

# New Business Welcome Packet

#makeitinMarshall



## City of Lewisburg

131 East Church St.  
Lewisburg, TN 37091  
(931) 359-1544

Lewisburgtn.gov - Lewisburgtn.net  
Lewisburgtn.info - Lewisburgtn.dev  
Lewisburgtn.com - Lewisburgtn.biz



**MARSHALL  
COUNTY**  
TENNESSEE

**[makeitinmarshall.com](http://makeitinmarshall.com) | [#makeitinMarshall](https://www.facebook.com/makeitinMarshall) | [#investinMC](https://www.facebook.com/investinMC)**

Greg Lowe - City of Lewisburg - Director of Economic Development - (931) 993-7499 -  
[greg.lowe@lewisburgtn.gov](mailto:greg.lowe@lewisburgtn.gov)

# New Business Welcome Packet

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[Link to Video About Marshall County](#)

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## Mission Statement

The [City of Lewisburg Department of Economic Development](#) exists to assist local business and industry growth and to recruit new business and industry to Lewisburg to create sustainable wage jobs and expand the tax base

[lewisburgtn.info](#) | [lewisburgtn.dev](#) | [lewisburgtn.net](#) | [lewisburgtn.gov](#)

[www.makeitinmarshall.com](#)



# New Business Welcome Packet

## Welcome to Lewisburg, TN

Thank you for joining our vibrant business community of [Lewisburg, Tennessee](#). We hope that your new venture here will be a successful one and we consider you a great asset to our community.

To insure that you start off on the right track, please review the information in this packet. The websites inside this packet will be very helpful for finding out relevant information and the maps should give you a good sense of the locations of important agencies.

Feel free to contact the City of Lewisburg, [Marshall County](#) or the [Marshall Co. Chamber of Commerce](#) for any assistance you may need. Our contact information can be found in this packet. We are always here to help and will be glad to share with you the information you and your business needs to grow in Lewisburg.

Lewisburg is a small town on the grow with easy proximity to metropolitan Nashville and Huntsville, AL, shopping and dining in Franklin and Murfreesboro and less than a day's drive to 76% of the major U.S. markets thanks to I-65.

Lewisburg is family-friendly, business-friendly and always striving to improve our city for its businesses and citizens. We hope you will get involved in all that Lewisburg has to offer and all its plans for the future.

Once again, Welcome and Congratulations on deciding to make Lewisburg your new home for your business!



[Greg Lowe](#)

[City of Lewisburg – Director of Economic Development](#)

### **City Manager**

Roy "Bam" Haislip  
City Hall  
131 East Church St., Lewisburg  
(931) 359-1544  
[bam.haislip@lewisburgtn.gov](mailto:bam.haislip@lewisburgtn.gov)

### **City Mayor**

Jim Bingham  
City Hall  
131 East Church St., Lewisburg  
(931) 359-1544  
[Jim.bingham@lewisburgtn.gov](mailto:Jim.bingham@lewisburgtn.gov)

### **Councilman**

Patty Parsons  
Ward 1  
(931) 703-0906  
[mane6263@yahoo.com](mailto:mane6263@yahoo.com)

### **Councilman**

Vickie Michael  
Ward 2  
(931) 993-9737  
[vickiem@hughes.net](mailto:vickiem@hughes.net)

### **Councilman**

Peggy Harwell  
Ward 3  
(615) 513-1970  
[chharwell@bellsouth.net](mailto:chharwell@bellsouth.net)

### **Councilman**

Tommy G. Burns  
Ward 4  
(615) 330-9208  
[ecdev@bellsouth.net](mailto:ecdev@bellsouth.net)

### **Councilman**

Joe Bradford  
Ward 5  
(931) 580-4517  
[josephrbradford37@gmail.com](mailto:josephrbradford37@gmail.com)

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## Links & Contacts

### Make It In Marshall

[www.makeitinmarshall.com](http://www.makeitinmarshall.com)

### City of Lewisburg

[www.lewisburgtn.gov](http://www.lewisburgtn.gov)

