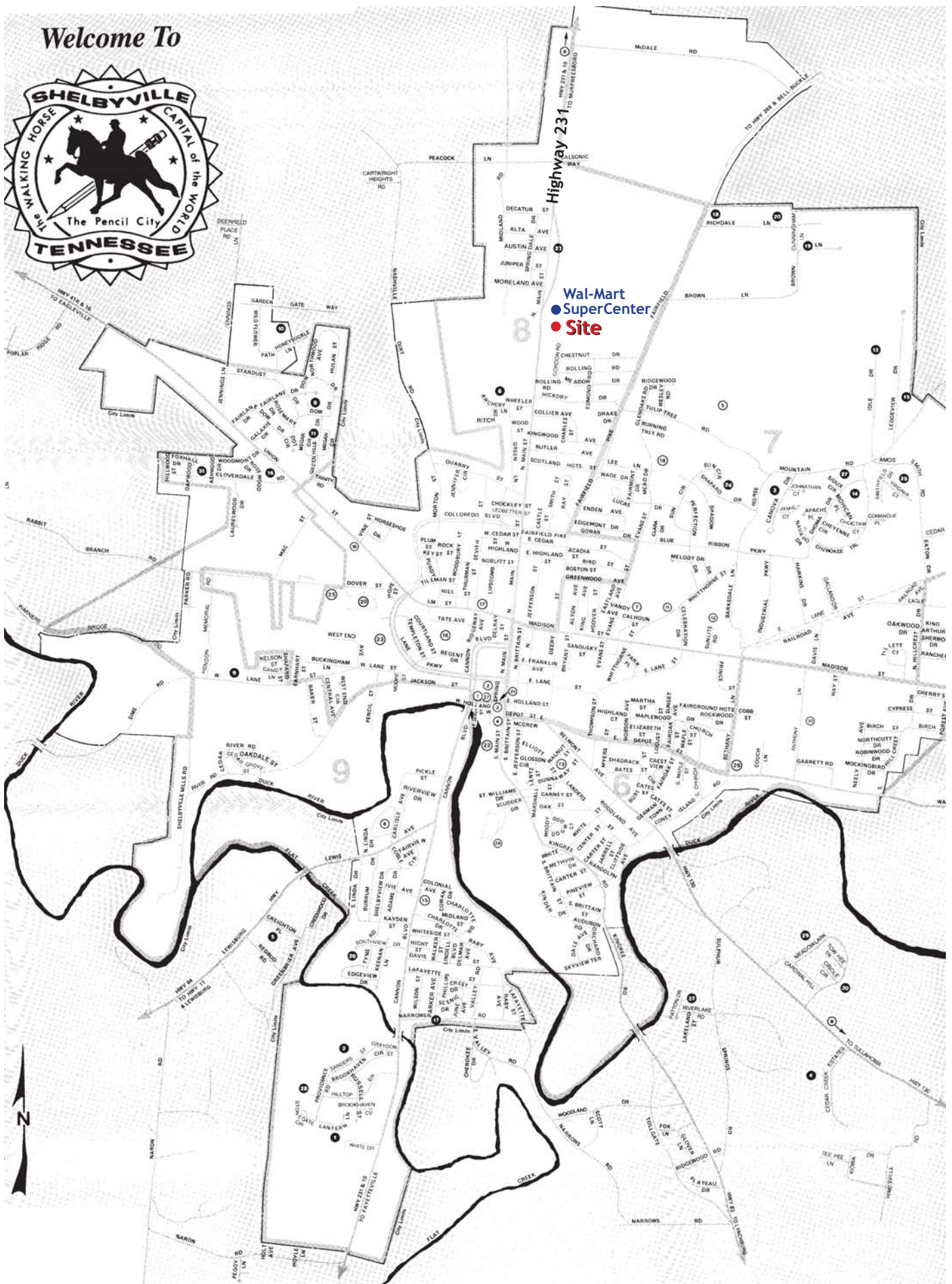
Meyers Brothers Properties LLC
(404)252-1499



- Located on Highway 231 adjacent to the 183,900 s.f. Walmart SuperCenter
- Shop space available
- Existing stores include: CATO, Shoe Show, Radioshack, Sally Beauty, Gamestop and Dollar Tree

