

# ACEC Tennessee

American Council of Engineering Companies of Tennessee

## HOW BERETTA USA CHOSE GALLATIN



By: Charlie Smith, P.E.,  
Vice President, Land Resources Group - Nashville  
Barge Waggoner Sumner & Cannon, Inc.

Beretta USA generated international business buzz when it chose Gallatin for its new manufacturing and research and development facility. Beretta is investing approximately \$45 million in the building under construction on the 100-acre site in the Gallatin Industrial Center. Beretta's move to Gallatin brings approximately 300 jobs from management to manufacturing. Do you know how Beretta made the decision to land in Gallatin? Do you know what the city and the state did to prepare for the win? I recently sat down with James Fenton, Executive Director of the Gallatin Economic Development Agency, to understand more about the why, the how, and the what.

As James Fenton explained, when Maryland enacted more restrictive gun legislation, Beretta felt like it was time to consider a move. But the company, like most companies in this situation, didn't want the world to know yet. Beretta's consultants started the process by sending out RFIs (Requests for Information) to 80 communities across the country. Gallatin received the RFI in April of 2013. All Gallatin knew at the time was that a company was looking for eligible sites of 65 acres to support development of a facility to undertake metal fabrication and assembly. Beretta looked at some 80 different sites in several states including Georgia, Kentucky, North Carolina, South Carolina, Texas, Virginia, and Tennessee. Ultimately the competition was narrowed to three locations. Fenton described how the process works: "Site selector is a misnomer. It should be site eliminator. The reality is that coming up

with a long list of potential sites for most development projects is typically quite easy. Initially, the site selector's job is not to determine if your site is best – it is simply to find the quickest way to get your site off the list. If you can't quickly demonstrate that your site can efficiently meet everything they need, you just helped them out and they can move on to the next one on the list."

### How did Gallatin make the short list?

- The City of Gallatin owned the property. It was already zoned for industrial use. And, it had the necessary infrastructure in place to support a manufacturing investment.
- According to Fenton, Nashville was the brand that attracted Beretta. That, combined with the entire region, provided all the components on Beretta's list.
- The company visited numerous other communities in the area to get a feel for workforce and local skill. They visited 22 regional machine shops across the region, which had a chance to show off and begin working on relationships to provide service to Beretta. Several of those relationships are now in place, with more anticipated.
- Beretta had confidence that Tennessee was a great place to do business now – and into the future.

### Why did Gallatin ultimately win the competition?

- Gallatin, as a city, has deliberately invested in infrastructure for future growth by expanding water, sewer, gas, electricity, roads, the local airport, and local parks.
- More importantly, the City is also a financially stable community with excellent bond ratings, a \$4.5-million Rainy Day Fund, and no property tax increase in nine years.
- All in all, Fenton is clear that it was truly a regional effort to bring Beretta home. The Tennessee Department of Economic and Community Development, the Governor, the City of Gallatin, the Middle Tennessee Industrial Development Board, the Nashville Area Chamber of Commerce, and many others worked tirelessly together to make it happen.

- Fenton says, overall, the key factor is that the City was prepared to win.

## ACEC OF TENNESSEE PARTNERS

These companies provide Tennessee engineering firms with products and services and support the activities of ACEC of Tennessee through participation in the Partners Program. Additional information about these Partner Program participants is available at [www.acectn.org](http://www.acectn.org)

[Crow Freidman Group, LLC](#)

[Lellyett & Rogers Services](#)

[Jacobs Technology](#)

[ACEC Life/Health Insurance Trust](#)

[AE Guidance, LLC](#)

[C\\*Connect](#)

[Crom Corporation](#)

[Info Tech, Inc.](#)

[Lewis, Thomason, King, Kreig & Waldrop](#)

[Ryan Search & Consulting](#)

[Sherman Dixie Concrete Industries](#)

[Smith Cashion & Orr, PLC](#)

[Tennessee Concrete Association](#)

[TRTH Consulting](#)

[United Structural Systems, Inc.](#)