### Lewisburg Economic Dev.

[www.lewisburgtn.net](http://www.lewisburgtn.net)

### Lewisburg ECD Blog

[www.lewisburgtnecd.com](http://www.lewisburgtnecd.com)

### Marshall County

[www.marshallcountyttn.com](http://www.marshallcountyttn.com)

### Link Tree One Link

[www.linktr.ee/marcotn](http://www.linktr.ee/marcotn)

### Chamber of Commerce

[www.marshallchamber.org](http://www.marshallchamber.org)

### Lewisburg Electric System

[www.lewisburgelectricsystem.com](http://www.lewisburgelectricsystem.com)

### Lewisburg Water & Wastewater

<http://www.lewisburgwater.org>

### Lewisburg Gas Department

[www.lewisburggas.com](http://www.lewisburggas.com)

### Marshall County Schools

[www.mcstn.net](http://www.mcstn.net)

### Marshall County Recycling

[www.marshallcountyrecycles.com](http://www.marshallcountyrecycles.com)

### Marshall County Sheriff

[www.mctnsheriff.com](http://www.mctnsheriff.com)

### Marshall Co. Library

[www.marshallcountylibrary.org](http://www.marshallcountylibrary.org)

### Marshall Co. Art Guild

[www.marshallcountyartguild.com](http://www.marshallcountyartguild.com)

### Marshall Co. Community Theatre

[www.dixietheatre.org](http://www.dixietheatre.org)

### Ellington Airport

[www.ellingtonairport.com](http://www.ellingtonairport.com)

## Business License - Sales Tax ID #

### City of Lewisburg

Christi Hamlett

City Hall

131 East Church St., Lewisburg

(931) 359-1544

[Christi.hamlett@lewisburgtn.gov](mailto:Christi.hamlett@lewisburgtn.gov)

### Marshall County

Daphne Fagan

County Annex

Courthouse Annex, Lewisburg

(931) 359-1072

[Daphne.fagan@tn.gov](mailto:Daphne.fagan@tn.gov)

## Zoning, Codes and Permitting

### City of Lewisburg

Lueshell Taylor

City Hall

131 East Church St., Lewisburg

(931) 359-1544

[Lueshell.taylor@lewisburgtn.gov](mailto:Lueshell.taylor@lewisburgtn.gov)

### Marshall County

Clint Williams

3<sup>rd</sup> Floor

Courthouse Annex, Lewisburg

(931) 359-8839 or 0567

[c.williams@marshallcountyttn.com](mailto:c.williams@marshallcountyttn.com)

## Fire and Health Inspections

### City of Lewisburg

Jeff Crick

Fire Station

118 Water St., Lewisburg

(931) 982-3076

[jeff.crick@lewisburgtn.gov](mailto:jeff.crick@lewisburgtn.gov)

### Marshall County

Angie Faulkner

Health Department

1031 War Eagle Dr., Lewisburg

(931) 359-1551

[Angie.faulkner@tn.gov](mailto:Angie.faulkner@tn.gov)

## Beer Permit and Liquor License

### City of Lewisburg

Christi Hamlett

City Hall

131 East Church St., Lewisburg

(931) 359-1544

[Christi.hamlett@lewisburgtn.gov](mailto:Christi.hamlett@lewisburgtn.gov)

### Get Liquor License

TN Alcoholic Beverage Commission

(615) 741-1602

<https://www.tn.gov/abc/licensing/liquor-by-the-drink-licenses.html>

## Economic Development

### City of Lewisburg

Greg Lowe

City Hall

131 East Church St., Lewisburg

(931) 359-1544

[greg.lowe@lewisburgtn.gov](mailto:greg.lowe@lewisburgtn.gov)

### Marshall County

Emily Darnell

Mayor's Office

Courthouse Annex, Lewisburg

(931) 359-5536

[Emily.darnell@marshallcountyttn.com](mailto:Emily.darnell@marshallcountyttn.com)

[lewisburgtn.info](http://lewisburgtn.info) | [lewisburgtn.dev](http://lewisburgtn.dev)

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# New Business Welcome Packet