For Leasing Information call **(800)-446-3289**

Welcome To



SHELBYVILLE, TENNESSEE
Base Map



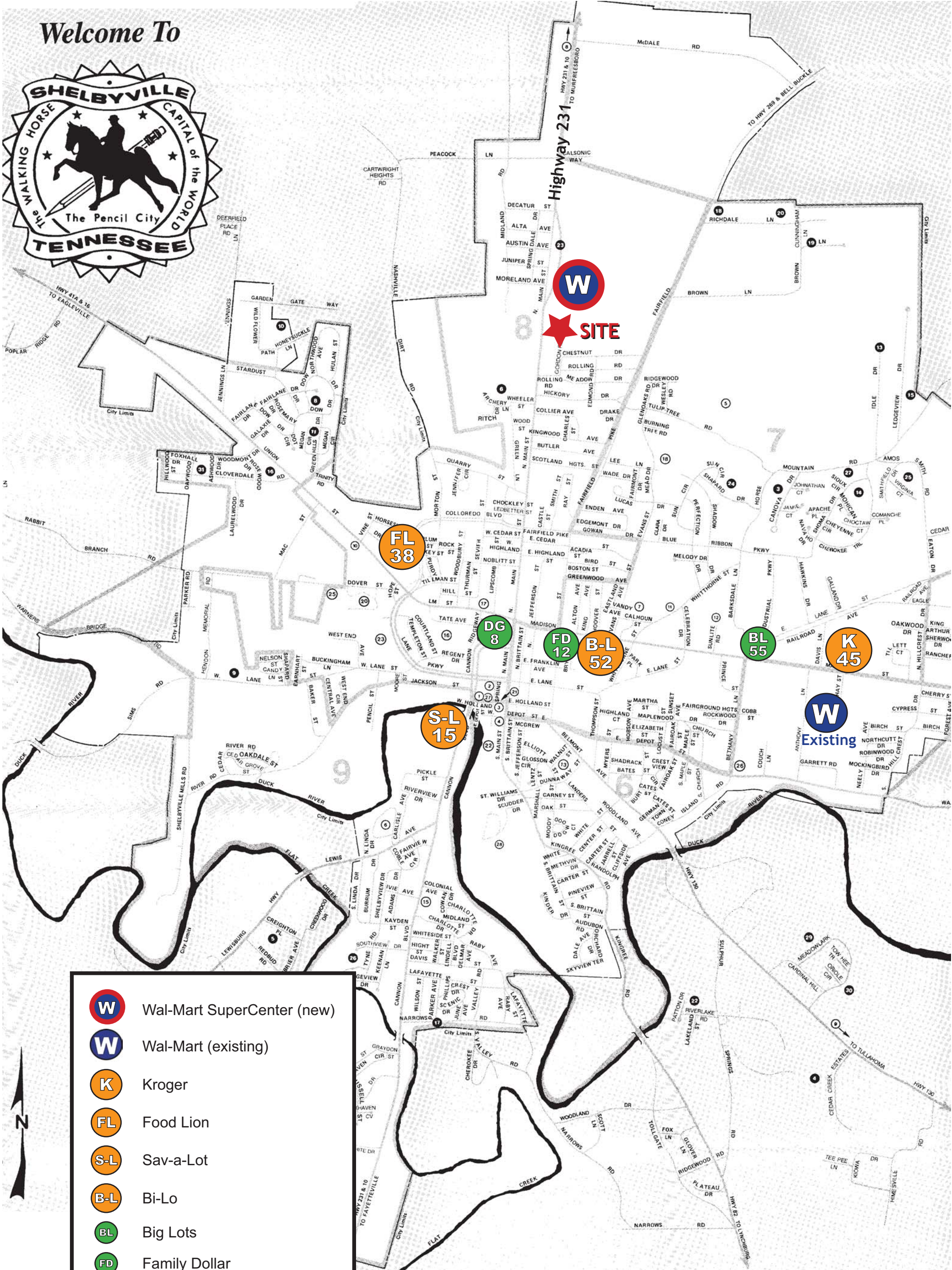
Wal-Mart
SuperCenter

Site

Highway 231

SHELBYVILLE, TENNESSEE
Aerial Photo

