



## ECONOMIC DEVELOPMENT

# 21 Total Projects

 **2,423** New Jobs  
**2,970** Retained Jobs  
**5,393** Total Jobs

 **\$367,816,117** Total Investment  
**\$53,466** Average Wage

### indigo

Indigo Ag selects Memphis as the location for its commercial headquarters.

#### COMMITMENT OVER 3 YEARS.

 **\$6.6M** INVESTMENT  
 **700** NEW JOBS  
 **\$92,383** AVERAGE SALARY

### Memphis & Shelby County Regional Economic Alliance

Intended to serve as an advisory council to improve transparency and coordination between economic development agencies in the Memphis region, the Alliance will hold the Chamber and government entities accountable towards shared goals. The Alliance will publicly report quarterly on status of economic development activities from outreach to projects landed. The body will also review and approve plans and ensure that activities of respective economic development agencies work in coordination with one another.

Alliance advisory council representatives are Mayor Jim Strickland, Mayor Lee Harris, Greater Memphis Chamber President & CEO Beverly Robertson, Downtown Memphis Commission President Jennifer Oswald, EDGE CEO Reid Dulburger, County Commissioner Willie Brooks, City Councilman Kemp Conrad

## MEMBERSHIP

 Total Member Companies: **1,138**

 Revenue **\$5,149,738**

 **3,469** Event Attendees

 **27** Events



**18** New Members in 2018

**\$450K** in New Revenue

### CHAIRMAN'S CIRCLE

**127 TOTAL MEMBERS** most since inception in 2012

#### 8 Small Groups

As part of a renewed focus on engaging our highest-level investors, we spent much of 2018 holding small gatherings for groups of 5-10 members at a time to learn more about their experiences with the Chairman's Circle and how they would best

like to focus their time and resources moving forward. Based on those meetings, several focus areas of interest were identified as potential engagement and programming opportunities.

#### Moon Mission Highlight

**Entrepreneurship** - Impact numbers since 2015 (this is 2015 - end of 2018 unless noted otherwise)  
*\*includes only what has been reported, 360 companies created & scaled*

- **600** entrepreneurs served
- **\$51+ Million** in capital raised
- **\$9.5 Million** in tech sales (2018 figures only)
- **400** entrepreneurs of color served
- **350** women entrepreneurs served
- **290** jobs

*(known employees in ecosystem who work at companies engaged, created, or scaled - this figure represents a snapshot of 2018 only and is only what was reported)*

#### Annual Chairman's Circle Survey Launched

In December, we launched the first Chairman's Circle Annual Survey to gain additional insights about how we could engage our investors and to allow Chairman's Circle members to identify specific areas of interests for engagement in 2019.



## WORKFORCE

### CLOSING THE SKILLS GAP

Creating a workforce development program that works for everyone.

- The Chamber coordinated a talent recruitment trip to Atlanta, GA. Targeting Historical Black Colleges and Universities, along with Georgia State University and Georgia Tech, the Chamber provided access and effective recruiting tactics for member companies that participated in the trip.
- With 15-member companies participating, over 600 Shelby County School students got to experience first-hand the potential job opportunities that exist within our manufacturing industry as the Chamber hosted National Manufacturing Day in Memphis.
- Launched “WeBuild901” – a Construction Employer Collaborative where member construction companies and owners organize and design solutions to address the labor shortage in the construction industry.

## PUBLIC POLICY

### ADVOCATE FOR SMART POLICIES

Take on the issues so that local businesses can thrive.

#### • Secured Funding for Lamar Avenue

The Chamber led efforts to secure a \$71.2 million U.S. Department of Transportation Infrastructure for Rebuilding America (INFRA) grant for roadway repairs and capacity upgrades to Lamar Avenue. Chamber staff worked for over five years to secure this funding.

#### • Hosted 2018 Tennessee Gubernatorial Debate

The Chamber hosted the first Republican gubernatorial debate centered on economic development and pursuing a West Tennessee Strategy from each of the candidates.

#### • Candidate Roundtables

The Chamber served as the primary meeting place for business leaders to meet with all 2018 Tennessee gubernatorial candidates and those candidates running for former Senator Bob Corker’s seat.

## COMMUNICATIONS

# Followers



# 18.6K



# 3,946



# 2,390



# 6,799



# 100K+

# WEBSITE VISITORS

## ABOUT US

For 181 years, the Greater Memphis Chamber has served as the voice of Memphis business, harnessing the power of the city’s business leaders, around a mission to make Memphis an economic powerhouse that offers opportunities for all.