## Smart Start Community



Tennessee **SmartStart**<sup>™</sup>

YouTube Tutorial

[TN New Business Worksheet](#)

<https://www.tnsmartstart.com/>

<https://youtu.be/K8Z1dlfitBI>

[TN Dept. of Revenue  
Website for New Businesses](#)

[makeitinmarshall.com](http://makeitinmarshall.com) | [mainstreetlewisburgtn.org](http://mainstreetlewisburgtn.org)

[lewisburgtn.info](http://lewisburgtn.info) | [lewisburgtn.dev](http://lewisburgtn.dev) | [lewisburgtn.net](http://lewisburgtn.net) | [lewisburgtn.gov](http://lewisburgtn.gov)



# New Business Welcome Packet

## Maps of Region



# New Business Welcome Packet

## Community Data

Lewisburg, Marshall County, Tennessee

- Latitude: N35° 26.95'
- Longitude: W86° 47.33'
- Elevation: 707'

**35,240**

Population: County

**13,780**

Population: City

**+2.4%**

Annual Population Growth

## Gold Level

Sustainable Community (TVA)

## Tier II

Enhancement County (TN ECD)

## Benchmark II

Three Star Community (TN ECD)

## Top 100

## Micropolitan

4X (Site Selection Magazine)

### Climate:

Annual Average Temperature: 57.7°

Average High Temperature: 70.5°

Average Low Temperature: 45.0°

Annual Average Precipitation: 54.84"

Annual Average Snowfall: 2.2"

Mean Length of Freeze-Free Period (days): 180-220

## 6th & 14th

Fastest Growing Micropolitan in Nation  
([2017](#)) by UT BERC | ([2020](#)) by SiteSeer

## 14th

Most Dynamic Micropolitan in  
Nation ([Walton Foundation 2019](#))

## Top 4%

National ISO Rating - Fire

## 2nd

Most Affordable City in TN

[Homesnacks \(2020\)](#)

## 13%

Below Cost of Living Index

## 14th

Quality of Life in TN

## 20th

Healthiest County in TN

## 28th

Safest County in TN

Median Household Income

\$59,463

Per Capita Income

\$36,759

Poverty Rate

13.5%

Home Ownership Rate

71.7%

Median Home Value

\$224,917

Average Rental Rate

\$764

Median Industry Earnings

\$68,954

Sources: Zoomprospector, TN ECD, TVA, Local Agencies

→ [\(Link to Recent Demographics Report\)](#)



“Lewisburg’s Park and Recreation system, per capita, meets or exceeds national standards in almost every category.”

Ritchie Jones - Hodgson Douglas

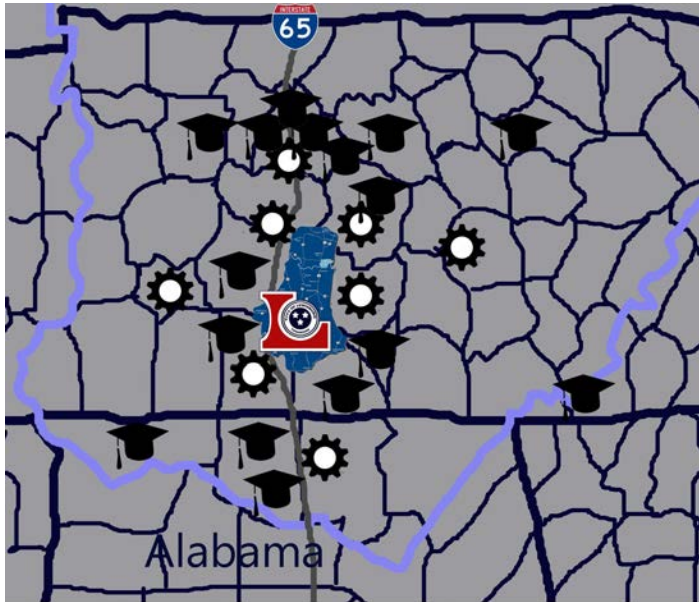
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# New Business Welcome Packet