Welcome To

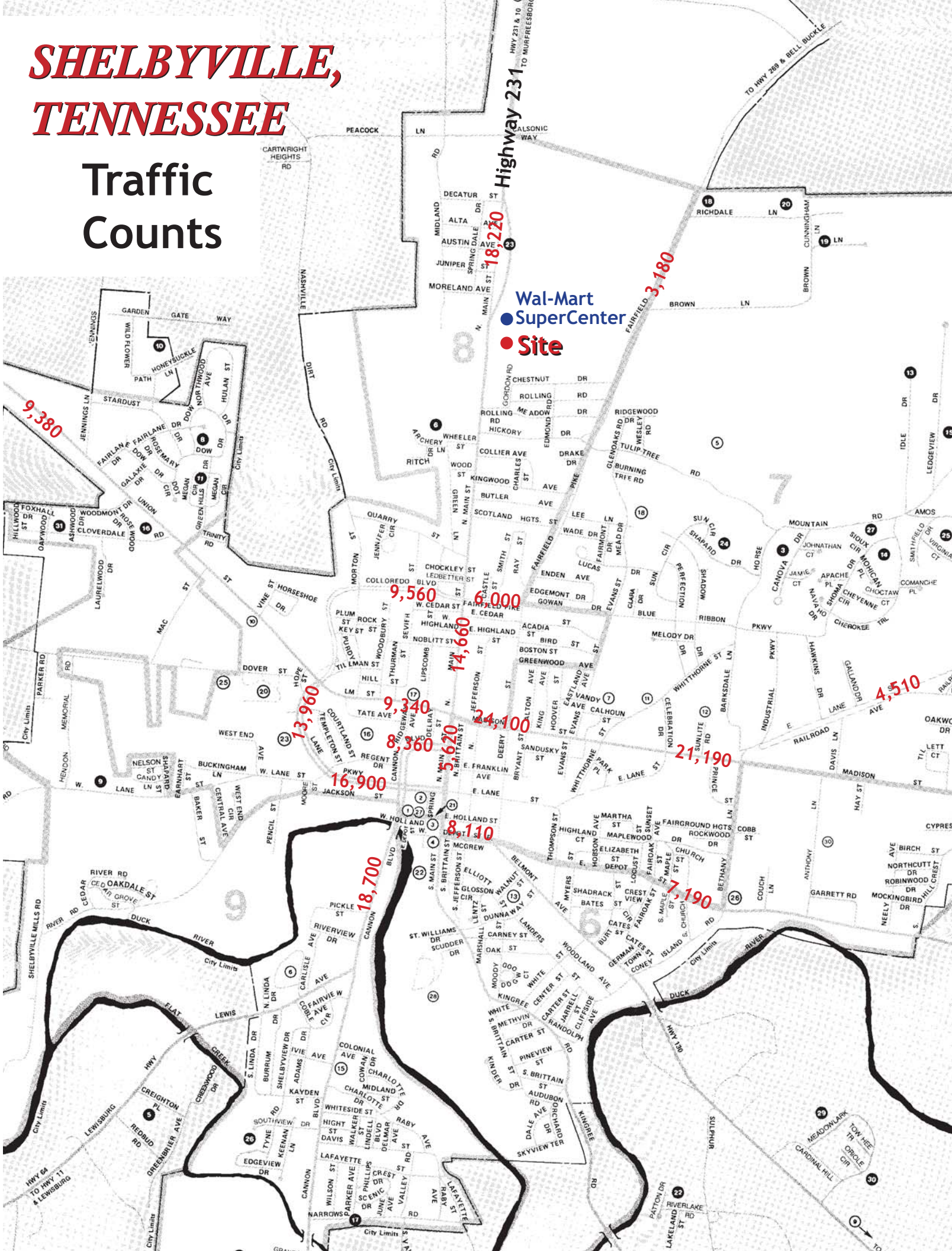


SHELBYVILLE, TENNESSEE

Competition Map

SHELBYVILLE, TENNESSEE

Traffic Counts



SHELBYVILLE, TN DEMOGRAPHICS

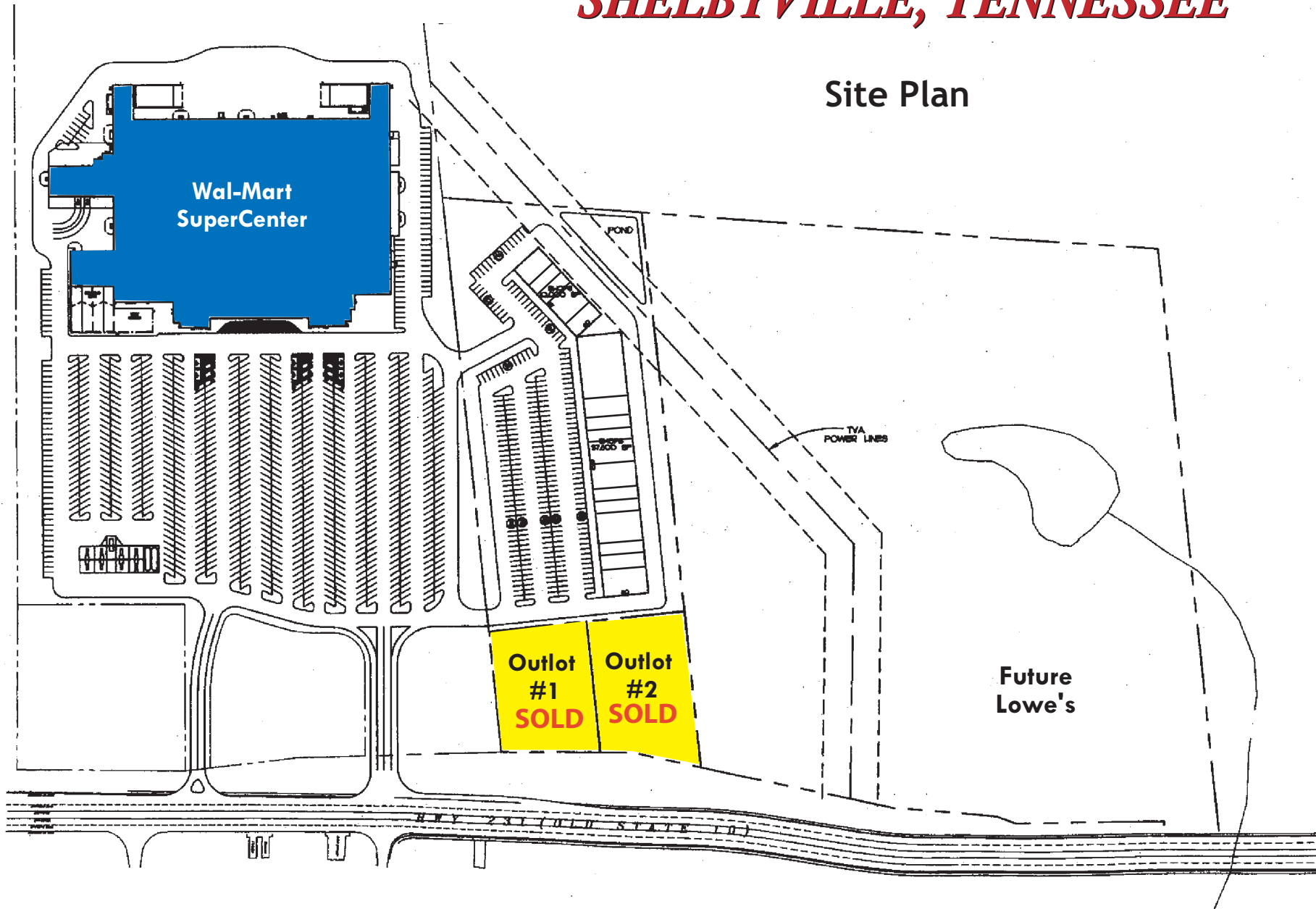
2012

	3 MI RING	5 MI RING	10 MI RING
2012 Population	18,655	26,794	39,706
2000 Population	14,313	21,226	31,947
00-12 % Population Change	30%	26%	24%
2012 Households	6,643	9,713	14,485
2012 Average Household Income	\$37,045	\$41,992	\$48,015