SEPTEMBER

4

Early registration Ends for Tennessee Engineers' Conference

SEPTEMBER

7

Offices closed for Labor Day

SEPTEMBER

17

TEF luncheon

SEPTEMBER

17 - 18

TN Engineers Annual Conference

OCTOBER

14 - 17

ACEC Fall Conference Boston, MA

**BOARD OF DIRECTORS**

President

John Kenny, PE  
Facility Systems Consultant, LLC  
Knoxville

President-Elect

Amy Spann, PE  
EnSafe Inc., Nashville

First Vice President

Charlie Smith, PE  
Barge Waggoner Sumner & Cannon, Inc., Nashville

Second Vice President

Kyle Peters, PE  
K S Ware & Associates, LLC, Nashville

Secretary

Dani Hall, PE  
Vaughn & Melton Consulting Engineers, Inc., Knoxville

Treasurer

Tim Verner, PE  
Fisher & Arnold, Inc., Memphis

Past President

Thomas "Chuck" Saunders, PE  
Energy Land & Infrastructure LLC,  
Nashville

National Director to ACEC

Steve Field, PE  
Stantec Consulting Services, Inc.,  
Nashville

Director at Large

Logan Meeks, PE  
A2H, Inc., Memphis

East Tennessee Chapter President

David Harrell, PE  
Vaughn & Melton Consulting Engineers, Inc., Knoxville

Memphis Chapter President

Diane Vesely, PE  
Buchart Horn, Inc., Memphis

Nashville Chapter President

Elizabeth Surface, PE  
Ross Bryan Associates, Nashville

Southeast Tennessee Chapter President

Jon Sparkman, PE  
Stantec Consulting Services, Inc., Chattanooga

**ACEC STAFF**

Kasey Anderson, CAE  
Executive Director

Judy Logue  
Manager of Member Services

**2015 TENNESSEE ENGINEERS' CONFERENCE**

It's that time of year — time to make valuable connections and experience professional growth by attending the 2015 Tennessee Engineers' Conference, September 17-18 at the Embassy Suites in Murfreesboro. The conference will be bigger and better this year with a total of five educational tracks, so there is something for everyone. The conference is a joint meeting for ACEC of Tennessee, the Tennessee Society of Professional Engineers and the Tennessee Section of the American Society of Civil Engineers. Don't miss out on the opportunity to network within your industry while earning up to 13 professional development hours! Sponsorship and exhibitor opportunities are still available and online registration is now open at <http://acectn.org/getinvolved/currentevents/>. For additional information, contact Judy Logue at 615-242-2486 (jlogue@tnec.org) or Brandie Cookston at (423) 322-0130.

**TENNESSEE ENGINEERING FOUNDATION LUNCHEON**  
THURSDAY, SEPTEMBER 17

**HONORABLE BETH HARWELL, KEYNOTE SPEAKER**  
**TENNESSEE SPEAKER OF THE HOUSE**



The Tennessee Engineering Foundation (TEF) needs your support. The Foundation was created in 1986 to advance and support the engineering profession in Tennessee. TEF raises funds for scholarships and other K-12 STEM education support activities such as MATHCOUNTS - the primary source of funding for these initiatives is the TEF Luncheon, which will be on September 17, 2015 at the Embassy Suites in Murfreesboro.

We hope that you will plan to attend this year's luncheon at the Embassy Suites Murfreesboro. To Sponsor and/or purchase luncheon tables or tickets by mail, download the TEF Luncheon Brochure or purchase tickets online at:

<http://www.tnspe.org/Current%20Events.htm>.

Please support the Foundation and help us to continue these good works with your sponsorship and attendance at the 2015 TEF Luncheon.

**MEMBER NEWS**

Littlejohn Engineering Associates (Littlejohn – An S&ME Company) announces the addition of Brad Salsbury, PE as a Senior Project Engineer in our Knoxville office.

Andrew Maybee, PE has joined Fisher & Arnold, Inc., Memphis as the Principal of the Bridge & Structures Department

Gresham, Smith and Partners is pleased to announce the following staff additions: Kimberly Elchlepp, Public Relations Coordinator; Jarad Dean, Structural Designer in the Industrial market; Angela Hartigan, Project Account Operations Specialist; and John Williams, Resident Project Representative in the Water Resources market.

# FROM THE PRESIDENT

## DECISIONS TODAY, SHAPING TOMORROW



By: John Kenny, PE  
President of ACEC of Tennessee

At so many points in history, decision makers probably had some idea that a change in course would have a significant effect on the future. There are so many cases where unintended consequences are the most significant result of one's decisions. With most any aspect of our lives, things will change.

Many construction industry associations in the public and private sectors supported changes resulting in such decisions as the Clean Water, Environmental Protection, Energy Policy and Transportation Equity Acts. The results have reached far and wide in their respective industries. Without question, the goals of these acts from as early as the 1970's have a great influence on the recent changes in our collective professions. They have spawned research, software developments, products, distribution channels, and so many other things considered normal today in the snapshot of our lives. The involved leaders are not surprised. They knew the smallest of developments would need to address water quality and achieve superior energy conservation at a level that would have been foreign even a short 20 years ago. We

have a choice....to lead or follow, act or react. July 1 begins a new ACEC of Tennessee year. 2014-2015 was a very successful year under the leadership of Chuck Saunders for which we should all thank him for his tremendous contributions to the profession and association. We continued a process of improvement in areas of organizational sustainability and continuity, being the voice of our industry, and leadership in the built environment. As we take a minute to sharpen the saw, new leaders have emerged in many areas of our organization with an attempt to raise the bar.