## Labor & Workforce

### Talent Overview



 Colleges & Universities       Technical Colleges

**28**

Postsecondary Institutions

**20,000 +/-**

Annual Graduates

**300 +/-**

Programs & Majors

Within 50 Miles



[Spot Lowe Technology Center](#)



TENNESSEE COLLEGE  
OF APPLIED TECHNOLOGY  
PULASKI

[TCAT - Pulaski](#)



TENNESSEE COLLEGE  
OF APPLIED TECHNOLOGY  
SHELBYVILLE

[TCAT - Shelbyville](#)



COLUMBIA  
STATE  
COMMUNITY  
COLLEGE

[Columbia State](#)

### Marshall Co. Schools

|                             |                    |
|-----------------------------|--------------------|
| Elementary Schools          | 5 - 2,385 Students |
| Middle Schools              | 3 - 1,296 Students |
| High Schools                | 3 - 1,545 Students |
| Public Cost Per Student     | \$9,399.83         |
| Student/Teacher Ratio       | 17:1               |
| Graduation Rate             | 93%                |
| Avg. ACT Score              | 20.3               |
| College-Going Rate          | 65%                |
| Certification/Associate's   | 27%                |
| Bachelor's Degree or Higher | 14%                |



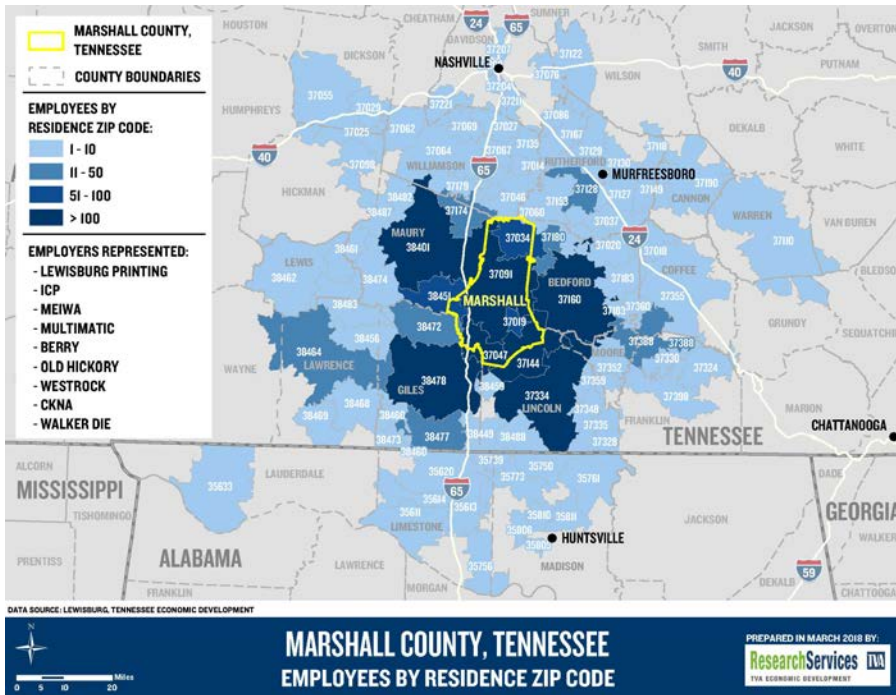
[lewisburgtn.info](http://lewisburgtn.info) | [lewisburgtn.dev](http://lewisburgtn.dev) | [lewisburgtn.net](http://lewisburgtn.net) | [lewisburgtn.gov](http://lewisburgtn.gov)

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# New Business Welcome Packet

## Labor & Workforce



Manufacturing Employees Full-Time

Manufacturing Temp Workers

4004

323

Avg Starting Wage

Avg. Wage

\$15.27

\$20

[Wage & Benefits Survey 2021 - South Middle TN Infographic](#)

[Wages and Benefits Survey 2021 - Marshall Co. Region Infographic](#)