35.5126, 86.4552

SHELBYVILLE, TENNESSEE

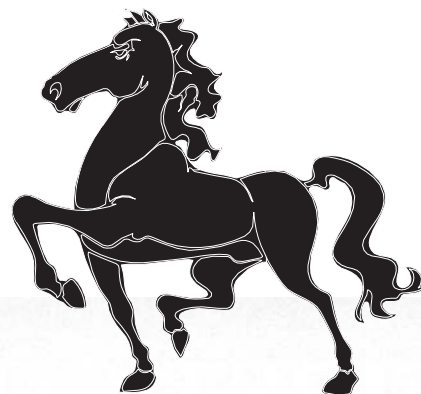
Site Plan



This is a preliminary site plan subject to modification by the developer.

SHELBYVILLE, TENNESSEE

Area Information



At a Glance / SHELBYVILLE

What's in a name? Just ask the folks in Shelbyville, Tenn. For years, Shelbyville has been known as the Walking Horse Capital of the World – and deservedly so. As the site of the annual 11-day Tennessee Walking Horse National Celebration, Shelbyville draws a quarter of a million horse lovers each year.

Visitors come from around the nation to see the crowning of the breed's new World Grand Champion. Other activities – such as a dog show, a dog-owner look-alike contest and a good old-fashioned cookout – add to the fun.

Along with the equine industry, a variety of manufacturers and other companies also are being drawn to the area by the favorable business climate, solid labor force, and proximity to Nashville, Chattanooga and Huntsville, Ala.

One industry in particular has singled out Shelbyville as a prime business location – pencil and pen manufacturers. Three local companies manufacture millions of pencils each year, while several other companies imprint writing instruments, earning Shelbyville a reputation as Pencil City, USA.



Residents of this close-knit community – population 16,105 – point to quality of life as another important drawing card. The rolling hills and quiet streets are a far cry from the hassles of big-city life. Yet Nashville is less than an hour away.

Historic downtown Shelbyville charms visitors and residents alike, as do the distinctive shops. Several buildings around the town square are on the National Register of Historic Places. Downtown's buildings represent a virtual timeline of architecture – Art Deco, neo-Gregorian, Victorian, Gothic and Modern styles all can be found here.

So, whether you know it as the Walking Horse Capital, Pencil City, USA or just a charming community in Middle Tennessee, for a growing number of people, Shelbyville means home.

– Melanie Plemons



The Celebration Station playground is just one of the many recreational amenities available in the H.V. Griffin/Shelbyville Park Complex.

MARTIN BENNETT

FACTS & STATS

SHELBYVILLE

The area code for the Shelbyville area is 931.

LOCATION

Shelbyville is in central Tennessee,
53 miles from Nashville and 25
miles from Murfreesboro.



POPULATION

(2000 Census figures)

Shelbyville 16,105
Bedford County 37,586

CLIMATE

Average January temp. 38.6°F
Average July temp. 78.2°F
Average annual precipitation .. 58.4"

RECREATIONAL FACILITIES

Bowling 1
Country club 1
Golf courses 2
Parks 3
Swimming pools 3
Movie theater 1

HOSPITAL

Bedford County Medical
Center (104 beds) 685-5433

EDUCATION

School type	number of schools	number of students enrolled	pupil-to-teacher ratio
Elementary	7	3,571	20:1
Junior High	4	913	21:1
Senior High	1	1,535	23:1
Private	1	260	9:1
Bedford County Board of Education			684-3284
Higher Education			
Motlow State Community College			(800) 654-4877
Middle Tennessee State University			(615) 898-2300
Tennessee Technology Center			685-5013

TRANSPORTATION

Air

Bomair Field-Shelbyville Municipal
..... 684-1669
Nashville International
Airport (615) 275-1675

Highway

I-65 and I-24, federal routes 41A
and 231, and state routes 16, 64, 82,
130 and 10.