The bar WILL be raised through increased participation. ACEC's leadership and talent pool is tremendous. As a result of growth and our recent efforts, committee interest is at an all time high. The committees are heavily engaged in policy development, professional recognition and leadership development. We will continue to increase collaboration with other professional, trade and public associations to elevate the health, safety and welfare of the public. Our new Executive Director Kasey Anderson is exuberant and up to the task for keeping us on track.

It's time to get involved in the decision making. We're looking forward to a great year.

## CONGRATULATIONS NEW PEs!

### Congratulations New PEs!

The following engineers associated with ACEC of Tennessee member firms have passed the Professional Engineering licensing examination:

**Duncan Blake Adrian**  
Geotechnology, Inc.  
Memphis

**Michael Tyler Boone**  
Smith Seckman Reid, Inc.  
Memphis

**Charles Cory Borum**  
Hethcoat & Davis, Inc.  
Brentwood

**Jason Thomas Brunner**  
I. C. Thomasson  
Associates, Inc.  
Nashville

**Richard Logan Colbert**  
Palmer Engineering  
Nashville

**Jason Daniel Dittrich**  
A2H, Inc.  
Memphis

**Jason Daniel Feuge**  
S&ME, Inc.  
Knoxville

**Jeremy Thomas Haley**  
GeoServices, LLC  
Knoxville

**Justin Christopher Hall**  
Smith Seckman Reid, Inc.  
Nashville

**Matthew C. Kuyendall**  
Barge Waggoner Sumner  
& Cannon  
Nashville

**Andrew James Mathews**  
Smith Seckman Reid, Inc.  
Memphis

**Jeffrey Alan Merryman**  
Cannon & Cannon, Inc.  
Knoxville

**Houston H. Neal**  
Palmer Engineering  
Nashville

**Philip Hollis Neal**  
Kimley-Horn &  
Associates, Inc.  
Nashville

**David Benjamin Wallus**  
Smith Seckman Reid, Inc.  
Nashville

**Joshua Ryan Watson**  
GeoServices, LLC  
Knoxville

**ACEC of Tennessee  
congratulates you  
on a job well done!**

JULY | AUGUST  
2015

## INSIDE

- **Baretta Chooses Gallatin**
- **Tennessee Engineering Foundation Luncheon**
- **Congratulations New PE's**

# FROM THE EXECUTIVE DIRECTOR

## THE ELEVATOR PITCH

By: Kasey Anderson, CAE  
kanderson@t nec.org



Last weekend I ran into an old friend and after a few minutes of pleasantries he threw out the inevitable "So, what are you working on these days?" I started to excitedly ramble, as I am prone to do, about representing the engineering industry in Tennessee. He looked at me, puzzled, and said, "What does that even mean?" Right then I realized that I need a new elevator pitch.

ACEC's national office just published a beautiful new brochure that gets to the core of what drives us at both the state and national level. It's titled ACEC Means Business: 100 Years of Excellence. Inside I found exactly what I have been trying to explain, but in a much more succinct, elegant way.

From page one, "ACEC's primary mission is to strengthen the business environment of our member firms through government advocacy, political action, and business education." The pages following include powerful pictures and dozens of quotes from national leaders, including Presidents Clinton and Obama, all focused on the powerful influence of ACEC. Under a picture of President George W. Bush as he addressed the ACEC National Convention is this from his speech: "I know how vital your contribution to America is." But it's the section headers of the brochure that reminded me of the elevator pitch. ACEC is the voice

of the engineering industry. ACEC engages in government advocacy that produces bottom line results. ACEC promotes engineering excellence. ACEC is educating the business leaders of the next generation. ACEC's specialized business forums provide opportunities for networking with peers.

While beautifully illustrated by our national colleagues, these are all truths about ACEC of Tennessee as well. We are an influential advocates for our members' bottom line issues at the national, state and local level. We have effective national and state political action programs to support candidates and issues. We recognize member excellence through our Engineering Excellence Awards, the "Academy Awards" of the industry in Tennessee. We are educating the next generation of business leaders through our Leadership PE program, and we provide an abundance of opportunities for business networking with government agencies, private clients and engineering principals.

This quote from Congressman Earl Blumenauer (D-OR) sums it up quite eloquently: "In the fight to rebuild and renew America, the American Council of Engineering Companies is in the forefront. ACEC Member Firms are at the heart of the built environment, bringing us bridges, roads, water, sanitation, transit, rail, buildings, environmental protection and cleanup. They are leaders in the policy areas as well. ACEC provides...leadership and insight, counsel and advice. Nobody does it as well and as systematically." ACEC and ACEC of Tennessee are indeed in the forefront. As elevator pitches go, that's about as good as it gets.



CONNECT WITH US