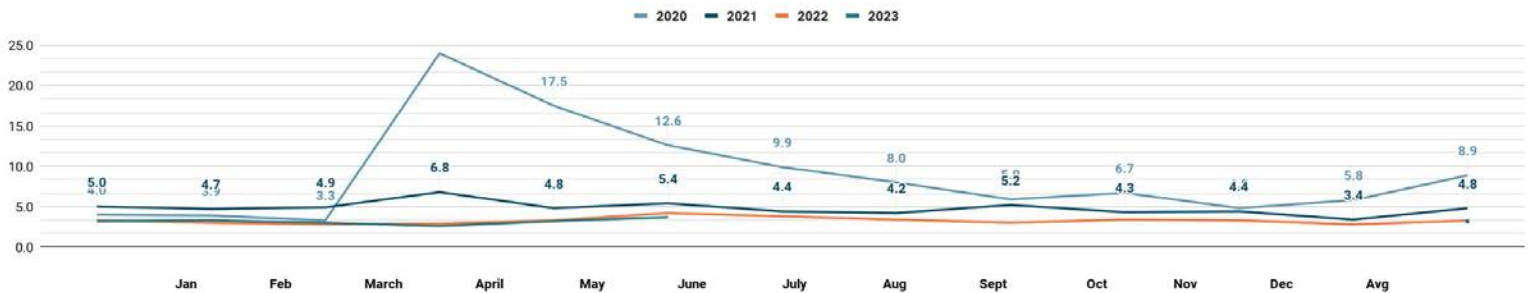
## Labor Report June 2023 vs May 2023



\* Labor Market: Bedford, Giles, Lawrence, Lincoln, Marshall, Maury, Moore, Rutherford & Williamson Source: June TN Dept. of Labor 2023

## Unemployment Rate Percentages

2020 vs 2021 vs 2022



[lewisburgtn.info](#) | [lewisburgtn.dev](#) | [lewisburgtn.net](#) | [lewisburgtn.gov](#)

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# New Business Welcome Packet

## Labor & Workforce



### Automotive Suppliers

[Link to Data](#)



### Metalworking Tool & Die

[Link to Data](#)



### Plastics & Chemicals

[Link to Data](#)



### Food & Beverage

[Link to Data](#)

| Our Companies                                          |                                     |                                          |
|--------------------------------------------------------|-------------------------------------|------------------------------------------|
| <b>696% More</b>                                       | <b>536% More</b>                    | <b>317% More</b>                         |
| Vehicle Steering & Suspension Components Manufacturing | Automobile Manufacturers            | Motor Vehicle Brake System Manufacturing |
| <i>Than the US National Average</i>                    | <i>Than the US National Average</i> | <i>Than the US National Average</i>      |
| Our Workforce                                          |                                     |                                          |
| <b>11,021</b>                                          | <b>5,121</b>                        | <b>4,004</b>                             |
| Assemblers & Fabricators                               | Engineers                           | Auto Service Technicians & Mechanics     |

| Our Companies                                          |                                        |                                     |
|--------------------------------------------------------|----------------------------------------|-------------------------------------|
| <b>712% More</b>                                       | <b>460% More</b>                       | <b>155% More</b>                    |
| Secondary Smelting and Alloying of Aluminum            | Nonferrous Metal Die-Casting Foundries | Rolled Steel Shape Manufacturing    |
| <i>Than the US National Average</i>                    | <i>Than the US National Average</i>    | <i>Than the US National Average</i> |
| Our Workforce                                          |                                        |                                     |
| <b>11,021</b>                                          | <b>1,562</b>                           | <b>993</b>                          |
| Assemblers & Fabricators Misc, Including Team Assembly | Industrial Machinery Mechanics         | Machinists                          |

| Our Companies                       |                                     |                                                 |
|-------------------------------------|-------------------------------------|-------------------------------------------------|
| <b>293% More</b>                    | <b>174% More</b>                    | <b>119% More</b>                                |
| Synthetic Dye & Pigment Mfg.        | Plastic Packaging Film & Sheet Mfg. | Custom Compounding of Purchased Resins          |
| <i>Than the US National Average</i> | <i>Than the US National Average</i> | <i>Than the US National Average</i>             |
| Our Workforce                       |                                     |                                                 |
| <b>5,334</b>                        | <b>1,562</b>                        | <b>846</b>                                      |
| Engineers                           | Industrial Machinery Mechanics      | Multiple Machine Tool Operators (Metal/Plastic) |