Rail

Walking Horse &
Eastern Railroad 684-7376

TAX STRUCTURE

Property tax rate (per \$100 value)
City \$1.91
County \$3.01
Local sales tax 1.75%
State sales tax 6%

UTILITIES

Electric

Shelbyville
Power System 684-7171
Duck River EMC 684-4621

Gas

United Cities Gas Company
Bedford County Utility District
..... 684-1667 or 294-5117

Sewer

Shelbyville Sewer
System 684-7171

Water

Shelbyville
Water System 684-7171
Bedford County Utility District
..... 684-1667 or 294-5117

*Information provided by the
Shelbyville-Bedford County Chamber
of Commerce (888) 662-2525*



the LOGICAL LOCATION

Tightening supply chain makes logistics the key ingredient in site selection

Bedford County is a cool place, and it got even cooler on March 5. That's when the new Wal-Mart Distribution Center began cooling 90 percent of its 378,000-square-foot fresh food facility.

In December 1999, officials of Wal-Mart Stores Inc. of Bentonville, Ark., announced that Shelbyville had triumphed in the fierce competition to land the project. On Feb. 12, 2001, Wal-Mart began moving into the giant building in an industrial park across U.S. Highway 231 from the Shelbyville Municipal

Airport. The grand opening was in April.

Landing Wal-Mart cemented the county's reputation as an ideal location for logistics operations, says Walt Wood, executive director of the Bedford County Chamber of Commerce. The community had already welcomed a new 285,000-square-foot distribution facility for Sanford, a writing-instrument manufacturer with a long standing commitment to Bedford County. Wood says logistics operations are a natural fit for the county, particularly since U.S. 231 was widened

to four lanes to Interstate 24.

"You can cover a major portion of U.S. markets from this area," he says. "There's also a positive business climate here, and the availability of zoned industrial property is enticing to industry."

J.B. Broadous, distribution center manager at Sanford, agrees. "From a geographic as well as a demographic standpoint, Middle Tennessee is the optimal place to get product to the customer, optimizing costs and time. The labor market in the area is favorable to our needs as well."

Above: Shelbyville beat out at least a dozen other sites in Tennessee for Wal-Mart's new 378,000-square-foot fresh-food distribution center, which began full operation in May.

A global operation, Sanford has several North American manufacturing facilities, including its Shelbyville plant. The company makes such well-known products as PaperMate and Parker pens, Sharpie markers and Accent highlighters. During busy summer months (in preparation for back-to-school), Sanford's free-standing distribution center moves more than 40,000 cases of products daily and employs as many as 200 workers.

Manufacturers have discovered, Broadous adds, that concentrating on logistics can improve the bottom line. "There's an evolution in supply-chain management, and logistics is becoming the determining factor in terms of competitive advantage," he says. "We're excited about focusing our efforts in distribution; we have a lot of automation and state-of-the-art technology, and we're using that to leverage ourselves in the marketplace. Strategically positioning ourselves in Middle Tennessee has given us a leg up, too."

Darryl Phillips is the general manager of the Wal-Mart facility, which will initially supply produce, dairy, fresh meats and deli products, as well as frozen foods, to 40 Wal-Mart Supercenters and Sam's Clubs. He expects to be supplying 58 stores by year end. Phillips, who has been with Wal-Mart nearly seven years, moved to Bedford County to take the job.

"This was a very popular site," he says. "Wal-Mart does what is called an interest survey throughout our network to see who would like to go to a new location, and we had an overwhelming response for this facility." He cites the area's scenic beauty and mild climate as just two of the reasons. Yet the top reason Wal-Mart chose Bedford County, Phillips says, was "the people. That may sound real simple, but that's the biggest part of it."

Wal-Mart expects to employ as many as 400 people. Phillips estimates that 150 to 250 trucks will move in and out daily, yet he doesn't anticipate a negative traffic impact because deliveries begin at 3 a.m. He says the larger impact of Wal-Mart's new center will be support to local businesses, such as food stores and a variety of food services.

"Anytime we go into a community like this, we want to establish a good partnership, a win-win relationship," Phillips says.

The community feels the same way, says Wood, explaining that the Chamber's philosophy is to nurture existing businesses.

"We're attentive to prospects as they come in, but we balance that with support for existing industry," he says. "And once you recruit a company, it's part of your existing industry base." ■

Sanford officials call Shelbyville an 'optimal' distribution location. During its busy season, the company ships more than 40,000 cases of writing instruments each day.