| Our Companies                       |                                     |                                     |
|-------------------------------------|-------------------------------------|-------------------------------------|
| <b>985% More</b>                    | <b>459% More</b>                    | <b>99% More</b>                     |
| Distilleries                        | Misc. Snack Food Manufacturing      | Poultry Processing                  |
| <i>Than the US National Average</i> | <i>Than the US National Average</i> | <i>Than the US National Average</i> |
| Our Workforce                       |                                     |                                     |
| <b>4,717</b>                        | <b>2,647</b>                        | <b>2,167</b>                        |
| Food Preparation Workers            | Cooks, Institution and Cafeteria    | Food Service Managers               |



# New Business Welcome Packet

## Existing Industry

**50**

Manufacturers Manufacturing Employees

**4,000+**

**Associations**

Manufacturers' Association

Advanced Manufacturing Council

Industrial Development Board

**Foreign-Owned**



**Types**

Automotive

Aerospace & Defense

Metalworking/Tool & Die

Machining

Plastics & Chemicals

Food & Beverage

Electronics

Commercial Printing

Tank Refurbishing

Warehouse/Distribution

**Support**

Tool & Die

Heavy Hardware

Lubricants

Abrasives

Foundry

Sheet Metal

Welding Supply

Coatings

Paints/Enamels

Shrink Wrap

**Top 10  
Employers**



|  | Product                        | Employees | Established | Expanded                      |
|--|--------------------------------|-----------|-------------|-------------------------------|
|  | Automotive Dashboards          | 700       | 1984        | 2011-2019                     |
|  | Aluminum Die Casting           | 400       | 1959        | 2007-2019                     |
|  | Automotive Interior & Exterior | 330       | 2018        | 2021-2023                     |
|  | Conveyor Systems               | 250       | 2002        | 2014-2020                     |
|  | HVAC Distribution              | 230       | 1971        | 1975-1990                     |
|  | Defense Electronics            | 200       | 1966        | 2012-2017                     |
|  | Corrugated Products            | 200       | 1975        | 2014-2018                     |
|  | Meats and Condiments           | 180       | 2014        | 2014-2019-2020                |
|  | Commercial Printing            | 155       | 1898        | 2006-2008-2010-2012-2018-2021 |
|  | Automotive Suspensions         | 150       | 2017        |                               |

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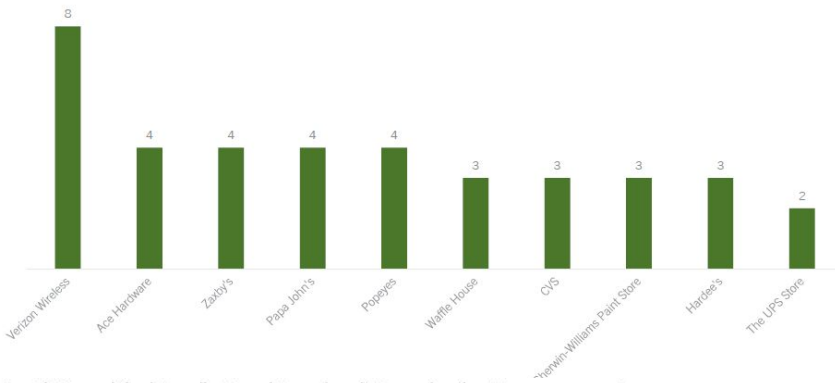


# New Business Welcome Packet

## Retail

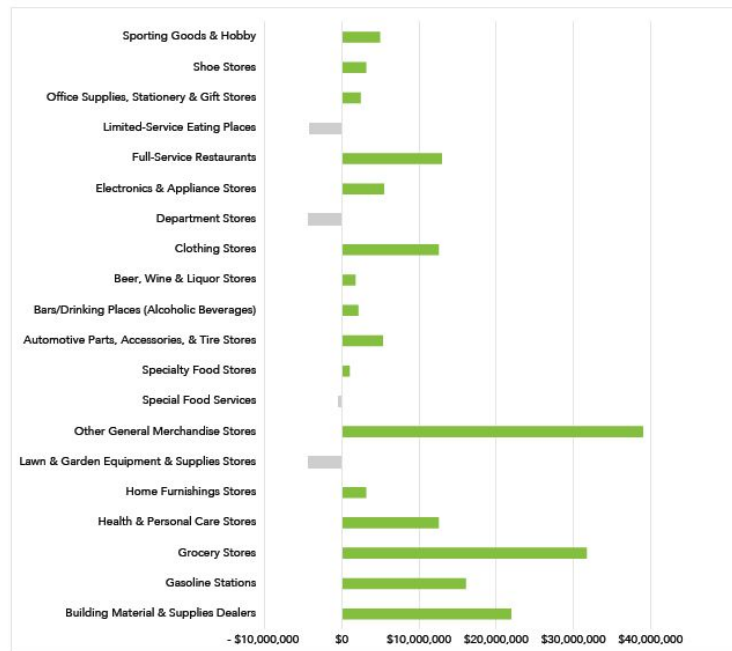
### Retail Prospects – Lewisburg, TN

These retailers are realistic opportunities you can immediately target. Knowing your trade area, type of consumer, and the retail needs of the community is critically important - but even the best data cannot support expansion without the correct piece of real estate.

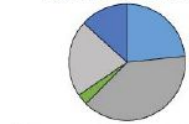


By utilizing mobile data collection, data and analytics, and real estate acumen, our team identified shopping patterns within your Custom Trade Area that will answer key questions for your revitalization efforts. Based on the CTA, we analyzed consumer expenditures annually in 5 retail categories: Apparel & Services, Entertainment, Food & Beverages, Household Equipment, and Others.

#### CONSUMER DEMAND AND SUPPLY (OPPORTUNITY GAP)

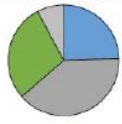


#### Apparel and Services: \$21.9 MM



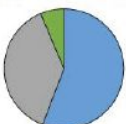
| Category          | Index | Spend       |
|-------------------|-------|-------------|
| Men and boys      | 80    | \$5,425,707 |
| Women and girls   | 89    | \$4,969,206 |
| Children under 11 | 91    | \$671,453   |
| Footwear          | 89    | \$4,663,834 |
| Other Apparel     | 80    | \$1,907,239 |

#### Entertainment: \$33.3 MM



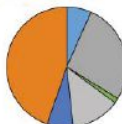
| Category                | Index | Spend        |
|-------------------------|-------|--------------|
| Fees and admissions     | 82    | \$8,170,024  |
| TV & sound equip.       | 90    | \$13,007,771 |
| Pets, toys & playground | 90    | \$5,497,451  |
| Other entertainment     | 84    | \$1,590,058  |

#### Food and Beverages: \$120.0 MM



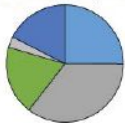
| Category            | Index | Spend        |
|---------------------|-------|--------------|
| Food at home        | 94    | \$66,957,230 |
| Food away from home | 90    | \$45,343,213 |
| Alcoholic beverages | 87    | \$7,088,818  |

#### Household Equipment: \$23.7 MM



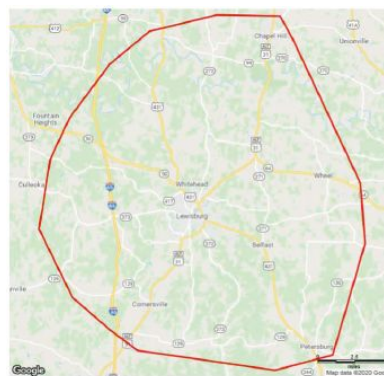
| Category               | Index | Spend        |
|------------------------|-------|--------------|
| Household textiles     | 92    | \$1,578,034  |
| Furniture              | 89    | \$6,428,067  |
| Floor coverings        | 79    | \$4,791,894  |
| Major appliances       | 80    | \$3,324,175  |
| Small appliances       | 89    | \$1,650,366  |
| Misc. household equip. | 89    | \$10,813,283 |