The Shelbyville Municipal Airport offers a welcome alternative to the more congested Nashville airspace.

First Impressions are Flying High

Shelbyville Airport reaches for the sky to pluck new corporate citizens

When Wal-Mart corporate officials flew into Shelbyville to consider the community as the site for a giant distribution operation, their first impression was the Shelbyville Municipal Airport.

"We bend over backwards to make that first impression a good one," says Hank Williamson, the airport's manager. "This is where it all starts. This airport is a jewel in the crown of Shelbyville."

Obviously, the first impression of Wal-Mart executives was a good one, since they chose to locate across the highway from the airport and become the first tenant of a new industrial park. As more industry builds there and on surrounding open land, the airport is strategically located for growth.

Businesses are learning what Williamson already knows: "You can come into Shelbyville and avoid busy Nashville airspace, and we can arrange to have your freight shipped anywhere south of Nashville and north of Huntsville (Ala.) faster and cheaper."

The airport is equipped with a forklift to facilitate freight loading and unloading.

"We paid for that forklift in three months," he says.

Expansions at Shelbyville Municipal, a publicly owned general-aviation airport, will allow larger planes to land and improve safety. A 500-foot extension of the 5,000-foot runway is under way, as well as 1,000-foot overruns on both the north and south ends of the runway. Fuel sales have drastically increased to more than 12,000 gallons monthly, up from 4,000 gallons just three years ago.

Williamson says pilots head to Shelbyville, even when they don't have business in the area, "for our competitive fuel prices and our service."

And that's not by accident.

"Treat everybody with dignity and respect, and it pays great dividends," Williams adds. — Sharon H. Fitzgerald

Shelbyville Area Industry

Company	Service Product	Number of Employees
CalsonicKansei	Cooling/Heating Exhaust system for Auto Industry	1000
Tyson Foods	Deep Chill Processing	1000
Sanford Corp.	School Supplies	900
CEBAL America	Plastic Tubes	500
Wal-Mart Distribution Center #6062	Fresh Food Distribution	458
Josten's	Printers/Engravers	450
National Pen Corp.	Pens, Pencil Imprinting	400
Nationwide Express	Freight Transportation	200
Bemis Custom Products	Flexible Packaging	140
Aramark Uniform Services Inc.	Uniform Services	123
Cooper Steel	Fabricate and Erect Steel	115
Economy Pencil Co.	Imprint on Pencils/Pens	115
Musgrave Pencil Co.	Pencils, Erasers	100
Alchem Recycling of Shelbyville	Secondary Aluminum Smelter	95
Eaton Corp.	Truck Transmissions	89
Century Mold Inc.	Injection Molding	76
K & A Cryclics, Inc.	Design & Manufacturing of Plastic Displays	70
Shepenco	Pencil Imprinting	60
Big G Express	Trucking/Transportation	58
Dabora, Inc.	Tabloids/Magazines Distribution	51
World Champion Horse Equipment	Horse Supplies	51
Jensen's	Pencil Leads, Pen & Ink Products	35
Ilene Industries	Gasketing Materials	30
Corsicana Bedding, Inc.	Mattress Box Springs	25
Clarksville Refrigerated Lines	Trucking/Transportation	20
Harvest Packaging	Rigid Boxes, Packaging Materials, Plastic Thermoforming	20

Company	Service Product	Number of Employees
Hi-Tech Fab	Sheet Metal Fabrication	20
Sequatchie Concrete	Block/Brick Concrete	20
Wego Precision Machine, Inc.	Precision Machining, Fabrication Repair Welding	18
Henry's Cabinets	Build Cabinets	16
Quintec Films Corp.	Industrial Stretch Film	16
Coey Tanning Co.	Leather Goods	15
Castillion Inc.	Precision Machining	13
S & A Machine, Inc.	Precision & CNC machining/drilling	11
Austin News	Books/Magazines	10
Loehle Aircraft Corp.	Aircraft Kits Manufacturing	10
Shelbyville Recycle Fiber	Paper Recycling	8
Cast Designs & Supply LLC	Architectural Designs	7