#### Other Categories: \$30.5 MM



| Category           | Index | Spend        |
|--------------------|-------|--------------|
| Miscellaneous      | 92    | \$7,652,727  |
| Personal care      | 90    | \$10,833,327 |
| Personal insurance | 85    | \$5,798,591  |
| Reading            | 92    | \$927,080    |
| Smoking supplies   | 90    | \$5,338,614  |

\*Index numbers represent your spending patterns in comparison to the standard community in the U.S. The base/standard index is always 100. Your index is either below, on par or higher than the standard spending patterns per each category.



#### Lewisburg, TN (CTA) Population – 34,945

\*The following demographics reflect the Custom Trade Area (CTA) and not geographic community boundaries.

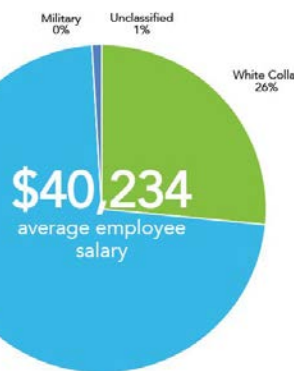
34,945  
2019 estimated population

36,898  
projected 2024 population



39 male avg. age  
41 female avg. age

5.6%  
projected growth rate 2019-2024

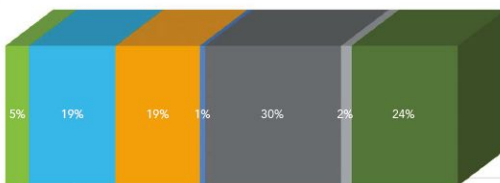


\$40,234  
average employee salary

14,868  
number of households

#### DAYTIME POPULATION

Children at home  
Retired/Disable persons  
Homemakers  
Unemployed  
Student Populations  
Work at Home



| Tapestry LifeMode            | Index | Percentage |
|------------------------------|-------|------------|
| L1: Affluent Estates         | 100   | 24%        |
| L2: Upscale Aesthetics       | 100   | 35%        |
| L3: Upper Income Individuals | 100   | 18%        |
| L4: Family Landscapes        | 100   | 13%        |
| L5: GenUrban                 | 100   | 6%         |
| L6: Core Country             | 100   | 2%         |
| L7: Ethnic Enclaves          | 100   | 1%         |
| L8: Middle Ground            | 100   | 24%        |
| L9: Senior Styles            | 100   | 18%        |
| L10: Rustic Outposts         | 100   | 13%        |
| L11: Midtown Singles         | 100   | 6%         |
| L12: HomeTown                | 100   | 2%         |
| L13: Next Wave               | 100   | 1%         |
| L14: Scholars and Patriots   | 100   | 1%         |



\$48,004  
median household income

1-person household 2-person household 3-person household 4-person household 5-person household 6-person household 7 or more person household



# New Business Welcome Packet

## Welcome Home

### Location & Logistics

### Labor & Workforce

### Education & Training

### Quality of Life/Place

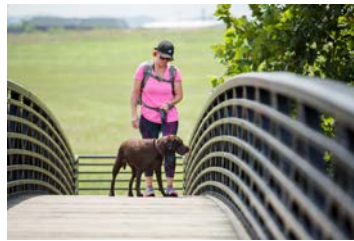
### Leadership & Growth

### Business & Industry Support

Lewisburg is situated to help you succeed. We have all the tools and amenities you need to thrive at home or in the office, the classroom, the boardroom, the production floor and even the ground floor. Let us prove to you that your decision to come here will be the right one.

“This community has totally proven that our decision was the right one.”

Matt Jung - President, Comfort Research



[www.linktr.ee/marcotn](http://www.linktr.ee/marcotn)

(931) 359-1544

131 East Church St.

Lewisburg, TN 37091

@marshallhappenings

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